

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VI.

TORONTO, JANUARY 6, 1893.

No. 1

Manufacturers by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862
Only Medal Dublin 1865

Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872 & 8

Trade Mark
Bulls Head

1878
CROSS OF THE
LEGION OF HONOUR

ASK YOUR
WHOLESALE GROCER
—FOR—
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

H. A. NELSON & SONS

Manufacturers and Wholesale Dealers

56 AND 58 FRONT ST. W.

TORONTO.



MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**

THE COOK'S BEST FRIEND
Largest Sale in Canada.

Dont fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO

C. ALFRED CHOUILLON AGENT MONTREAL.

MADE IN U.S.A. (7 SIZES)

EL PADRE AND CABLE.

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y**—ROLLED OATS.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the **MOST SALABLE CONFECTION** in the market, try **BALA LICO-RICE**. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

TORONTO.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON. - ONT.



To Our Grocer Friends:

GENTLEMEN:—

We are in the last month of the year; Christmas Holidays with their festivities will soon be here, and '92 will soon be passed. We will be pleased to have your orders by card for any small quantities you may require to stock up for Christmas trade, and in reference to freight or express in transmitting these small amounts you will find us liberal. Let us hear from you as you may want.

And wishing you the compliments of the season,

We remain,

THE SNOW DRIFT CO.,

BRANTFORD



We have removed to our new premises, No. 146 & 148 Carling St. Call and see us when in our City.

**CORMAN,
ECKERT
& CO.
LONDON.**

TRY A SAMPLE ORDER

MACLAREN'S IMPERIAL CHEESE

IN GLASS JARS.

LARGE, MEDIUM and SMALL.

WRIGHT & COPP,
Dominion Agents,
TORONTO.

FRY'S Pure Concentrated COCOA.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, J. S. FRY & SONS, 43 1/2 Wellington St. E.

MARTIN F. EAGAR, BROKER,

Importers' and Manufacturers' Agent,

HALIFAX, N. S.

REPRESENTING:

Bensdorps Royal Dutch Cocoa &c.,
C. James & Co.,
Browne, Rosenheim & Co.,
Preservitas Co.,
J. McKittrick,
Sawyer Blue Co.,
Sanitas Co.,
Ditmars & Weisser,

London, Eng.,
London, Eng.,
London, Eng.,
Liverpool, Eng.,
Boston, Mass.,
London, Eng.,
Antwerp,

Pickles, Jams, Etc.
Teas.
Food Preservers.
Green and Dried Fruits.
Blueing.
Disinfectants.
Chicory.

NOTE—Special attention given to the introduction of New Goods and Consignments. Storage and Advances made when desired.

IF YOU WANT A GENUINE SURPRISE

..... Ask for Sample of

JAPAN TEA--at 12 1-2c. f. o. b. Montreal or Toronto.

IF YOU WANT A BARGAIN

— ORDER —

Porto Rico Molasses in Barrels, 32c.

And whatever you want you can get from

Lightbound, Ralston & Co.,
Wholesale Grocers,
MONTREAL,

SELL
EDDY'S
MATCHES

INDURATED
FIBRE
WARE.

EDDY

TO THE DEALER
THERE IS A GREAT SAVING
IN FREIGHT & STORAGE.

EDDY CAN
SELL YOU
WOODEN WARE
WASH BOARDS.

PAPER

TEA
TOILET
TISSUE
WRAPPING

Factories :--Hull, Que.

Branches :--Toronto, Montreal, Winnipeg.

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& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JANUARY 6, 1893.

No. 1

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.
MONTREAL OFFICE: 148 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

THE GROCER opens its Seventh Volume with its best wishes to all its subscribers for a Happy New Year. We are now on the threshold of 1893, when its fruits are more largely under our control than they will ever be again. We should shape its beginning to correspond with the way we desire to end it. The trader will find the present a good time to renounce some of the habits and methods that he has found inimical to his prosperity. We do not recommend him to fetter the free play of his discretion by the adoption of unalterable rules. The breaking of a rule intended to be of cast iron inflexibility is demoralizing, and the steady observance of one that is adopted on what turns out to be mistaken grounds or incomplete knowledge prevents development. Begin the year with an open mind, that you may extend your knowledge and correct misapprehensions, and commit yourself to nothing more than general principles. If you have given too much credit in the past, make up your mind to give less this year, but do not rashly resolve that you will credit no man. If you have sold at too low a pro-

fit, keep constantly in the determination to realize a fuller margin, but do not take a vow that you will never meet a cut. You are enlightened by the lessons of last year, but there is no reason why you should become the slave of last year's experience. One year is not all your lifetime; much less is it all time; none of the knowledge you have derived from it or from any other year is infinite; you have therefore no warrant for adopting any inflexible rule, as by so doing you shut up the avenues of further knowledge, and you need to keep all of them open. The man who succeeds these days is the man of resources, who can promptly perceive and choose the course of action that suits the spur of the moment. No resolutions, cut and dried at the beginning of the year, will provide him with the wisdom necessary for all the exigencies he has to face. The most the trader can do now is to securely attach himself to the moorings of sound general principle.

* * *

THE GROCER undertakes to do its best to further the prosperity it wishes to its readers in its New Year salutation to them. But it also takes occasion to remind some of its advertisers that it offers them a resource whose potential wealth they do not fully extract. An advertisement is not a charm. It is a business medium, and its effectiveness depends upon the business attention it receives. It must always show that it is connected with a living original, and like every other live thing, it must change. The same old familiar card appearing every week for a year has all the vitality crushed out of it by its oppressive sameness. The advertisement needs to be renewed from the well-spring of its source in short periods. Those who change oftenest reap the most benefit. The spontaneous effects of an advertisement are not its full or even its best effects. The advertiser's space needs incess-

sant cultivation, otherwise it will grow wild and barren. This is particularly true of a trade paper, whose readers look upon the advertisements as news, and read them with interest or with languor, according as they are fresh or stale. The merchant's advertising is a department of too much moment to be neglected. He looks after his travellers, keeps them informed by weekly advices of changes, of bargains, of special drives, of new arrivals, etc., and finds it is necessary to do so in order to get full returns from his outlay on travellers' account. He looks after his collections, is cautious about his buying, has the best care taken of his books, is careful about the selection of his accounts, and gives himself a great deal of worry about many other interests. But his advertising he too commonly neglects. Why? The reason appears to be that many advertisers have not a due appreciation of the value of advertising. They have not taken note of its growth as a modern business force. Its importance entitles it to an equal division of the merchant's administrative care with any of the interests mentioned above—travellers, buying, book-keeping, or any of the tactics of trade. In fact it is the best medium for the exercise of business tactics. Therefore, we advise our patrons to change their advertisements often, and study style, effect, and originality. The returns will warrant the extra thought and labor. The Market Notes are a strong supplementary feature to our advertising columns, and advertisers should make it a point to have something new every week in those Notes. Readers always scan them with the expectation of finding something of special interest to them.

* * *

The price of sugar, though so far unchanged at the refineries or wholesalers, shows symptoms of latent strength that may culminate in an advance before spring is

here. Wholesale grocers who have tendered offers for future delivery are unable to place their contracts at present prices. The readiness of wholesalers to buy now on March account and the refusal of the refiners to take such business are evidences that the fundamental conditions of the market are beginning to be felt in the prospect for the Canadian trade. The raw market is very firm and would have had its way in affecting the price of refined before this but for the influence of the Sugar Trust in the United States, which keeps the price of refined down that it may depress raw, which it is yet buying.

* * *

Hamilton merchants are dissatisfied with the train service of the G.T.R. from Toronto. The cutting off of one forenoon train, which the railway company claims was not paying, brought the matter before the Board of Trade. Hamilton has been rather unfortunate in its relations with the G. T. R. people for some time. Toronto wholesalers have likewise complained of the limited train accommodation from this city to Hamilton. Our merchants found the long interval between trains a great inconvenience for the holiday trade, when early delivery was of paramount importance to retailers along that line. The Hamilton Board of Trade passed the following resolution: Resolved, after discussion, that in the interests of the business of Hamilton Mr. Seargeant be respectfully requested to have a passenger train put on to run between Toronto and Hamilton at some time between 8 a. m. and 10.30 a. m. each day, to be a local train between Oakville and Hamilton, stopping at intermediate stations.

* * *

The power conferred on the Governor in Council by certain clauses in various amendments to our Tariff Act, authorizing him to suspend the duty on sugar and molasses indirectly imported, has been exercised. The last issue of the Canada Gazette contains the proclamations of the Governor-General declaring the tariff on indirect importations of sugar and molasses to be suspended. We can now bring in from the United States, on the same footing as from the country of production, either sugar or molasses that has been imported into that country. Formerly the duty on indirect imports of this kind debarred such trade. The addition of one cent per gallon to the price of molasses imported into this country at second hand of course discriminated in favor of direct importation from the country of production. The same effect resulted from the levying of 5 per cent. additional upon the price of sugar indirectly imported. This duty is suspended

for two years. It is supposed that this step is taken by the Government to remove any cause of irritation that might arise from it on the other side of the border, where a good deal of ill nature has been recently expressed, notably in President Harrison's message, on account of duties that appeared to be imposed for the securing of our carrying trade for our own railway and vessel companies. United States importers of sugar and molasses are therefore as free to sell on this market as the producer in the West Indies. This will not affect the price of sugar or molasses to the consumer. It will increase the convenience of our own refiners and wholesalers and remove a cause of ill feeling between Canada and the United States.

* * *

For the last six months and more the merchants of this city have had to contend with great difficulties in the way of doing business by telephone. The trolley system many a time and oft played havoc with satisfactory communication by telephone. Until the change from horse cars to electric cars is completely effected and all contact between trolley and telephone wires is rendered virtually impossible there will continue to be disturbances in the conversations between trader and customer. The other day the meeting of a telephone and a trolley wire destroyed the telephone in a Gerrard street grocer's shop. Occasionally grocers have been distracted by the incessant ringing of their instruments. One grocer informed us that his telephone rang in short intermissions all day, and as each ring might herald an order, an attendant had to answer. It happened that business was light that day, and attention to the telephone was almost needless except to satisfy a feeling of uncertainty. Another grocer had danced attendance on his telephone so long and had proved so many alarms to be false that he made up his mind not to go near the instrument when it rang, but calmly listen to the din until the wavering trolley line should be drawn taut and get off his wire. The next day he was pretty badly overhauled by an irate customer for not attending to the telephone.

* * *

If the merchants in the vicinity of the St. Lawrence Market in this city adhere to the idea they are reported to entertain, namely, to form a company and buy the market fees for the current year and then exempt the farmers from the payment of fees, they will show a rare example of courage and of commercial spirit that is deserving of admiration. The few cents that each farmer has to pay with each entry he makes to the market amounts to but little to the individual outsiders upon whom it falls, but they feel it more, and probably pay it more grudgingly than these few merchants among whom it would be divided, according to the rumoured purpose.

PUBLICATIONS NOTICED.

Among the many Christmas numbers issued this year, that of the Canadian Miller is worthy of selection for special mention. It is a very prosperous looking production, and the attractiveness of its appearance is fully equalled by its merit.

The Fruit Trade Journal, New York, brings its volume for 1892 to a close in a fine Christmas number, of which a copy has been received at this office. The outward appearance of the number is tasteful, and its contents are excellent. The Journal is a most useful auxiliary to the fruit trade.

MY LITTLE STORY is the title of a handsomely covered, well printed, finely illustrated pamphlet, and the tale which fills it up is an interesting one for traders to read. It is the story of how Theodore Heinrichs, retail druggist, Baltimore, Md., systematized his business. The means by which this end was accomplished was a National Cash Register, and how great a part this guardian of a trader's cash capital can play in his prosperity may be learned from a perusal of this story. It is pretty sure to set the reader thinking, and to give him an insight into the principle of this mechanism of economy that will lead to its adoption, if it is not already in the trader's service.

The Toronto Biscuit and Confectionery Co. are distributing copies of their Cabinet Calendar for the current year. This Calendar contains a very catchy feature in the group of Ontario's cabinet Ministers it presents. The interest of observers is certain to be drawn to this picture, as all the portraits in it are true to life and well brought out. The large number of people who never saw the members of Sir Oliver Mowat's Government will be sure to scan this Calendar, which therefore is a good one to have hanging up in one's store.

We have received a copy of the programme which is to be the framework of the proceedings of the annual convention of the Creameries Association to be held at Harrison, Ont., on Wednesday, Thursday and Friday of next week. Among those who will furnish papers for discussion are Prof. Robertson, Ottawa, Prof. Shutt, Guelph, Prof. Dean, Guelph, Ex. Gov. Hoard, Fort Atkinson, Wis., A. Wenger, Ayton, Ont., John S. Pearce, London, Ont., M. Moyer, Toronto, Hon. John Dryden.

The New York Daily Commercial Bulletin comes to hand at the beginning of the year with one column more to the page. The eight extra columns by which it is enlarged is equivalent to the addition of one of its present pages. The breadth of the paper is now nearly equal to its length. This is an improvement in the proportions of the paper, each page presenting a very compact appearance. We are glad to see that our eminent contemporary has to make more room to accommodate increasing business.

TWO PICTURES---CASH AND CREDIT.

CASH.

The night was dark and stormy, as I, wrapt up in my furs, walked briskly along through the cold blinding sleet up Yonge street. The street was almost entirely deserted; hardly a soul could be seen from the foot of it to the very top, that is as far as you could see. It was too miserable a night to be out, a night which no one who had a home would leave it unless it was impossible to help it, and I myself felt as if I did not care how soon I reached my destination. I was on my way to visit a friend of mine, by name Tom Lee. Tom was a friend of mine. He was a retail grocer, which business he had been in for the last eight years. He did a large business, but the bulk of it was done on credit, and at the end of five years he found, after taking stock and summing up everything, that he had spent that five years for the benefit of the customers and not himself. Thereupon he decided to sell for cash and cash only; if they did not pay the cash when they came for the goods, the goods would stay on the shelves; he was determined to see either the goods or the money. So for the past three years Tom had sold for cash. He was a genial fellow, whole-souled and whole-hearted, just the kind of a companion for a night like this. I don't care how low your temperature had gone down, his bright, warm smile and cheery voice would make you forget that it was cold outside. Yes, sir, he has sometimes actually made me forget that I had not had my dinner. So different now to what it used to be when he used to sell on credit. Then he would look thin and careworn and full of anxiety, and when I have asked him what is the matter he has told me that he had a large note to meet on the morrow and had sent his man out to collect, and he had only brought in about five dollars instead of about five hundred. When in sympathy I have clapped him on the back and told him to cheer up, the darkest cloud was a silvery lining still, he used to say, "You don't know anything about it. It drives me wild. I am distracted. If this thing lasts much longer it will drive me crazy; I can't stand it. Here the wholesale men will be after that note, and I can't pay it. If I had only had my own I would be all right and would go on swimming." Thinking over these things I at last reached the house in which he lived. Stepping up to the door I knocked, and almost immediately the door was opened and I don't think I will ever forget the warm flood of light which burst upon my bewildered eyes. If ever there was a sense of home comfort came over a man, it came over me then and there. The large hanging lamp burned brightly in the hall, reflecting a cheerful gleam all along the hall to the sitting room; indeed it was so bright that it dazzled my eyes so that it took

me some little time before I could see the bright happy face of the little maiden who opened the door. It was Tom's child, Mabel. She had one of the sweetest faces I think I ever saw. It was beaming like a ray of sunshine. Looking up into my eyes she bade me welcome, and such a welcome! It was a downright sweet honest childlike welcome. Taking a hold of me by the hand with her soft velvety one, "Come in, Mr. C——," she said, and the bright happy voice sent a thrill of real pleasure and delight through me which I will not soon forget. The bright sweet sound of her voice sent harmony speeding through my veins like some sweet strain of heavenly music. No need to go any further to be able to tell that all were happy here. The beaming face of the child told the tale. It was a perfect index to the happiness, peace and comfort which reigned within. As soon as I could regain my voice I asked her if her father was in, and being answered in the affirmative she led me in her childlike way into the sitting room where he was. Memory will often recall that sight. Cosy was no name for it. The floor was covered with a fine thick Brussels carpet, and there in an easy rocker sat the man himself, Tom, toasting his toes before the ruddy fire, one of the grate fires. Indeed it was grateful on a night like this. There he sat like a king and monarch of all he surveyed, reading the evening papers, with his big black dog Hero lying at his feet, and his other little girl Lilly in his arms, with her head nestled cosily on his breast, perfectly at peace. In the centre of the room stood the table, over which a bright shade lamp shed its soft light, beside which sat his wife, darning little stockings for busy pattering feet. At her feet on the rug lay the purring cat. One look at the face of the wife confirmed the impression previously made by the face of the child. All was peace and happiness here. If ever there was a picture of home comfort, here was one. "Well, Tom," I could not help exclaiming, "if you are not the very picture of unalloyed happiness, I don't know where I will find one." "I guess you are right," he said. "That's what I'm living for, and that is what we are here for. It ain't our fault if we are not. I guess that the wife and me are just about as happy and comfortable as you can find them. Eh! what do you say, wife?" "Well," she said, "I don't think I could be much happier if I tried. You see, Mr. C——, Tom sells for cash now; and it is so different to what it used to be. Before he did twice the business, and had twice the worry and three times the anxiety, and then he did not get half his money in, and he never was sure of being able to meet his payments, because when he most expected it and most needed it, that was the time he would be disappointed, and he would come home at night and could not sleep, but now he comes home straight from business; he doesn't do half

the work, but makes more money, has a clear and contented mind, comes home happy and amuses the children; he comes straight home at night after work, takes off his boots, puts on his slippers, squats himself in the rocker with Lilly or Mabel on his knee and Hero at his feet, reads the paper, tells us all the news, he gets well rested for morning, and we have all the necessities of life and all that heart could desire; and in case of sickness, why he has three thousand dollars laid away in the bank that we can fall back upon any time, a thing that he never would have had if he had continued selling on credit. Then again his life is insured, so if anything happens we are prepared for any emergency. If every grocer would do like Tom does, there would be few if any unhappy homes, and there would be fewer sick wives and children in the world. He don't drink, chew or smoke, and he is always at home and with his family when he is not at work. He lives a good clean life, inwardly and outwardly. Do you know, it is often a wonder to me how men can go and fill themselves up with rank poison and then expect their wives and children to be happy and healthy. It's a wonder to me that some of them live as long as they do. Yes, Mr. C——, Tom's happy, the children are happy, the cat and dog are happy, and I'm happy, and it's selling for cash has done the whole thing."

(To be continued.)

THE BROOM CORN COMBINE.

A marked advance in the price of broom corn, which seems certain to come almost immediately, affords a striking instance of the lengths to which a trust or combination will go in spite of the economic law of supply and demand, says the New York Times. The crop this year has been an immense one, larger by many hundred tons than that of last year, and yet the Chicago dealers, who practically control the market, have formed a combination and obtained a corner on the crop.

The dealers of Quincy street, Chicago, who handle nearly nine-tenths of the whole output of the United States, are at the bottom of the combination, and they intend to advance prices as much as they can. The proposed increase is 30 per cent on all grades, and notice of an advance to that extent has been served by an organization of broom manufacturers at Milwaukee.

The rise in prices will be felt immediately throughout the country, and will be a boon to many retail dealers of this city who have large stocks on hand.

No one acquainted with the trade doubts the ability of the Chicago combine to bring about a large advance in prices. They have large capital behind them, and a similar trust formed about two years ago managed to secure an increase in price of \$2 per 100. The present prices range from \$4.50 to \$6. according to the quality. Combinations similar to the one now said to be organized have sometimes raised prices to \$12 per 100. —N. Y. Grocer.

FRAUDS IN PEPPER AND GINGER.

As so-called ground black pepper is still being extensively sold, at prices which are simply impossible, except at a heavy loss, or unless the commodity is not what it professes to be, it is well for the grocers to be on their guard. The lowest market cost price of whole light Gusty Penang, which is the poorest quality that can be ground, is $2\frac{1}{2}$ d. per lb. The lowest cost of grinding with loss on warrant weights and putting into barrels, is $\frac{1}{2}$ d. per lb. The lowest ground pepper must thus actually cost the wholesale dealer $3\frac{1}{2}$ d. per lb. Allowing $\frac{1}{2}$ d. per lb. for the dealer's profits, this pepper could not be sold under $3\frac{1}{2}$ d. Such a quality is quite unfit for table use, and is only suitable for manufacturing purposes. In the same way, the lowest Penang white pepper now costs, after the recent fall, $3\frac{1}{2}$ d. per lb. The cost of grinding, loss of weight, and barrels, is $\frac{1}{2}$ d. per lb., the loss in weight being heavier than with black pepper. This would bring the first cost up to $4\frac{1}{2}$ d., or, allowing $\frac{1}{2}$ d. for the dealer's profit, to $4\frac{1}{2}$ d. per lb. Both in black and in white peppers it is notorious that far lower prices than the above are current. In some cases the opportunity for actual comparison is given by the quotation of the lowest pepper, whole, at a considerably higher price than the simultaneous offer for ground pepper. Everyone knows that ground pepper must inevitably cost more than whole. The question therefore arises of how the natural state of things can be reversed.

It is to be hoped at a time when there is so strong an agitation for the improvement of the Adulteration Acts, that the grocers will support the legitimate wholesale trade, and refuse to encourage such a disreputable system of trading. The case of ginger is even worse, now that its place is being so extensively taken by the refuse of ginger beer making. The grocers might, from the point of view of the law, just as well sell exhausted tea leaves for tea, as much of the so-called ground ginger that is now being offered. The worst of the matter is that price is not so direct a guide with spent ginger as it is in the case of the lowest pepper, for the operation with the former goes further. It is well known to the wholesale trade that spent ginger is not only fraudulently mixed with common qualities, but with the better qualities as well, in order to obtain an illegitimate profit. With the lower sorts, however, it must be clear to anyone that genuine ground ginger cannot be sold below the cost of the raw roots, inasmuch as the cost of grinding and barrels is 8s. per cwt. Nor can bogus guarantees of quality or warranties excuse a respectable trader in his own eyes from buying such commodities. With the higher-priced ginger the fraud is less easy to detect, though the palate at once shows any extensive adulteration.—Produce Markets' Review.

AFFABILITY OF STORE-KEEPERS.

The Commercial Inquirer in a rather lengthy article on the personality of the shopkeeper says :

The personality of the storekeeper has much to do with the results of his business ventures.

Men and women are creatures of impulse, of emotions, for the most part, and the wise man not only knows this but profits by his knowledge.

Every grocer knows the main object he has in view in conducting his business is the making of money, and to this object everything else should be made subservient so long as the principles of integrity are not violated. Hence, the chief question is—What pays best? There's big money in smiles. A big stock of them kept where they can be drawn upon for any and all occasions is the most profitable stock a merchant can possess.

To some they came cheap. Some men are "built" so good natured and agreeable that a merry twinkle of the eye, a cheery smile and pleasant manner are their natural characteristics. Such men have a stock in trade worth more to them than a money inheritance. Others must acquire a pleasant address, and although a difficult operation it pays large dividends. It's astonishing what a multitude of errors a smile will cover; how many rough places a pleasing manner can smooth over; how many offended customers a cheerful reception can make good humored.

Cultivate a jolly disposition, and you'll not only make it pay handsomely but you'll get lots of fun out of it. Think of an irate customer coming with a rush into your store with a grievance—real or fancied—and determined to give you a "roasting" and then to withdraw his trade. You've seen him no doubt. Now, how will you meet him? If you get mad, he's got the best of you, because he's been mad so much longer that his anger has got his mouth into good working shape for abusiveness. But keep cool, listen to his complaint, show him you are ready to correct any error even if he's the one that made it, and get him off on to some amusing "string," and you'll have him good natured in spite of himself, and he'll leave the store laughing and determined that all the groceries his family uses shall come from your store.

"I'll never go to that store again," has been the expression of many a woman who has met with a curt response to her inquiry. A lady entered a store and neglected to entirely close the door. On asking for the first article wanted—which in this case happened to be macaroni—the grocer replied: "The first thing is to shut the door." That was the last time she ever had occasion to either open or shut that store door, whereas courteous treatment would have made her a frequent purchaser.

NEW YEAR ADVICE.

The season goes by, the season comes back,
The strength of the earth to renew;
The Summer is past, the New Year's come 'round,
With music and laughter, and shuffle and sound—

But there's business, boy all the year through.

There is business for us in the stern demands
Demands that forever renew
In industry's calls from the asking lands,
Whose acres are waiting for toil's clever hands,
For more than they're willing to do.

Life's valleys are gleaming with rivers of sin—
Temptation's flowers charming to view—
The siren walks there, where charming she's been
Since Eden went out and temptation came in;
Stand guard, boy, she's watching for you.

There's business for all in this world, my boy
Though some folks find nothing to do;
And misery will, misery forever enhance
With him who is satisfied fortune is chance,
And only may come to a few.

Who waiteth for fortune is waiting for grapes
In a desert where grapes never grew;
A beggar that sitteth where nobody goes,
An idler for gold where no gold ever flows—
There's no business there, boy for you.

Who boreth for water must not expect oil,
Nor for gold if for silver he sue;
If sleepeth the husbandman, sleepeth the soil,
And harvest refuseth the product of toil
Wake up, boy! there's business for you.

Be true to your manhood, work up in the line
To wisdom's line—close as you can—
With axe, plow and harrow, for hillside and plain;
And pen, ink and paper to plow for the brain,
Fulfill the grand purpose of man!

This brief of existence is business my boy,
For other more lasting in view;
Life can't be a shadow that struts, frets and dies,
Where heaven, great heaven, looks down thro' such eyes;
Look up, God is smiling on you!

Then work while 'tis day, ere cometh the night,
Be quick, boy, the moments are few;
Eschew ye the evil, defend ye the right,
Work out of the darkness up into the light,
Where the world has business for you!

—Ex.

The proposal to ask legislative power to exempt personal property from taxation in this city was voted on and defeated on Thursday.

AN
ADVERTISE-
MENT
IS A
TRAVELLER.

KEEPING
EVERLAST-
INGLY AT IT
BRINGS
SUCCESS.



THE secret of successful advertising is to make the advertisement as interesting as the editorial page, or the Market Reports. Change it regularly, put life in it and you will soon discover why advertising pays. Is it not worth a trial? Tell your customers and probable buyers through your advertisement what your travellers would tell them, and see the difference in the results. Our subscribers tell us that they read the advertisements that are changed regularly with as much interest as any part of the paper, because they contain much valuable information of new goods, where they may be had and of changes in prices.



WHAT
OTHERS
HAVE DONE
OTHERS
CAN DO.

SUCCESSFUL
MEN ARE
ALWAYS
SAFE
GUIDES.

TRAVELLERS' ANNUAL MEETING.

The annual meeting of the Commercial Travellers' Association of Canada was held in Toronto the 29th ult. The following are the officers for the new year: President, John Burns; first vice-president, Robert H. Gray; second vice-president, James Haywood; board of directors, Joseph Kilgour, W. B. Daek, M. C. Ellis, John Everett, C. C. Kyle, T. P. Hayes, George E. Hamilton, John A. Ross, John Orr. The total number of votes cast were 1,282.

The following resolution proposed by Mr. Fielding and seconded by Mr. Orlando Potter, was submitted: That the board of directors be asked to offer three prizes to members of this association for essays written on the subject of dating invoices forward beyond the season when the goods are required by the retail merchant, the first prize to be, say, \$40, the second \$20, the third \$10, the writer to be a bona fide traveller at the time, engaged in selling goods on the road, and to make a declaration that he is the composer and author of said paper and the facts gathered from experience on the road. Mr. Fielding, speaking to his motion, said he was strongly of the opinion that the association should encourage the discussion of commercial questions at its meetings, rather than spending so much time in purely association work. He thought commercial travellers might do much towards improving the business of the houses they represent if they would discuss with and offer suggestions to their employers as to how the business of the house might be improved. The question of long credit was one of the most important in business and he was confident that all would agree with him that it was of paramount importance to endeavor to transact business as nearly as possible on a cash basis. They could not expect increase of salary if the profits of the year did not warrant it, and it was surely time that the travellers made some effort to discourage the practice of selling at long dates. Mr. Fielding's remarks gave rise to a short but spirited discussion. Mr. Hayes opposed the suggestion that the association should offer prizes for such essays, and protested against the odium of long credit being placed on the travellers. He was confident that the travellers did their best to discourage them. Mr. Fielding said that a friend of his had told him that if the association declined to take the matter up he would himself offer \$100 for the best essay on the subject.

Mr. W. E. Ellis took strong objection to any such course. He was sure all of them were as anxious to reduce business transactions to as near a cash basis as the merchants were, but he thought the matter rested with them and not with their travellers.

Mr. Warring Kennedy supported Mr. Ellis, and remarked that the question was one of great difficulty. The Toronto houses were largely forced to these long credits by competition with Montreal and with English and Scotch firms, who all gave long dates. But he thought that whatever was done should be initiated by the merchants themselves. Mr. Fielding withdrew his motion.

MERCANTILE CREDITS.

The question of mercantile credits is one that should command the attention and thoughtful interest of all who are engaged in banking, commercial, manufacturing or other pursuits in which operations of a greater or less magnitude are largely based on confidence, and although there is no feature of any business more prominent as a factor in its success or failure, or more difficult or successful management, it is a fact that there exists less general knowledge upon the subject than upon other questions of equal importance, and upon no question of such daily and ever present contact is so little written.

The present system of mercantile credits as practically applied, has developed in recent years to a great extent, and there may now be found in the leading business concerns and manufacturing establishments of the country an organized and completely equipped credit department, upon which rests the responsibility of avoiding losses by bad debts—a source of serious danger that is a constant menace, and one that is not infrequently the "hidden rock" upon which some unfortunate commercial craft is hopelessly wrecked.

The successful credit man should be an apt student of human nature, possessed of natural tact, which, combined with the element of caution in a fair degree, and good judgment ripened by experience, enables him to "steer clear" and avoid more than a reasonable share of losses by bad debts. He must have the benefits of a training and experience that no other field affords; be well informed on general topics; and keep posted as to the success or failure of important interests in all sections in which his house is doing business. He must investigate and study the cause and movement of "booms," and their effect on the locality directly affected, always keeping a weather eye of watchful solicitude on accounts in such localities, opening no new accounts with dealers who are inclined to speculation, or whose interests are likely to be adversely affected by the changed conditions. Likewise, he must be alive to possible unfavorable changes in the condition of all customers of the house, and especially so in cases where sudden disaster or depression occurs, whether from strikes, epidemics, floods, poor crops or other causes, and can often show commendable ability by the prompt application of tact and judicious management in "getting out" safely from threatened and impending failures.

Another feature of equal importance with that of the credits is the proper management of the Collections, and in the leading houses this branch is under the charge and general direction of the Credit Department, which gives special attention to the slow and unsatisfactory accounts, in which field there are frequent daily opportunities for the exercise

of tact and shrewdness, which are necessary to escape serious losses.

The duties devolving on the credit department are laborious and exacting, beginning with the opening of business, and in no department is there required a greater amount of close and intelligent application, or where the quick exercise of good judgment is oftener demanded, as well as the absolute necessity of a constant unflagging systematic vigilance.—J. S. C. in American Grocer.

THREE ESSENTIALS.

Too many grocerymen in small places fail to adopt city methods simply because they think it is not possible to do so in a small way. This is a mistake. Allow us to make three suggestions.

1. Keep your store room and stock in the most attractive form, clean and neat. If your stock is well and attractively displayed, your shelves, counters, windows and floor scrupulously clean, your trade will be increased.

2. Keep a "want" book of articles about to run out, and especially of those brands most in demand, so that you can order promptly when the traveling salesman comes in, or to mail to the wholesale dealer.

3. Keep a cheap or job lot counter on which to display such goods as have not sold readily; mark them down to cost and call attention to them through advertising, and also of customers when in your place of business. It does not pay to hold stock that is not salable.—Los Angeles Journal.

HOW TO CHOOSE ORANGES.

The expert orange buyer does not select the smooth, clean-skinned fruit invariably, nor does he object to a heavy percentage of rough, dirty skins. The latter are not always easy to sell, but they invariably give the greatest satisfaction. This is because in the case of oranges, as with almost any fruit, beauty is only skin deep, and the insects which infest orange groves and extract sweetness from the fruit much as bees draw honey from the finest flowers, only attack the sweetest and choicest to be found. The effect of their efforts is to roughen the skin by perforating it, and hence dust is retained, instead of either falling or being brushed off the untouched skins. The fruit within the latter having been rejected by the insects on account of the lack of sweetness is not so palatable as that in the rougher looking skins; and it is decidedly a good plan to follow in the foot-steps of the busy little creatures who can tap an orange and ascertain how sweet it is in a manner no man could attempt.—The American Analyst.

The annual concert of the Commercial Travellers' Circle was held in Association Hall, Toronto, on Thursday evening. A very superior class of entertainment was provided for by the programme and fully rendered by the participants.

THE MONTREAL TRAVELLERS' DINE.

The annual jollification of the Dominion Commercial Travellers' Association took place at the Windsor Hotel in Montreal on Thursday last, and as usual the knights of the gripsack had a regular old-fashioned good time. Two hundred sat down, there being seven tables besides the long guest table for the big guns which ran the full length of the south side of the big hall. The decorations were tasteful as usual, and an efficient orchestra discoursed a choice selection of melodies to aid the digestion of the good things.

The committee who had charge of the dinner may well be congratulated on its success, and all of them—Mr. G. W. L. Cains, the chairman, and Messrs. Fred Birks, W. H. Callahan, J. W. Clark, E. H. Copeland, F. S. Cote, M. E. Davis, J. T. Dwyer, Geo. Forbes, Wm. Galbraith, F. Gormley, E. E. Guilbault, Fred Hughes, E. D. Marceau, J. H. Morin, E. G. Painchaud, Wm. Percival, John Rogers, John Taylor, L. A. Wilson and H. W. Wadsworth, the secretary—deserved the congratulations they had received.

President elect Cains saw that matters did not drag, and his dazzling shirt front was the focus from which all things radiated for the nonce. Assisted by the soft glow of the electric lights and the other shirt fronts it cast a pleasing reflection over every visage, and as there were presumably no dyspeptics present the general effect was gratifying beyond description. The chairman was supported on his left by his worship the Mayor, and Solicitor-General Curran was on the right. The other guests were Lieut.-Col. Stevenson, United States Consul-General Knapp, Edgar Judge, Judge A. H. Chattain, corporation counsel of Chicago; N. J. Power, general passenger agent, Grand Trunk railway; Thomas W. Blair, Intercolonial railway; J. H. Copeland, Chas. Gurd, David Watson, James J. Carmody, T. Simmons, Wm. Buell, W. Percival, F. H. Dent, H. W. Wadsworth and J. E. Wright, many of the guests being at the vice-chairmen's tables, which were presided over by Messrs. John Rogers, L. A. Wilson, J. N. Morin, W. H. Callahan, E. D. Marceau, George Forbes, and De Grandpre.

Among the others who sent their regrets were His Excellency Lord Stanley, Governor-General; Sir John Thompson, Sir Donald A. Smith, Hon. J. A. Chapleau, Hon. Wilfrid Laurier, Mr. A. T. Lepine, M.P.; Hon. L. O. Taillon, Hon. J. S. Hall, Hon. A. W. Morris, M.L.A.; Mr. O. M. Auge, M.L.A.; the presidents of the Board of Trade and Chambre de Commerce; the Mayor of Portland, president Maine association, secretary Maine association, and Hon. W. H. Looney, Messrs. J. H. Dow and M. J. Pickering, of Portland, and presidents of sister associations in Canada.

After the usual loyal toast of the Queen had been drunk with full honors, telegrams of kindly greeting were read from the London association, the Toronto association, and from Mr. Fred Birks, their last secretary, and from twenty absent brothers, regretting they could not attend.

The toast of His Excellency followed, and then the President of the United States was not forgotten, although the

present occupant is not the one Canadians just exactly like. But defeat is a galling thing, and the drummers were willing to receive him, and when Consul-General Knapp rose to respond amid the concluding strains of "The Star-Spangled Banner," his reception was too enthusiastic to leave any doubts in the minds of any American visitor as to the feelings of the boys towards their cousins across the border, no matter what disgruntled office-holders might do. The Consul-General, after returning thanks for the invitation, said that the commercial travellers of Montreal were an honor to their calling and to the Dominion. He was glad to be able to say also that since he was their guest two years ago they had increased in numbers from 2,100 to 2,400 and now had a surplus of \$12,500. He was very grateful for the grand manner in which they had received the name of his honored chief, the President of the United States; it showed that there was the best of good will between the two countries, and it would always be hoped continue so. For evidence is advancing that commerce, more than ever before, is the means of bringing closer together the two countries, and the commercial traveller is one of the classes who is doing much towards this. Canada and the United States are kindred countries. The people of both are joined together to make two great nations and we can join in singing together "Hail Columbia" and "God Save the Queen."

Judge Chattain responded to the toast to "Our American Cousins," in a very able speech, which was greeted with cheers from time to time. In opening he said that this was an industrial age, and a complex one, but the voice of the serious people of the United States was not in favor of annexation, as we think there is plenty of room on this continent north of Mexico for two great nations. Fine economic questions may often come before us that may cause excitement for a while, but if these questions are kept away from political demagoguery and left to the commercial interests to settle there will be no trouble. The commercial spirit of England has made it the great nation that it is. It was that spirit that brought up the supremacy of its army and navy. It was that same spirit that has made Montreal the great city it is to-day. It was the same spirit that permitted Chicago to secure the World's Fair.

In proposing the toast of the commercial interests of Canada, Vice-President Morin remarked that although the past two years had not been all that they should be, he felt sure the year they were just entering would bring better things. He called on Mr. Judge to respond.

Mr. Judge did so in his usual eloquent manner. He said it was always customary at this dinner that an officer of the Board of Trade should reply, and he regretted that they had not called upon a more able speaker. As the vice-president had said, trade was not as bright just now as it should be, and bankers were not having big balances. In speaking of the commercial interests of Canada, Mr. Judge said he could look back to the time when the dinner did not exist, and in conclusion said he could heartily praise the travellers for being among the foremost to open up the country and thereby develop it.

Mr. L. A. Wilson in proposing the toast of the forwarding interests, dwelt upon the consideration with which the commercial travellers had been treated by them. Mr. Poirier responded in appropriate terms, expressing the sincere hope that a feeling of amity would always

exist between commercial travellers and the forwarding companies.

The sister associations, by Mr. George Forbes, followed, calling for a few remarks in response by Mr. D. Morton, of New York, and Mr. John Rogers proposed "Our Guests." In referring to the railroad men he called upon them for that "little two cents," which hit the boys right where they lived, for it was greeted with prolonged cheers.

The first guest to rise in response was the Hon. J. J. Curran, who was greeted with hearty applause, and started in by saying that this was not the first time he had been their guest, but on this occasion he had a greater pleasure in being with them, especially on account of the way in which they had greeted his name and the honored chieftain who had seen fit to promote him. Mr. Curran made a very patriotic speech on Canada as a nation. As his chief had been referred to, he might say that even if Sir John Thompson had retired to the Supreme Bench he would have been able to show the commercial interests that his name was not unknown in acts to their benefit. The Banks and Banking Act, the Bills of Exchange and Promissory Notes Act, and last but not least, the Criminal Code of 1892, which protected not only the commercial interests, but the homes and families of Canadians, and was a perfect work of statesmanship from beginning to end, must be credited to him. Then the speaker referred to the United States, not in a derogatory way, but as a nation of whom we were proud to be friends, but at the same time were not afraid of. This was greeted with cheers.

The "Army and Navy and Volunteers," "The Ladies" and "The Press" followed, calling for speeches from Lieut.-Col. Stevenson, W. H. Callahan, and E. D. Marceau, and the gathering broke up in the wee sma' hours with "God Save the Queen."

BUSINESS FAILURES IN CANADA.

In the Dominion of Canada, including Newfoundland, the total number of failures reported for 1892 is 1,682, a decrease of 9 per cent. compared with the preceding year. The decline in volume of liabilities, however, is much heavier, from \$14,884,000 to \$11,603,000, or 22 per cent. Increases in number of failures are reported from Nova Scotia, Manitoba and British Columbia, where gross liabilities of those failing are likewise large as compared with 1891. Ontario and Quebec each show a gratifying reduction in the number of business failures, together with gross liabilities.

The report of failures in the Dominion to Bradstreet's this year and last in detail is as follows:

	No. of Failures.		Liabilities.	
	1892.	1891.	1892.	1891.
Ontario.....	716	843	\$3,652,959	\$5,371,000
Quebec.....	565	680	5,273,547	7,538,000
New Brunswick...	85	93	549,002	599,000
Nova Scotia.....	153	122	956,830	594,000
Prince Edward I'd	8	10	113,000	106,000
Newfoundland....	3	7	37,000	96,000
Manitoba.....	62	51	517,400	340,000
N. W. Territories.	16	17	51,521	159,000
British Columbia.	71	23	452,461	81,000
Total.....	1,682	1,846	\$11,603,210	\$14,884,000

The total number of failures for 1892 includes three from St. Pierre and Miquion.—Bradstreet's.

CO-OPERATION AND BUSINESS PROFITS.

Attempts at co-operation thus far have generally shown a strong if not fatal tendency to failure because of the difficulty of commanding the requisite skill and faithfulness in management. Co-operators are not willing to pay the price for service which their business needs in order to succeed. They always stand on the theory that the men who conduct great enterprises get too much for doing the business and operatives too little. In course of time, and usually not very long time, their scheme goes down. This is because in the nature of things no hired person on a salary of fixed amount will all the time keep his wits alive and study into the small hours of the night devising ways and means to make money for other people. They propose in their constitution to take from capital and skill a portion of the profit that has usually been accorded to them and give it to labor; but after thousands of experiments during forty or more years of good business in this country there is hardly a single case of such undoubted success as to warrant the assertion that demonstration of feasibility has been attained. The combined skill of all the co-operators in half a century has produced no concern of magnitude. The almost uniform failures seem to prove that great management must have great compensation, and in endeavoring to get the skill without the pay the co-operators' dream has come to naught.

Now, this is equivalent to saying that the world finds its business can be done at less cost than by co-operation. The latter fails because it is undersold and unable to compete with such skill as gets the better pay. Had Commodore Vanderbilt been content with the salary of a steamboat captain he would never have developed into a great business man and railroad manager. The prospect of great emolument brought into exercise great powers, so that he cheapened transportation to an astonishing degree and yet made money to an astonishing amount. The people who saved four or five dollars in a round trip between Boston and New York, and the people who got their barrel of flour twenty-five cents less because he ran a railway to Chicago, enjoyed the sensation at that time, but, when they saw his fortune, could not refrain from tears to think of the merciless robbery they suffered at his hands. The thing happened and succeeded, not because Vanderbilt was a robber, but by virtue of his giving better terms to people who had to travel and had to eat bread. His inducements were such that he got the business. Suppose he and some others of the same kind of enterprise had not come upon the stage, what would have been the result? Evidently the old ways of business would

have continued. We would still be going to Buffalo on canal boats and creeping along the streets of our cities in dilapidated omnibuses, still be doing our journeying in stage coaches over dusty roads and tedious hills at a great sacrifice of time, money, comfort and strength.

The enterprise of the money makers has profited everybody else by exciting production and accumulation. The money makers have taken pay, not out of labor, but out of the increased production and savings which their efforts have secured. Individuals have sometimes suffered. The omnibuses were killed when the horse-car came, and A. T. Stewart did the business of a hundred small shopmen; but the people at large saved time in getting where they were compelled to go in one case, and got what they wanted at less cost in the other. The street railroad makes ten times the money that the stage did, and the people save money and time. The people can do better by buying of Stewart, and therefore they buy. They enriched him to the tune of thirty millions, clean cash. This is a great fact, but it does not show great robbery. It may show the very opposite.

Stewart was in business for about forty years, and for many years sold twenty millions of goods per year. Had he sold but fifteen millions per year at a profit of five per cent., and invested the profit with his usual sagacity, he would have been worth more than thirty millions at the end of his forty years. That he left but thirty millions proves that his profit was not over five per cent. on the average. The margin for labor to gain from is, therefore, in the neighborhood of five per cent., because Stewart has proved that the ordinary man can not part with more than that and continue business. In other words, business stops when the margin goes down much below that rate.

There are some lines of business in which the profit is at times more than five per cent. but, in the long run, the average can not amount to more than that. Competition increases from year to year, and profits tend downward all the time; consequently, it takes more talent and energy to make fortunes now than it did a few years ago. It is not so easy for a laborer to become a boss as it formerly was; and as the chances for rising to boss-hood grow less, the hatred of bosses increase. This is a symptom of discontent, and an evidence of the unreasonableness of the philosophy which is at the bottom of the schemes for relief. Capital must be paid, skill must be paid, and, if they are each paid but two per cent. of the accruing profits, one per cent. only remains for labor to get as its share; and this to the laborer whose wages are one dollar a day would amount to but three dollars per year. This is something, to be sure, but as a means of elevating the laboring classes is of no account.—Popular Science Monthly.

COMPETITION AMONG RETAIL GROCERS.

A story is told of a Minneapolis dealer who hired only good-looking clerks with slight mustaches and lovable eyes. One of the recommendations of a clerk must be that he is an accomplished "masher." A clerk that cannot mash, flirt and reach down in his boots with his lung and hoist up a love-sick sigh, stands no chance for a job. Well, why are all these accomplishments necessary? I will tell you: the clerks are compelled to flirt and fall desperately in love with the cooks of the various houses where they go for orders. The more mashes they make the more promises of marriage they can show, the greater the salary such a clerk can demand. It is a well known fact that a cook can find fault with the groceries and make it appear that they are of the poorest quality; she can make it appear so that her employers believe that they are being cheated, and induce them to trade elsewhere. Under the "masher system" introduced here all this is obviated, and the cock becomes a stand-by. Unless she learns that her grocery boy is a gay deceiver her trade can be held for a long time. The clerks have become so crammed full of experience that this seldom occurs now. I heard of one clerk who had six Swedes, four Irish, eight French, three German, and one coloured girl on the string. He has promised to marry nearly all of them, except the negress, and he is seriously contemplating a proposal to her, as recently she has turned cold and distant toward him. He said that his greatest contest was with a red-haired, freckle face, cross-eyed beauty of thirty-two. He had to sigh himself down nearly forty younds, and ogle his eyes almost like the cook's before he succeeded in making her solid. It's a great scheme, and surpasses the selling of 16 pounds of sugar for a dollar.—Ex.

THE CUTTER.

The Grocers' Criterion says: Many smart storekeepers think it is an enterprising piece of business to undersell their competitors, but we have an idea that more harm is done to the business of a town by this system of trading than profit is made out of it. The minute a merchant begins to cut prices it demoralizes the entire business of a town, for it compels the other merchants to fall in line and to also sell their goods at a reduction in order to hold the trade of their customers. In the aggregate they do not sell many more goods than they would otherwise have disposed of if price cutting had not prevailed, for as a rule customers do not buy more goods than they require for their wants and necessities. Price-cutting produces ill-feeling and leads to reckless rivalry and results in disaster.

Our advice to our readers is not to cut prices when it can possibly be avoided. If a rival in town inaugurates the system go and have a friendly talk with him and show him the folly of the course he is pursuing. There is neither sense nor reason in doing business without a profit, and the selling of goods below cost is frequently an act of downright dishonesty, for it not infrequently results in the defrauding of creditors and the closing out of an establishment at 10 and 20 cents on the dollar.

AT OLD PRICES for Teas we are receiving some orders, but can attend to many more. Our Travellers have "special prices" for this month. How is your stock? Look it over and give us a sorting up order.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS,

Telephone 447.

73 McNab St. North, Hamilton, Ont.

TRY A SAMPLE HALF CHEST OF HILLWATTEE.

95 CENTS PER DOZEN IS THE PRICE.

 **OLD MILL BRAND TOMATOES** 

The only hand packed goods in the market.

For appearance, quality and flavor, the finest packed.

W. H. Gillard & Co., Hamilton.

AGENTS FOR CANADA.

ALEXANDER TURNER.

LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

JAMES TURNER & CO., HAMILTON,

Wholesale Agents, Hamilton, for

BATTY'S PICKLES AND SAUCES

A trial order will satisfy the buyer Batty's are the best.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,

YOUR COFFEE TRADE.

This is the opportune time to stimulate the demand for fine coffee. There is scarcely a gathering of any moment where coffee is not served. Where guests are entertained, if at no other time, people are particular to have fine coffee. Opinions may vary as to which is the most enjoyable flavor, that of a strong or a mild coffee, but there is no difference of opinion about coffee having good body and flavor being preferable to one of thin or woody flavor and light body.

It is difficult to get high grade goods without paying a good price; hence the dealers who are bound to have a first-class coffee trade give attention to quality rather than price. Their standard of grade is high and that must be maintained regardless of cost. Such dealers insist on having fresh roasted coffee and urge customers to have it ground fresh and made fresh. They furnish their trade with recipes for making a perfect cup of coffee, including cafe noir, black coffee, creole coffee, the Turkish method, the Vienna style, and how to utilize coffee in other ways.

They see to it that customers are supplied with coffee of uniform grade, and therefore insist that clerks shall keep in mind the sort each customer uses. This is not an easy matter, but it can be done by giving it thought and attention, even if it involves keeping a record. It is surprising in our large city stores, to note how familiar the floor walkers and heads of departments and the clerks are with the names and habits of customers, and how well they remember the character of goods purchased. If this is done in mammoth concerns it can be done in the little stores.

It is one of the secrets of building up a lucrative business and one which is all-important in establishing a reputation for keeping fine coffee. One who keeps fine tea, fine coffee, good flour, and the best butter, can command patronage against all competitors.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

A customer suited with those articles is sure to commend and advertise his source of supply.

One of the city retailers issues the following points:

SERVING.

In serving, have the cups and cream warm and pour the cream in the cup before pouring in the coffee.

PROPORTION.

One tablespoonful of coffee to each cup is the popular allowance. The tablespoonful may be scant, even, or heaped, according to the strength desired.

HOW COFFEE SHOULD BE GROUND.

For making coffee by the French or percolating method, the coffee should always be ground very fine or pulverized; otherwise the full strength will not be secured.

For making coffee by boiling, the coffee should always be ground coarse or granulated; otherwise the coffee will be muddy.

We have special mills for pulverizing and granulating, and grind the coffees fresh for each order.

The finest coffees cannot be sold at retail and return the seller a just margin below 30 to 40 cents per pound, as to kind. We find prices ranging from 25 to 40 cents. Some prominent retailers sell Padang Java, of fine grade, at 37 to 38 cents, others get 40 cents; for Maracaibo, 30 to 35 cents. The seller of fine coffee should have a good margin, for those who demand the best, as a rule, are willing to pay the price of the finest.—American Grocer.

INTELLIGIBLE PRICE MARKS.

Very few stores now adhere to the old plan of cipher marking. Experience has proved that a majority of customers prefer goods to be marked in plain figures, no one liking the idea of two sets of figures unless he is sure he is among the favored ones who get the benefit of the lower scale. It is said to be the practice with the medical fraternity of some towns to grade their charges to patients according to the style of house in which they live, and the same idea prevails so much as to retail stores that ladies have been known to send servants down to stores because they could get a larger discount. Other ladies are careful never to dress very well when shopping, and this shows how firmly the impression prevails that a genuine one-price store is a novelty. The easiest way to get over this impression is to have every article marked in plain figures, so that the customer may see that one price prevails for all. This is easier than arguing that the abuses feared are reminiscences of the old days when the evils of caste were much more rampant than now, for experience proves that the fear certainly exists, no matter how absolutely it may be without foundation. Ten years ago part of the education of a store clerk used to be the mastering of the cipher plan adopted in marking, but this is now quite a small matter. As already stated, most stores mark their goods in plain figures, and the few that do not adopt a very simple plan for denoting the price.—St. Louis Globe-Democrat.

THE HUSTLER.

The hustler, being unbeloved
By every Grace and Muse,
He eats at night in Boston and
Next morn in Syracuse.
From the Adirondack Mountains
To the fair Pacific slopes
He plays with lines of latitude
Like little skipping ropes.

His home is in the sleeping car—
No vine or fig tree's shade—
His music is its clanking wheels,
His poetry is trade.
This missionary of the mart
He spreads the true faith's germ's—
The endless merits of his house
Above all other firms.

He button-holes the kings of trade,
His sample case unrolls
And talks until the love of life
Grows feeble in their souls.
The bolted door swings wide for him,
He needs no bolts or bars,
And fears not any face of man
Beneath the sun or stars.

The heroes of baronial times
Were armed from hair to heel,
With iron pots upon their heads
And pantaloons of steel.
The hustler hero of to-day
Is armorless and weak,
But for the vigor of his tongue
And blushless breadth of cheek.

He meets all men with fearless mein,
Nor knows to pause or swerve,
With Lilliputian bashfulness
And Broddnagian nerve.
No dim abstractions vex his soul,
His creed and happiness
Is just to make a sale and catch
The two o'clock express.
—Sam Walker Foss in the Yankee Blade.

CULTIVATE A MEMORY FOR NAMES

"As good a piece of advice as I could give a young man starting business," said an old and successful merchant, "would be to get his customers' names right. Of course, everybody means to do this, but I don't think everybody attaches to it its full importance. The fact is that almost every man is proud of his name, whatever it may be, and he dislikes to see it misspelled or incorrectly written. There are plenty of names which sound alike, but which vary in the spelling, perhaps by only a single letter; and, too, in taking a man's name it is not so difficult as one might imagine to make a mistake in the initials, for there are letters which sound very much alike. When you get a new customer get his name right to start with. No man likes to receive a package or a bill or a communication of any sort with his name misspelled however modest and good natured he may be, he is pretty sure to be annoyed by it."—Sun.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts, California Evaporated Apricots,
 Sicily Filberts, Good Average Sultanas,
 Tarragona Almonds, Choice Sultanas,
 Cases Vostizza Currants, Loose Muscatels,
 Half Cases Vostizza Currants, Imperial Cabinets,
 Cases Patras Currants, Connoisseur Clusters,
 Hallee Dates, Ex. Dessert Clusters,
 Eleme and Natural Figs, Royal Buckingham Clusters,
 Fancy Seven Crown Figs, Arguimbans Off-Stalk and Four Crown Layer Valencias,
 quality very fine.

H. P. Eckardt & Co.

Wholesale Grocers,

TORONTO.

FOR COOKING PURPOSES.



STERILIZED.

It makes the most delicious.

**Puddings,
Custards,
Ice Cream.**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
 200 barrels FINE PROVINCIAL Currants.
 200 half barrels FINE PROVINCIAL Currants.
 New Nuts of all kinds
 Fine Off Stalk Valencia Raisins, different brands.
 A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Bensdorp's Cocoa

1-4, 1-2 and 1 lb.

No first-class Grocer can afford to be without it
 Send for quotations.

Caverhill, Rose, Hughes & Co.,
 Wholesale Grocers, MONTREAL, P. Q.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo
 and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

H. Corrin, fish and fruit dealer, has returned to Spadina Avenue.

Turner & Co., wholesale grocers, Hamilton, sent a box of tobacco to the local firemen.

H. Travers, fruit dealer, has moved from Queen St. west in this city to Spadina Avenue.

Arthur P. Tippet, of A. P. Tippet & Co., St. Johns, N. B., and Toronto, Ont., left for England on the 28th.

Among the recent arrivals is noted Mr. J. B. McLean, of the CANADIAN GROCER.—N. Y. Commercial Bulletin.

The commercial travellers of the North-West gave a most successful ball in the Manitoba hotel Winnipeg, on the 29th ult.

Simon Leiser has purchased the general store at the Union mines B. C., from the Messrs. Dunsmuir and will conduct it in future.

The little son of Frank Williams (of D. Williams & Son, Colborne St., Toronto), died last week from the effects of the kick of a horse.

The Executive committee of Toronto Retail Grocers' Association has changed the date of the association's annual at home, which will be held on January 18.

The Public School Board of Toronto has accepted the offer of A. P. Tippet & Co., to supply to the schools cases of specimens and charts illustrating the growth and manufacture of cocoa.

The telephone and trolley wires came into contact at Yonge and Gerrard streets, Toronto. As a result an instrument at James Langskill's, grocer, 60 Gerrard street east was burned out.

Geo. C. Loyd, who for several years has represented the firm of S. S. Young & Co., wholesale grocers, Trenton, Ont., was married last week to Miss Jennie Gibson, a popular young lady of Belleville.

The general store stock in the estate of James Malcolm, Whitevale, Ont., amounting to \$2,082 32 was sold on the 29th ult., by Suckling & Co. of this city at 71c. in the dollar to Thomas Beare, general merchant, Whitevale.

R. M. Corrie, secretary of the Retail Grocers' Association of this city, manages to snatch a moment now and then from his

manifold business cares for the cultivation of the Muse. Contributions of his appear from time to time in various papers, the last one being in the Royal Templar.

There were 2,900,000,000 cigarettes of domestic make consumed in the U. S. during the year ending June 30. About 98 per cent. were of the brands controlled by the American Tobacco Company.

On Saturday evening of last week the factory and bonded warehouse of J. C. Harris, cigar manufacturer, St. Catharines, was broken into and about 800 cigars stolen from the warehouse. The entrance was effected through the front door, a window in it being smashed first.

A syndicate has been formed by the merchants in the vicinity of the St. Lawrence market, Toronto, with the object of purchasing the existing rights of the present lessee of the market. If there are no legal difficulties, it is proposed after the purchase to charge no market fees.

James Fernie, of Liverpool, England, had an interview with Mr. Johnson, Dominion statistician, last week. Mr. Fernie is engaged in the dead meat business and is anxious to open up an agency in Liverpool for the sale of Canadian beef to be carried over in refrigerator chambers on the ocean steamers.

The Christmas number of the CANADIAN GROCER is one of the most handsome holiday numbers that has come to our desk this season. A handsome cover, colored inks and beautiful engravings are combined with such a lot of interesting reading matter that it must find a welcome everywhere.—Pennsylvania Grocer.

The people of the Maritime provinces will save one million during the past year owing to the exceptional cheapness of flour and oatmeal, as compared with a year ago. Flour is now forty cents a barrel cheaper there than it has been at any time within the past forty years, and a dollar cheaper than in 1891.

W. H. Seyler, of Eby, Blain & Co., well known to our readers by his bright contributions to THE GROCER, has been laid up since Christmas with quinsy. He was at his post as usual on Tuesday, but he soon found that his return to duty was premature, and had to go home again. We hope he will soon be as well as ever.

D. Ritchie, who was for some time a resident of Brantford, having the position of book-keeper at the starch works, in which concern he had an interest, died in Scotland recently. Deceased visited there in the hope that the trip would benefit his health, but the seeds of consumption had fastened on him, and he passed away as stated.

The steamer Coquitlam recently discharged a quantity of northern salmon at Tacoma. It is to be frozen by the Crescent Creamery Company and shipped to St. Petersburg. It will go east over the Northern Pacific Rail-

way, and at Philadelphia will make as direct connection as possible for the Baltic. This is probably the first shipment of the kind ever made, and the success or failure of it will be awaited with interest.

The last of this season's British Columbia salmon fleet has now been despatched, being rather later than last season. It is expected that the first vessel will arrive at just about when the old stocks have all been disposed of, and thus there will be a good demand for the new salmon. Latest reports from England state that the market there is strong and the outlook for next season is favorable.

The employes in George E. Tuckett & Sons' tobacco factory, Hamilton, received the Christmas boxes on Friday which it is the custom of their employers annually to distribute. Each piece hand received a turkey, the time hands were given an extra week's wages, and the stemmers were each presented with 50 cents. The presents were distributed by George T. Tuckett amid loud cheering, and the company separated loud in praise of the generosity and thoughtfulness of the firm.

Mr. Leslie McMann, one of Thorold's popular grocers, has purchased the Munro store on Front street, and will shortly remove his large stock of groceries, crockery, etc., as well as his pork-packing department, to the same. Mr. McMann's host of friends in that town hope he will be as successful in his new store as in the old one, where a few years ago he started in a small way, but by honest and fair dealing, coupled with integrity, push and energy, he has built up a most extensive grocery business in Thorold.

Shippers of hay to England from Kingston, Ont., have at last heard of the result of the venture. The accounts of the sales do not show satisfactory returns for the shippers, but they look well for the commission merchants. Mr. Mooers, grain forwarder, said that England would never be a suitable market for Canadian products. It was too far away, and business men were too wily. All they cared for was the making of their commission of five per cent. Since Mr.

Bottles ! Bottles !

Ale, Wine, and Spirit Bottles.

FOR SALE BY

BLAIKLOCK BROS.,

17 Common St.,
Montreal.

J. F. EBY.

HUGH BLAIN.

Put up in $\frac{1}{2}$ lb. and 1 lb. packages, and 5 lb. Tins.**EBY, BLAIN & Co.,**

Wholesale Grocers, TORONTO, ONT.

Mooers has been in business he has formed the opinion that Canada and the United States are the proper markets for American products.—Kingston Whig.

On Thursday, Orillia, was damaged by a disastrous fire. Several Quebec business men were heavy losers in a fire which visited their city the same day.

An electric wire crossed a telephone wire on Gerrard street in this city on Thursday, and the result is a ruined telephone in a neighboring store.

W. M. Milligan's store, 99 Queen street west, Toronto, was entered the other morning and the cash register broken into. As there was no money in the drawer the thief had his trouble for nothing.

The Rathbun Co., of Deseronto, and the McMullen Bros., of Picton, formerly owners of the Central Ontario railroad, are mooted a scheme to connect Picton and Deseronto by rail. The Bay of Quinte will be bridged at St. John's Island.

David Blackley, Hamilton, is organizing a company to manufacture a barrel-making machine, invented by W. T. Vale, a Toronto man. Staves are fed into the machine, and it shapes them into barrels in as workman-like a style as could be done by an expert cooper, except that the ends and hoops are left to be put on by hand. The capacity of the machine is one barrel a minute. The in-

vention has been patented in 11 countries, and a factory for the manufacture of the machines has been started in Newark, N. J.

A very pleasant affair took place on Thursday evening of last week at W. B. Maclean's residence, 198 Jarvis street, when the employees of Sloan & Crowther presented him with a beautiful onyx clock as a slight token of the high esteem in which he is held by them. W. B. Smith filled the chair very ably, and the presentation was made by Alex. Hill. Speeches, songs and recitations, banjo and harmonica selections were indulged in by the boys, after which a sumptuous repast was provided by the host. Mr. Maclean is about to assume the secretaryship of the Conger Lumber Co.

The British Columbia Gazette contains notice of the incorporation of three new canning companies. The first, the Pacific Coast Packing Co., of New Westminster, has a capital of \$15,000, in shares of \$150, and is represented by George I. Wilson, George Casady and N. H. Bain, the first trustees. The Federation Brand Salmon Canning Co., Walter Morris, S. M. Okell and A. J. McLellan, of Victoria, formed with a capital of \$50,000 in 1,000 shares, to take over the business of "McLennan's Cannery" on the Naas, and deal in fish prepared for market in every known way, the head office being in Victoria. The Steveston Canning Co.—M. Costello, R. A. McMorran and Edward Hunt

trustees—place their capital at \$50,000 in \$50 shares, and propose to can and deal in salmon and to manufacture fish oils and fish manures.

The Ontario government has appointed a preliminary commission to collect for the consideration of his honor in council and otherwise all such facts obtainable without an oral examination of witnesses, as bear on the several questions which have arisen with respect to direct taxation for municipal and other purposes, and its incidence, and all present and proposed exemptions from taxation, including in regard to all such particulars a comparison of the laws and practice of this province with the laws and practice of Great Britain, the other provinces of the empire, the United States and elsewhere. The commissioners are John R. Cartwright, chairman, Hon. T. W. Anglin and E. Saunders, secretary.

Mr. P. W. King, manager of the Oriental Traders' Co., limited, has returned from a six weeks' business trip, during which he visited Montreal, Toronto, London, Hamilton, Winnipeg, and other leading cities. Mr. King reports business as good in the East, and he succeeded in taking several orders for teas, silks and other Oriental merchandise. Everywhere Mr. King was asked numerous questions about Vancouver, and a great deal of interest is taken in the East in the progress of the Terminal City. As is well known here Mr. King is an ardent Imperial Federationist, and conversed on this subject with several leading business men in the East, and found that Imperial Federation is gaining ground there.—Vancouver News-Advertiser.



Star,
Sterling,
Judge,
St. Lawrence,
"Something
Good,"

Are brands that are
hard to beat.

Do you sell them?

Empire Tobacco Co.,
MONTREAL.

DRY GOODS.

During the past two weeks trade has been slow with the wholesale houses in general. But in spite of this the movement in repeats for woollens and other heavy winter goods has been sufficient to lighten stocks very materially. Heavy mits and gloves, heavy underwear, hosiery, overcoatings of all kinds and heavy suitings and dress goods have all moved out well. The fur dealers during the week ending December 24th did a huge trade, and were lifted out of the slough of despond into which they had gone a short distance. Travellers are again on the road with full lines of spring samples, and soon shipments of these will commence.

Brook's spools have dropped from \$3.20 to \$3.00. This makes this the lowest priced 200 yards, 6 cord spool in the market. This is due to the arrangement in the Central Agency which has been described often in these columns.

Belding, Paul & Co. and The Corticelli Silk Co., have come to an agreement regarding the prices of sewing silk and twists. We understand that there are no material changes in prices, but the old trade discount has been done away with. This change will do away with the old under bidding by means of discounts and make only one price whether goods are bought from the wholesalers or the manufacturers. Belding, Paul & Co. have issued a circular which reads as follows: Owing to the large advance in raw silk, we have reduced discounts to the trade. In consequence of this, we beg to notify you that from this date, you are requested to sell our silk threads, art silks, etc., at list prices, less 5 per cent. cash only. Any house not adhering to this contract will forfeit trade discount.

NOTES.

Gordon, Mackay & Co. are receiving their spring goods. In the staple department they are showing new lines in prints, teazle cloths, flannelettes, shaker flannels, American indigo prints, sateens and plushes. These lines include all the latest varieties and the best qualities from the leading manufacturers domestic and foreign. In the furnishing department they are carrying a long range of men's braces in domestic, American and English manufacture. They claim that they are selling these at prices which enable them to compete successfully with the so-called manufacturers who are drumming up the retail trade. In their dress goods department they are showing a new thing in skirtings. This is a marine shot effect which is of heavy quality and comes in 38-inch widths. It will be very popular on account of the neat effect it makes whenever lifted slightly or moved quickly, and also on account of the rich appearance secured for a very moderate price.

Wyld, Grasett & Darling have had a strong run on their men's winter gloves.

Their experience has been that buyers wait until the last minute to purchase these goods, and the consequence was that some were too late to secure some of their leading lines, as the big demand depleted the stock of the best lines during the latter half of December. Their trade in neckwear during the past three weeks has been of enormous volume, and surpasses anything in the history of the house. The stock is still well-assorted, and more shipments are expected next week.

Jno. Macdonald & Co. have just passed into stock two hundred and fifty bales of carpets, comprising new patterns in tapestries, Brussels and Wiltons. These are extremely nice goods, and considerable care and tact has been exercised to secure goods suitable for the various requirements of the trade. They have also passed into stock three hundred pieces of domestic wool carpets. The patterns are new and designs much superior to the domestic make of former seasons. This shipment comprises a strong selection from all the leading manufacturers, and is sufficiently well assorted to give any dealer a sufficient choice. They have also passed into stock a big range of domestic oilcloths, both floor and table, including the newest designs in each.

W. R. Brock & Co.'s warehouse was closed up on Tuesday on account of the funeral of the wife of one of their travellers. Her death cast a gloom over the holiday spirit of all the employees of the house, as they felt deeply for their fellow employee in his sad bereavement.

John Macdonald & Co. have laid in a large stock of buttons, consisting of pearl-lettas in all sizes and shapes, fancy metals, combinations of metal and ivorines, silk covered buttons, jets, gilts, silvers, and other leading novelties. Their staple lines of pearls are also in complete shape at present. They expect a strong demand for buttons this spring. They will be much used for trimmings. Buckles will also be in good demand, and they are prepared for this with a long range of oxidized gilts, silvers and pearls in new shapes and at moderate prices. The Empire dresses will be ornamented with these buckles. They have a line of black corsets which are in good demand just now. It is called the B. B.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

DRESSED POULTRY

We are now booking orders for shipment on or about December the fourth next, to points in British Columbia, delivery in time for Xmas trade. Poultry will be thoroughly frozen and packed in either close or open cases, weighing two hundred pounds each. We offer special prices on large lots.

PARSONS PRODUCE CO.,
WINNIPEG, - - MANITOBA.

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tullymet Distillery, Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

REINHARDT & CO.,
SALVADOR LAGER
IS THE VERY BEST.
TORONTO.

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
England.

Also at
Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

J. F. YOUNG & CO., Commission Merchants,
will give reliable prices in this space
in THE GROCER as they now do in the
Daily Globe on Wednesdays, and in the
Toronto World on Tuesdays, Thursdays,
and Saturdays.

Consignments of produce solicited, which
will be handled to best advantage and
prompt returns made.

J. F. YOUNG & CO.,
PRODUCE COMMISSIONS,
74 Front St. E., Toronto.

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Breakfast
Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES :

Oysters, Oyster Carriers,
Smoked, Salt and Fresh
Fish. Consignments and
Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Business.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 5, 1893.
GROCERIES.

Trade still moves at a snail's pace. The revival of demand is not looked for until the middle of the month. The only event of any importance to be noticed is an advance in the price of sugar, the refineries having moved up their quotations $\frac{1}{8}$ c. the wholesalers had to follow. The results of stock-taking are still a matter of speculation, the inventories being yet in process. There is no unusual expectation from the returns from stock and books, but the feeling appears to be general that 1892 will show a better net result than 1891 did, though the close work on sugar made an unnecessary discount that will bring the net figures closer to those of the former bad year than there was any need for. The winter's business yet to be done holds out no prospect that it will be above the usual common place movement until preparations begin to be made on spring account. The weather will of course be a factor on one side or other to modify the conditions of trade.

COFFEE.

The play of the market outside does not change the position of affairs materially, any easier feeling being but transient and always followed by firmness. The stocks on spot in this market are light, and are low in the finer grades. The trade at the moment does not, however, call for large supplies, and wholesale buyers are availing themselves of the slack spell to gain time in the placing of their orders for further supplies. The prices remains from 20c. upwards for Rios.

DRIED FRUIT.

Trade in dried fruits, as in all other things, is suspended for the time being. No holder of stock feels any misgiving as to prices, the belief being general that when the dull period is over the supply will be easily absorbed at current prices. The position of the New York market bears out this view. There Valencia raisins continue to be good property and are firmly held at unchanged prices. Here they remain on a basis of $\frac{5}{8}$ c., but, as before, there is off-stalk fruit offering at $\frac{4}{8}$ c., but it has little to recommend it to buyers. Layers are quoted from 7c. There is no change in Sultanais, which range from $\frac{6}{8}$ to $\frac{12}{8}$ c. Malaga raisins are easy at following prices: London layers \$2.20 to \$2.50, Blackbaskets in boxes \$4, in quarter flats \$1.30, blue baskets in boxes \$4.75, connoisseur clusters in boxes \$4, in quarter flats \$1.25, superior Dehesa layers in boxes \$5, in

quarter flats \$1.75, Royal Buckingham \$6, Imperial cabinets \$2.20 to \$2.75, finest Vega \$7. Prunes are quiet at from $\frac{7}{8}$ c. Currants show an easier tendency in New York, where coming receipts are expected to further depress prices. Jobbers here continue to sell at from $\frac{5}{8}$ c. The stock of 10 lb. figs is still low, but prices do not go up, as buying is not an influence at present. Boxes of figs range from $\frac{10}{8}$ to $\frac{16}{8}$ c., according to size. Bags are $\frac{4}{8}$ to $\frac{5}{8}$ c. Dates are unchanged at $\frac{5}{8}$ to $\frac{5}{8}$ c. Prime Grenobles 16 to $\frac{16}{8}$ c., lower grades of Grenobles 15 to 16c., Marbots $\frac{13}{8}$ to 14c., Cahors 11 to $\frac{12}{8}$ c., Taragona almonds 15 to 16c., Sicily filberts $\frac{9}{8}$ to 11c. The prices of peels remain at 15 to 16c. for lemon, 10 to 18c. for orange, 28 to 30c. for citron.

SUGAR.

Since the writing of the paragraph on the price of sugar, which appears in our editorial columns, the advance therein anticipated has at least partially come to pass, for the refiners have moved up their prices $\frac{1}{8}$ c. on both granulated and yellow. The wholesalers of course had to respond, and their prices are now $\frac{1}{8}$ c. higher than they were last week. The quotations now made by jobbers are $\frac{3}{8}$ c. upwards on yellow and $\frac{4}{8}$ c. on granulated. The expectation of a stiffer price made wholesalers anxious to do buying on future account in advance of the rise, but this business the refiners would not accept at current prices. As the present price is firm there is reason to believe that values will be higher still. Retailers, except in a few instances have not shown themselves eager to forestall any further increase in the price. It is probable, however, that more interest will be shown by buyers, now that one fraction of the advance has been put on.

Willert & Gray's New York Statistical says: The week—Raws and refined unchanged. Total stock in all the principal countries, at latest uneven dates, is 731,726 tons, against 659,003 tons at the same dates last year. Havanna and Matanzas stock, none, against 23,000 tons last year.

Raws—The closing week of the year is quiet and steady. Business was fixed at the outports at full quotations, and New York, after a little hesitation, bought on the same basis. The purchases of beet sugars and Javas recently made to a large extent in Europe, possibly 50,000 tons, show a disposition to take supplies from Europe earlier in 1893 than in 1883, rather than to depend entirely on Cuba and other cane countries. The latest information by cable from Cuba repeats the estimates of 10 per cent, smaller crop than last year, but there is a disposition to wait before accepting such, in view of the fact that the early estimates last year were over 100,000 tons less than the final out-turn.

Refined.—A steady hand-to-mouth trade marks the closing week of the year. There is nothing in the present outlook of the raw market to anticipate any immediate change in refined.

SYRUPS AND MOLASSES.

The syrup trade is of small dimensions. The advance in sugar has made the price appreciably firmer, and as the refineries are finding sale for all they turn out, the position of the market is not so much in favor of buyers as it was. The lowest price is $\frac{2}{8}$ c.

Molasses is at the moment neglected by buyers, but movement is expected to be comparatively brisk when general trade gets fairly started again. Some New Orleans stock has been brought in recently. The range for N. O. molasses is 26 to 52c. West India molasses is quoted at 32c. up.

TEA.

The position of all stocks of tea confirms the views all along entertained that prices will be under the influence of the seller more than of the buyer when trade gets going. Within the next two weeks it is expected that a good deal of tea will be sold. Good low grades and mediums will then be at a premium, and but a limited quantity, especially of Japans, can be forthcoming at any price. Congous are likewise firm and scarce in the saleable descriptions. In Indian and Ceylon teas there is no change since the advance noted some time ago.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Sloan & Crowther have received a shipment of very choice New Orleans molasses.

In reference to Lucas, Steele & Bristol's January prices for teas they will gladly furnish samples and figures on application.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

The E. S. Burnham Company, New York city, manufacture some very fine grocers' specialties, the sale on which is increasing very rapidly in Canada. Clam Bouillon is one of them.

The O & W. Thum Co., Grand Rapids, Mich., are getting out a new holder for their Tanglefoot Sticky Fly Paper which will be an artistic thing in the way of engraving and printing, and an ornament when in use. The folding arrangement has been simplified and will be easily understood and readily set up by anybody. These changes will make this really useful article still more popular.

Advices from Florida report that the crop this season will probably foot up to about 3-200,000 boxes of oranges, over 1,200,000 boxes of which have already been shipped. A prominent New York receiver who has been in Florida for some time writes that Boston, Philadelphia and Western markets are well represented, but there is an absence of New

(Continued on page 20.)

CANNED GOODS.

TORONTO.

It is difficult to find anything to say about the canned goods trade, which retains without modification all the features that have distinguished it since the pack was completed. Vegetables are still selling only in a hand-to-mouth way, and at 80c. to \$1, the finer brands being mainly in request. Fruits, which had a fairly good spell before the holidays have not been selling since. Salmon is still dull. The position of the salmon market continues to be essentially strong, but current trade locally is dull. The jobbers appear to be sincere in their efforts to obtain better prices than they got last year, as there is no report of any business below \$1.45.

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP



The Standard
of Excellence!

Always Reliable.

Never Vary.

If your wholesale grocer does not keep "Kent" Bottled Pickles, write direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that UNSCRUPULOUS packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "BOULTER" across the face of each label in a distinctive color. Look out for the word "BOULTER" if you want first class "canned goods."

Bay of Quinte

Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,

PROPRIETORS,

PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to BUY THE BEST

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
BEAVER BRAND
PICKLES

INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTLE & CO.,
Vinegar Manufacturers,
TORONTO.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : Delhi, Ont., and Niagara on the Lake.



MARKETS.—Continued

York drummers. The future market seems very uncertain. There is a large quantity of fruit still in Florida, and advices from most points report that both growers and speculators have ceased shipping for the present and show a disposition to hold back their fruit for the February market. It is hoped that the market will not be overstocked then. —N. Y. Commercial Bulletin.

Professor James F. Babcock, the well-known chemical expert, for many years State Assayer for Massachusetts, recently purchased in open market a sample of Walter Baker & Co.'s Breakfast Cocoa, and after making a careful analysis, filed a certificate in which he says: "I find that Walter Baker & Co.'s Breakfast Cocoa is absolutely pure. It contains no trace of any substance foreign to the pure roasted cocoa-bean. The color is that of pure cocoa; the flavor is natural, and not artificial: and the product is in every particular such as must have been produced from the pure-cocoa bean without the addition of any chemical, alkali, acid or artificial flavoring substance, which are to be detected in cocoas prepared by the so-called "Dutch Process."

PETROLEUM.

Canadian refined is unchanged at 14 to 14½c., and all other prices remain at quotations in Prices Current.

The Petrolia Advertiser reports: Petrolia crude \$1.18 per barrel; Oil Springs crude \$1.19 per barrel. The past week having been devoted to the joys and pleasures extended to us by old Father Xmas, matters of business pertaining to oil have been given a rest. The price of crude is nominally \$1.18, but there has been hardly any business doing and it is not much likely there will be until the commencement of the New Year, 1893.

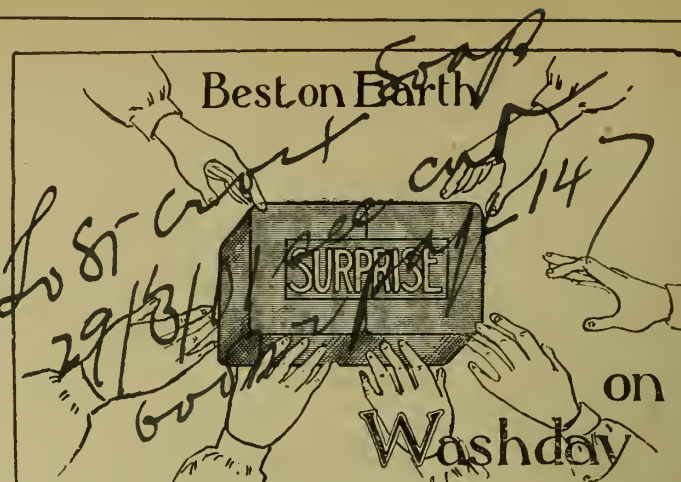
BUTTER AND CHEESE.

Large rolls are in liberal supply and selling at 16 to 17c. Grades below the best are taken at 13 to 14c. Good dairy tub is still a scarce article and easily brings 18 to 19c., if it is really first-class. A cent more is possible. Bakers are paying good prices as well for grades suitable to their purposes, 14 to 15c. being the quotation current for such tub butter as is in request on baking account. The butter market continues to favor sellers, and could make room for a good supply of tubs without any effect upon the price.

Cheese is firm at 11 to 11½c. for fall stock.

COUNTRY PRODUCE.

BEANS—Are selling out of store at \$1.30 to \$1.40, according as they are not or are hand picked.



We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

DRIED APPLES—The price is steady at 4¾c at which the outward movement has been large lately.

EVAPORATED APPLES—Are quiet at from 6¾ to 7c.

EGGS—The price is now firm at 20 to 22c. for fresh eggs, while cold storage sell at 18 to 19c., and limed at 14½ to 15c.

HONEY—Trade is dull at 7 to 10c. for extracted and 13 to 16c. for sections.

HOPS—There is little trade, with the prices ranging from 17 to 19c.

ONIONS—Are dull at \$2.50 per barrel. Cold weather affects delivery and makes the price firm.

POTATOES—The market is in a healthy state. Cold weather has reduced the offerings. Cars go at 70 to 75c. on spot. The price out of store is 80c.

DRESSED POULTRY—Turkeys are 10 to 10½c. per lb., geese 6½ to 7c., ducks are 60 to 80c. a pair, chickens 35 to 50c.

HOGS AND PROVISIONS.

Hogs are still high and hard to get. Packers have not pursued the stand-off policy to any extent, as it is noticeable that all stock offering is accepted. Select weights are \$7.65 on spot, but sales have been made for delivery next week at \$7.70. Long clear has made another big advance. Lard also is higher.

BACON—Long clear 9½ to 10c. Smoked backs are 12c., bellies 13c. to 13½c., rolls 10c.

HAMS—Are 12 to 12½c.

LARD—Pure Canadian is 11¼c. in tubs, and 11½c. in pails and 10½ to 11c. in tierces. Compound is 9c.

BARREL PORK—U.S. heavy mess is \$17.50 to \$18. Canadian short cut is \$18.50 to \$19.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

GREEN FRUIT.

The fruit trade is quiet. The demand was pretty well exhausted before the close of the year, and cold weather prevents free shipping. Jamaica oranges are \$4.50 to \$5. Jamaicas are \$5 to \$5.50 in barrels and \$3 to \$3.50 in boxes. Florida oranges are \$3.25 to \$3.50. Fancy Floridas—Mandarines and Tangerines—are quoted at from \$3.50 to \$4. Lemons are \$3.25 to \$4.50. Bananas are \$1.75 to \$2. Pineapples are 20 to 30c. Malaga grapes are \$7 to \$8. Fancy cranberries are \$9 per barrel. North Shore stock is offered in baskets at 75 to 90c. Apples are plentiful at \$1.50 to \$2.50 per barrel.

FISH AND OYSTERS.

The sales of fish are still light, under a quiet demand. Stocks are likely to be none too full for Lent, as there is a limited stock in the frozen state. Manitoba white fish is 7½c., other whitefish is 7c., and salmon trout is the same price. Lake herring are \$2 to \$2.50 per hundred. Sea herring is 5c. Steak cod is 6½ to 7c. Market cod is 4½c. Codfish, skinned and boned, sells at 6½c., and is in fair request. Labrador herring is \$6, shore herring \$5 to \$5.50, and Digby 11 to 12½c. per lb., boneless fish is 4c., boneless cod is 7 to 8c. Oysters are \$1.25.

TORONTO, - - Dec. 30, '92.

WE—PAYING—ARE

4³/₄ C.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE **BUYING** ARE
NEW

- **DRIED APPLES** -

ADDRESS

STANWAY & BAYLEY,

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound, new-crop stock.

ORANGES

Florida,
Jamaica,
Valencia,
Mandarines,
Tangerines.

LEMONS. NUTS. PRUNES.
COCOANUTS. FIGS. DATES
CRANBERRIES. BANANAS.

CLEMES BROS.

Phone 1766. TORONTO, ONT.



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.

GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers.

Our Factory New Throughout.

The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.

GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.

GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

SWEET CIDER

Clarified and Filtered Sweet Cider, 15 cts. per gallon, any size Packages from 5 gallons to 40 gallons, and Packages returnable at same price as charged.

Pure Cider Vinegar, - - - 18c. per gallon.

Pure Fruit Jellies in 28 pound pails, - 6c. per pound.

Pure Fruit Jams in 28 pound pails, - - 8c. per pound.

No Charge for Pails.

Cider is warranted to keep sweet and nice until next May. Send in your orders at once.

ERIE PRESERVING CO.,

ST CATHARINES, ONT.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**

Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

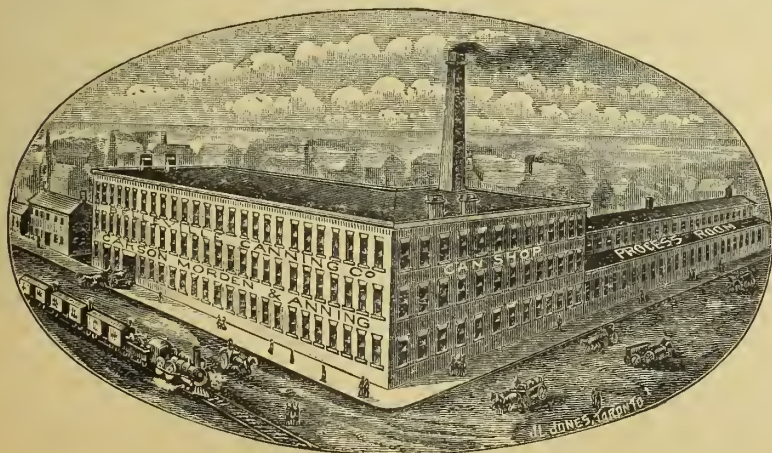
"Queen Brand"

Fruits and Vegetables.

All our goods are packed with the greatest care and cleanliness, and as we are on the market to stay we will only put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



MONTREAL MARKETS.

MONTREAL, Jan. 5, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

Between the two holidays no one expected any large volume of business, but on the whole the wholesale grocery trade has experienced a fair holiday business at steady prices. Tea has been enquired for and a larger volume of business is reported. Values on dried fruit have been somewhat irregular, in consequence of inferior offerings, but on really good lines a moderate trade was done on a fairly steady basis. Syrups and molasses have moved fairly well with no change to note, and altogether the grocery trade have not much cause for complaint with the business that has been done. It is worthy of remark, also, that a healthy tone pervades in all staple lines, notably in sugar, and refiners will not consider any request for commission at all, claiming that they are perfectly satisfied to wait until business comes to them, as it must do, for they consider that supplies in third hands throughout the country cannot be large. Few people talk about payments, and the presumption is, therefore, that they are satisfactory on the whole.

SUGARS.

It looks as though buyers had concluded that it was not policy to hold off much longer, for there were attempts to negotiate some contracts for large quantities for future delivery at former prices, but the refiners would not consent to binding themselves to anything in the face of the position of the market for raw material. Some granulated was moved at $4\frac{1}{2}$ c. from the refineries and some yellows at $3\frac{3}{8}$ to 4c. for bright and $3\frac{1}{2}$ to $3\frac{3}{4}$ c. for lower grades, but on Tuesday the price went up $\frac{1}{8}$ c., and granulated is now $4\frac{3}{8}$ c. at the refineries, and yellow quotes firm at $3\frac{3}{8}$ c.

SYRUPS AND MOLASSES.

There has not been much doing in syrups since our last report, but a few lots of choice domestic have been moved at 2 to $2\frac{1}{2}$ c. in the wood. A sale of American stock was also made at 23c.

Molasses is quiet, with no new sales to report. For a round lot of Barbadoes, however, $32\frac{1}{2}$ c. is the first figure obtainable now from any holder.

TEAS.

Buyers appear to recognize that it is hopeless to hold off any longer in tea, and the consequence of this has been sales of some round lots of Japans during the week, some 2000 packages in the aggregate changing hands since our last at a basis ranging from 15 to 19c., and sales of choicer grades have been made all the way from 21 to 30c.

COFFEE.

Coffee has ruled somewhat unsettled in sympathy with the feeling in New York but with light stocks here, prices are nominally the same as they were. We quote nominally Jamaica 18 to $18\frac{1}{2}$ c., Rio 19 to 21c., Maracaibo $18\frac{1}{2}$ to 20c., Java 22 to 25c., an Mocha 23 to 25c. for straight lots.

SPICES.

Spices are unchanged, a fair trade being done in pepper at 7 to $7\frac{1}{4}$ c. Cloves rule

steady at $7\frac{1}{2}$ to $8\frac{1}{4}$ c. and nutmegs have changed hands from 50c. to \$1.00 according to quality.

RICE.

The rice market is quiet as usual and prices do not show any change. We quote: Standard, \$3.85 to \$4; Louisiana, \$5.25 to \$5.50; choice Burmah, 4 to $4\frac{1}{2}$ c.; Japans \$4.50 to \$5; Patnas, \$5.25 to \$5.50; Carolina, \$7 to \$8.

NUTS.

The demand on holiday account having been satisfied business in nuts is on the quiet side. Prices are nominally unchanged. Pecans 11 to $12\frac{1}{2}$ c., Terragona almonds $16\frac{1}{2}$ c., Grenoble walnuts $13\frac{1}{2}$ to $14\frac{1}{2}$ c., filberts 10 to $10\frac{1}{2}$ c., Ivica $14\frac{1}{2}$ c., Brazil 15c., marbots $12\frac{1}{2}$ c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

DRIED FRUITS.

The stock of inferior goods offering has led to some low priced sales, $4\frac{1}{4}$ to $4\frac{3}{4}$ c. being mentioned in some lots, but buyers can depend for a certainty that no really good to choice stock can be touched at any such figure. In fact we note sales of straight wholesale lots of prime Valencia offstalk at 5c. and seconds $4\frac{3}{4}$ c. so that it is easy to see no jobber could job out for less than a $\frac{1}{4}$ to $\frac{3}{8}$ c. advance on this basis. Currants are steady for $5\frac{1}{2}$ to $5\frac{3}{4}$ c., as to package in straight lots.

FRUIT.

The movement in green fruit etc. has been beyond the average for the holiday season, but it is quieting down somewhat now. Local quotations are as follows: Valencia oranges, \$4.25 for small boxes and \$5.25 for large; Messina lemons, \$2.25 to \$3; Florida oranges, bright good counts, \$3.25 to \$3.50; bright Florida russets, \$3 to \$3.30; Jamaica oranges, \$3 per box and \$5.25 per brl; Langerenes, \$3.50; grape fruit, \$3.25; cocoanuts, \$4.50; fancy dates, $5\frac{1}{2}$ c.; fancy figs, 12c; choice cranberries, \$9.50 to \$10 per brl.

APPLES.

The local market is quiet, but we note sales of car lots at \$2.25 to \$2.50 as to quality. Some holders here have made turnovers in Chicago on lots sent there from the west at \$2.40 to \$2.50, which stands them a loss.

POTATOES.

The potato market has been quiet and steady at 80 to 85c for car lots of choice early rose.

POULTRY.

The demand for poultry was good until the very close of the week, but has been quieter since. We quote turkeys $10\frac{1}{2}$ to $11\frac{1}{2}$ c., geese 6 to $6\frac{1}{2}$ c., ducks 8 to $8\frac{1}{2}$ c., chickens $7\frac{1}{2}$ to 8c.

PROVISIONS.

Provisions continue quiet with only a jobbing movement. We quote as follows: Canadian short cut, per brl. \$19 to \$20; Mess pork, Western, new, per brl. \$19 to \$20.00; Hams, city cured, per brl. 11 to $12\frac{1}{2}$ c.; Lard, Canadian, in pails 9 to $9\frac{1}{2}$ c.; Bacon, per lb., 11 to 12c.; Lard, com, refined, per lb., $8\frac{1}{2}$ to $8\frac{3}{4}$ c.

EGGS.

Eggs rule steady at $14\frac{1}{2}$ to 17c. according to quality.

BUTTER AND CHEESE.

There has been nothing new in butter since our last, but prices are nominally unchanged. We quote: Late made fall creamery, 23 to $23\frac{1}{2}$ c.; earlier makes 22c.; Townships 20 to 21c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese is now in few hands and firmly held at 11c.

THE SCARCITY OF HOGS.

Reports from all over the United States indicate an unprecedented dullness in the packing industry. Men have been discharged by the thousand from points hitherto regarded as the great centers of the business. Plants are being operated at, in some cases, less than half their capacity, and all this has been brought about by the scarcity of hogs.

Statistics lately compiled show that the hog receipts for given months in the current winter fall below the corresponding period of last year by over one million hogs, and consequently there is a proportionate falling off in the work done by the packers.

Leading packers acknowledge that there seems but little chance of immediate relief, and that the shortage is becoming every day more apparent.

Many and divers reasons are given for the shortage. Some say heavy rains have been the cause. Others contend that the low prices of product early in the spring made farmers careless, and instead of keeping their hogs, as they usually do, until the holidays, they fattened them on corn early and sent them to the market. With these and many other solutions of the difficulty, however, the fact remains that the scarcity prevails, and prices for products must sooner or later be affected. The home market will probably feel the trouble keenly.—National Provisioner.

HOW TEA IS SORTED.

Tea sorting is one of the common occupations of young girls in tea farming districts of Japan, says an English exchange. They carefully pick out all the seeds, weeds, bits of bark and other rubbish that unavoidably fall into baskets during the picking.

The sorting is done after the tea leaves have been fired—that is, dried by being placed in a tray with a stout paper bottom and shaken over a charcoal fire for a time, and then placed on the top of an oven built for that purpose, when the drying operatives twist the leaves by hand.

The pickers, besides taking out the rubbish, in many cases sort the leaves into different grades, the better qualities being taken out and sold at very remunerative prices. The Japanese teas are divided into eight grades, but unfortunately the best of them are not sent to Great Britain.

After the tea has been dried and is ready for picking, it is carefully sifted, and then packed in lead-lined chests and in caddies. The dust from the sifting is saved, and large quantities of it are sent to America every year. The dust only costs about sixpence a pound wholesale, and by careful admixture with good tea can be made to retail at two and sixpence.

Restore goods to their proper places as soon after using as possible

FLOUR AND FEED.

TORONTO.

The flour market remains dull and unchanged. There is a feeling the present prices are likely to be improved on, as the depression appears to depend on conditions of over supply that are exaggerated. Prices continue as below:

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.35 to \$4.45; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.50.

MEAL.—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED.—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 29 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$6.

MONTREAL.

There has been no material change in flour during the week, and buyers show the same indifference as ever. As a consequence only a few jobbing sales are made. We quote: Patent, winter \$3.95 to \$4.15; patent, spring \$4.20 to \$4.35; straight rollers \$3.45 to \$3.65; extra \$3.00 to \$3.15; superfine \$2.60 to 2.85; city strong bakers \$4.00 to 4.10; strong bakers \$4.00 to \$4.10; oatmeal \$2.05 to \$2.10 bran \$14; shorts \$15.

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat, Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embro
Oatmeal
Mills

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

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STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal, Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

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N. WENGER & BROS.,
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(Hungarian Process)

BRANDS:
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J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



EXPORTING COFFEE.

Coffee is not a shrub, as is generally supposed, but a tree, which, if allowed to go untrimmed, would attain twenty feet or more in height, but which is generally kept down to eight or ten feet for convenience in picking. A grove can be started by burying the berries or from slips. The latter are preferable, placed about six feet apart, and those plants which have been taken from the nursery with considerable earth around their roots will bear fruit in two years, though their full yield is not attained under four years. It is calculated that 1,000 thirty trees will yield on a fair average 3,200 pounds of coffee per annum, but in some parts of San Paulo province the yield is as high as 6,500 pounds. There are two and sometimes three harvests to a year, but after fifteen or twenty years the old trees must be cut down to give place to new ones.

When fully ripe the berry is about the size, shape and color of a large cranberry. The tough red skin incloses two grains or seeds. The old way of preparing it for market, still much used in Brazil, was as follows: When the berries have acquired a rich blood red they are picked into bags by the negroes, twenty-three pounds being considered a fair days work for one picker. The bags are then emptied on the terreno or drying place, which is generally a piece of ground beaten smooth or covered with cement. After a few days in the sun the outer skin becomes black hard and shriveled, and then the berries are pounded in huge wooden mortars until the skins are broken without injuring the tough grains.

By sitting, the skins and grains are separated and the latter are again spread out in the sun until the pellicle enveloping each grain is dry as dust. Then they are again subjected to the mortars and the winnowing fan, and are ready for sale or immediate consumption. The improved method now in vogue on the wealthier estates consists in drying the freshly picked grains on wooden trays or pavements, by which they escape the earthy flavor acquired when dried on the bare ground, and the outer and inner envelopes are removed by passing them through two mills.

The main feature of the first mill is a horizontal copper cylinder, whose surface is roughened after the manner of a rasp. It revolves against a board, between which and the teeth space is left for the grains to pass, but not the husks. The grains drop into water and are left to soak twelve hours, in which time the parchment-like film that envelopes each seed is softened. They are spread out again on trays in the sun, and when thoroughly dry are passed through the second mill, which resembles those used for grinding plaster, except that the two vertical rolling disks are of wood, six feet in diameter and five inches thick, their light weight abrading the pellicles without injuring the

grains. Then the fanner is brought into requisition and the berries are put in bags for transportation.

The freight on a sack of coffee (138 pounds) is about 1 cent per mile; therefore, coffee coming from the end of the Dom Pedro II railway must pay in the neighborhood of \$4 per sack for transportation to the shipping point—one-third of its value when delivered in Rio. From Rio to New York the freight rarely exceeds 60 cents a sack, and it is often as low as 25 cents. Thus fifty miles of railroad carriage in the country where it grows costs more than 5,200 miles of ocean. Many of the planters still send their coffee to market by mule train, considering that the cheaper way of transportation.

The entrance into Santos of a mule train from the interior is something worth seeing. The train is always preceded by a white horse wearing a string of bells, and the mules obediently follow the leader. Sometimes troops of several hundred arrive in a morning, and again there are weeks when none appear. Every mule brings two bags of coffee on his back. Having made long, slow journeys, often hundreds of miles, the animals are pitiable looking objects when their burdens are removed, for the constant sawing of the loads has not only abraded the skin, but in many instances ground off the flesh to the bone.

The bags are dumped in huge piles in the custom house yards, and around them cargadores immediately collect like swarms of black bees. There is an export duty to pay, and every bag must be pierced and a sample withdrawn in order to determine the quality and the duty thereon. The tariff, based on the market price, is regulated anew every Saturday.

The sampling instrument is a brass tube, shaped exactly like a pen. When the point is pushed into a sack of coffee the berries run down through the tube, and after a handful has been abstracted the instrument is withdrawn and its point turned over like a crotchet hook, thus closing the opening. The operation occupies only a few seconds, and the "samples" taken out amount to many tons in the course of a year. They, together with all samples of exported sugars, are presented to the lepers' hospital.

The gangs of cargadores employed in "toting" the coffee away from the custom house and loading it upon waiting vessels are a feature of Santos. Naked, except from waist to knees, their chocolate colored hides glisten in the sun and their well-cultivated muscles stand out like whiplashes. Each gang has its leader, generally the tallest and most powerful negro among them, who carries a rattle, to the music of which his followers keep step in a rapid jog trot, singing a low, monotonous song meanwhile, in words to us unintelligible. Sometimes the rattle gives place to a small flag.—Ex.

THE PATRONIZING MERCHANT.

There is nothing so ridiculous and so easily discernable in a merchant as an air of patronage towards customers. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bump-tiousness, and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities and is and always has been possessed by the men and women that the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bump-tiousness and is as different from the inherent quality as the sweet violet is different from the violet of the millinery counter.

The bumptious merchant in his vanity reckons himself somewhat of a philanthropist. His behaviour towards his customers is offensive to those amongst them who are of a keen or sensitive nature. In his overweening vanity he reckons himself the patron and the customer the beneficiary. Every action of his conveys that expression. When he is sympathetic he is condescendingly so; heartiness is luring and often vulgar; his insincerity is apparent, for humanity is a distinctive judge of disposition and character. The patronising merchant is a humbug.—Ex.

A retail grocer in Minneapolis recently said, as reported by the Northwest Trade: "In looking over my book accounts, aggregating something like 2,300, at one time I found it easy to classify them as, one-third good pay; one-third slow pay; and one-third don't pay. Now, the first third of that business has some profit in it; the second third, the slow pay, virtually ate up its own profit; and the last, of course, was a dead loss. Under these circumstances I reached the conclusion that it would be good business to sell only to the first third, those who were good pay and afforded some profit. I would do a small business but a profitable business, and I would count on reducing two-thirds of my expenses."

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

ESTABLISHED 1851.

JUST RECEIVED
4,500 Boxes
Valencia Raisins

WRITE FOR OUR PRICES.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

Raisins
FIGS **DATES**
Currants

NUTS **PEELS**
LARGE ASSORTMENT.

J. W. LANG & CO.,
Wholesale Grocers,
59, 61, 63 FRONT STREET EAST,
TORONTO.

COOKING FIGS.

In Bags about 50 lbs. each.

Fine Quality and Cheap.

Sloan & Crowther

WHOLESALE GROCERS,

19 Front St. E., Toronto.

VALENCIAS

Our shipments now arriving ex S. S. Argengorm and Broomhaugh, were purchased at the lowest point.

Layers, very choicest quality.

Best value in market.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,

TORONTO, - ONT.

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New Sultanas.

SPECIAL LOT OF BAG FIGS

DATES, PRUNES,

GRENOBLE WALNUTS.

SMITH & KEIGHLEY

Wholesale Grocers,

9 Front St. E., Toronto

NEW
Grenoble, Marbot
—AND—
Bordeaux
Walnuts

NOW IN STOCK.

PERKINS, INCE & Co.,

41-43 Front St. East,

TORONTO.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,
107 STRAND

Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

SPECIAL BRAND TEA.

LOOK OUT FOR

GOAT

JAPAN TEA.

Nothing equal to it at the price.

See our travellers.

Write for samples and prices.

Thos. KINNEAR & Co

Wholesale Grocers,

49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

THE SUGAR CURE.

The following, which is translated and abridged from the Deutsche Zucker Industrie, will be good news to the sugar trade, whose staple is so frequently tabooed by medical men. It would seem that we want more, and not less, sugar in this dyspeptic age, and, if our German authority be right, the remedy should be, "Take no more pills, nor any other medicine, except Tate's Cubes." It may be mentioned that grating lump sugar on wounds is an old and well known remedy in some English country places.

Some years ago a pamphlet on sugar as a food and medicine appeared in Jena. As a motto it bore the saying of Claude Bernard, Truly everything may be referred back to sugar. The authoress, who had suffered long from chronic abdominal catarrh (from which she had, amongst other places, in vain sought relief at Karlsbad), was cured by sugar. She then studied this healing property of sugar, and collected in the pamphlet everything she could find in medical literature on the subject, with the following results. The Swiss chamois hunters on their excursions only take bacon and sugar with them to restore their muscular power when exhausted. Dr. Bocker, in 1849, in his account of his numerous medical experiments, said, with regard to the effect of sugar, that he had eaten daily from 200 to 600 grammes (0.40 lb. to 1.25 lb.) of sugar and honey without suffering from indigestion, when taken with other suitable foods. He had a large practice among the poor, among whom chlorosis, scrofula and rickets frequently occur, and he treated all of these maladies with sugar. Setting aside Torn's statement, that the Turks heal wounds by strewing sugar on them, the authoress finds mention in 1666, in an article by Skuletus, of the healing of sores by that process. In the first half of our century sugar was much used medically, for thrush in the mouths of small children, which Hecker removed, through gentle rubbing with powdered sugar. It was also used for sores, spots of hard skin, ulcerated discharge from the ears, and, further, as a powder for the larynx. But the results lately obtained by Professor Lucke, at Strasburg, in the treatment of wounds with sugar after severe amputations, are specially notable; they were tations, are specially notable, for of 202 patients treated with sugar only five died. We learn from the authoress that Schurmann administered small pieces of sugar as the best, and, in fact, the only remedy against Asiatic cholera. It is a pity, she adds, that those who tested the vitality of the cholera germs in beer, wine, and other drinks, were not led by this remark to try a solution of sugar in their experiments. A second treatise by the same lady with the motto, "Sugar Heals," was published in 1892 (by Herman Briegen, at Berlin), and called "A New Remedy for Stomach Complaints." Leading physicians have given the writer (in the D. Z. I.) verbal confirmation of

the truth of the authoress' statements, that in the last two years many persons suffering from nervous stomach complaints have obtained happy results from the sugar cure, whilst most have been greatly relieved by it. The authoress adjures the reader, further on, to aid himself by taking sugar as the one cure. Through taking it the patient can alone obtain relief from his sufferings, whether they consist of acidity, pains in the stomach or heartburn; by the use of sugar these conditions and their recurrence can be lastingly prevented. Amongst nervous stomach complaints which can be cured by taking sugar, I place all those sicknesses which doctors do not consider infectious, and also those where no cancer or similar disease is present. In all other cases, for example, in debility leading to enlargement of the stomach, as well as in simple colds, sugar will brilliantly prove its healing power."

Under the heading "How shall the patients eat sugar?" we receive detailed information from the authoress concerning the sugar cure. The patients are advised at first to take not less than 100 and never over 250 grammes of sugar (say 1-4 lb. to 1-2 lb.). Everyone will then be able to test, by himself, whether he has taken the necessary amount of sugar for the regulation of his digestion. The sugar is to be taken in small pieces (cubes or dice), with a little water drunk directly afterwards, or as sugar water (eau sucree). Usually 10 to 15 grammes of sugar are taken after breakfast, but the chief quantity, perhaps 50 to 100 grammes (2 oz. to 4 oz.), must be taken after the main meal of the day. The patient must always have sugar at hand, so that, in the case of any discomfort, acidity, oppression, or pains, he can take at any moment one or more pieces, according to his experience. Sugar water (eau sucree) has also frequently proved itself beneficial as a table drink, so that former recurring discomforts cease completely, or are considerably relieved. The authoress refers to the celebrated Hafeland, who writes:

"After too heavy a meal I have very often removed all indisposition by two loths (about 40 grammes) of sugar dissolved in water. If one feels unwell towards evening, one should take 50 to 100 grammes of sugar in hot water, or, if inclined to nausea, in cold water. The favorable effects of the sugar do not show themselves for a few weeks, and, in very severe cases, for a few months. Appetite, sleep, and appearance improve, and an increase of weight follows, which latter, however, can be controlled. He who has once accustomed himself to the use of sugar never likes entirely to give it up." The authoress has taken 100 grammes of sugar daily for the last 10 years, and has increased in weight by one third, while before the cure she was emaciated. According to her, the widespread opinion that sugar spoils the teeth is erroneous. Eating delicacies hard to digest, such as confectionery, is what causes decay. On the contrary, it is said of a learned man, Mallory, that he ate great quantities of sugar, and had magnificent teeth till he was very old. Another learned man, Professor Aston, of Edinburgh, is of the opinion that he owes his remarkably fine teeth to sugar eating. Both of the authoress' pamphlets tend to show that sugar is to be considered as a nourishing food, and not as a delicacy. Comparing the consumption of sugar per head in England, where it is far heavier than in Germany, she adds that the strength and endurance of the English race is owing to their diet, and, in this direction, to the use of sugar. The opinion of the author-

ess is comprised in the axiom, "To eat more sugar is good for all; to eat much sugar is good for invalids."—Produce Markets' Review.

SARDINES.

But a portion of the little fish that are sold as sardines are entitled to the name. Sprats, herrings and pilchards, all inferior in delicacy to the true sardine, are imposed upon the consumer under false colors. They are excellent and valuable articles of food, but they are not sardines. The excellence of so-called sardines depends first, upon the genuineness of the fish itself; and next, upon the quality of oil in which it is preserved. Pure olive oil is an essential; with any other the delicate flavor of the fish is destroyed. Adulterated and inferior oil is used to a great extent in the preservation of sardines, and a rank and coarse flavor results. The consumer should always select brands whose reputation is a guarantee of quality.

Sardines are abundant in the Mediterranean and the Bay of Biscay, and are also found in the Atlantic ocean, although not as far north as England.

Sardines are exported to the most distant parts of the world, cured in oil, in tin boxes. To cure them, they are first carefully washed, then sprinkled in fine salt, and after a few hours, the head, gills, etc., are removed; they are then washed again, and spread out on willow branches or wire work, exposed to the sun and wind if the weather is dry, but in damp and rainy weather to a current of air under cover. They are next put into boiling oil, in which they remain for a short time, and when they are taken out the oil is drained away from them as much as possible, and they are put into the familiar tin boxes. The boxes being filled with sardines, oil is poured in, the lid soldered on, and they are placed for a short time in boiling water or exposed to hot steam. The boxes that have leaked or burst in boiling are rejected and those that remain sound are ready for the market. In the south of France sardines are sometimes cured in red wine, and those so cured are Sardines Anchoises, or anchovy sardines.

There seems to be no good reason why the sprat of the British coast should not be cured in oil like that of the west coast of France, and so prove a new source of wealth, besides probably being brought at a lower price to market, to the advantage of those for whom sardines are at present too expensive. Several species of small Clupeidae, which resemble the sardine, are found in different parts of the world, and are used the same as sardines of the Mediterranean. One species frequents the south and east coast of Ceylon in such vast shoals that 400,000 have been taken at a single haul of the net in a little bay, and when the shoal approached the shore the broken water became as smooth as if a sheet of ice had been floating below the surface.—Ex.

A customer secured is a promise of greater salary in time.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.



SPECIAL BLEND

PACKED BY

THE KURMA TEA ESTATE,
SYLHET, INDIA. $\frac{1}{2}$ lb. and 1 lb. Packages and 5 lb. Tins.

DAVIDSON & HAY,

Sole Agents for Canada,

36 YONGE ST.

TORONTO.



WE ORIGINATED THE PROCESS

Whereby all the nutriment and relishing properties of milk are extracted, canned and sterilized to keep perfectly in all climates. Sold by all wholesale grocers under our

Highland Brand Evaporated Cream

Pleases all who appreciate a perfect quality of pure (unsweetened) milk or cream. Surpasses cream for coffee, and thoroughly takes the place of unprepared milk or cream for all purposes. Prepared by

HELVETIA MILK CONDENSING CO.,
HIGHLAND, ILL., U. S. A.WRIGHT & COPP, Ontario Agents.
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EPPS'S COCOA

 $\frac{1}{4}$ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

MUNN'S
Famous
Boneless CodfishNEW and GENUINE.
NOW ARRIVING.Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, alsoMUNN'S
Skinless CodfishPacked in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.Orders can be filled at short notice after this.
Stewart, Munn & Co.,
MONTREAL.N. B.—The old STANDARD BRAND of
HORSESHOE CANNED SALMON still
takes the lead, and affords the greatest satis-
faction to both dealer and consumer, and for
uniform excellence in quality and weight
has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

"CREDIT" AGAIN.

In a recent issue we made some remarks upon Cash v. Credit, which, from the extensive way in which they were copied, must have struck the nail very fairly on the head. In this editorial we purpose to indicate in a general manner the method of judging safe credits.

In the first place the credit of accommodation paper should never be given. It is not strictly honest, and it is also a piece of unwisdom. Accommodation paper is the raft by which a merchant deserts the sinking wreck of his business. It enables two men of little credit to finesse so as to obtain large credit, and when the denouement comes, the man who is most innocent is the man who has to pay up, for the astuter scamp, who has "been there before," takes care to fail first, or otherwise get out of paying the note. The sign of accommodation paper is hard to decipher, but when one man gives a note to another in a totally different line of business one may generally consider it to be accommodation paper. The small storekeeper is not always the offender. At times of stress the wholesaler has been known to borrow the notes of or draw drafts upon his customer in excess of the latter's liability to him—accommodation which the customer cannot readily refuse to grant one who trusts him.

In Great Britain the use of accommodation paper is contrary to law. In Canada it is not so, and, as the sudden stoppage of the custom might temporarily injure commerce more than the change would benefit it, we cannot urge the intervention of the state until the evil reaches greater proportions. But a step in the right direction might be taken by those who have the control of credit which might so reduce the prevalence of the practice as to make it an easy thing subsequently to abolish it entirely.

It is dangerous to make sales upon credit to distant customers, of whose actual standing and movements it is difficult to keep track. Cash transactions are far the best in this case, and were they always insisted upon we would hear less of preferred creditors in the maritime provinces, heavy law costs, and other fruitless expenses. Every merchant knows how difficult it is for him to recover from an insolvent or feeble firm in his own town, and many have learned by bitter experience how much more improbable his returns are when the debtor lives elsewhere.

We would also call attention to certain necessary precautions in dealing even with local houses. Our remarks, while applying particularly to banking and wholesale dealers, are applicable also to retail transactions. It is risky to trust a poor dealer simply because his endorser is reputed good. He has been known to pull his backer down with him, while if the backer endorses his notes what other notes may he not be on as well? Double name paper does not mean a man and a dummy. Of course, in ordinary business transactions, the buyer may be good and the seller poor, and the note be yet all that can be desired. Discretion more than set rules must be relied upon in such cases. A good banker or clever business man can tell a shallow business as a sailor distinguishes shallow water by certain indefinable surface indications.

In making advances or sales, or in discounting paper, there are two rules to be observed that are not sufficiently followed at present. The first is to demand a statement from the debtor or customer at regular intervals and to keep

track of the amount of his stock, which should bear a very large proportion to his debit balance with the trusting firm, or, in the case of a bank of which he is a customer, be considerable in excess of his discounts current. The second rule is that the firm desiring credit be kept insured against fire. In these days it is an indication of lack of sense, or of poor business ability, or at least of close sailing to the wind, for any firm to remain uninsured. If there are not sufficient profits in the business to allow the annual premiums to be laid by, the firm can scarcely be considered sound enough to be trusted, while a man who declines to protect himself against fire loss can hardly be expected to give much thought as to the protection of his creditors.

Retail dealers cannot, of course, insist upon these points, but they can pretty accurately judge the soundness of their customer by finding out his tangible assets and whether they are safeguarded by insurance.—Canadian Trade Review.

AN ORANGE.

An orange. A bright, yellow skinned Palermo. That is all. Yet, that small, golden hued fruit has all the power of a necromancer of the "middle ages." It can, and does call up before my mind with vividness, and distinctness pictures of a crowded auction room, of a busy pier, of a stormy ocean, and of a rippling sunlit sea, reflecting in its own blue depths the deeper blue of the unclouded sky above it. It brings before me a vision of a sleepy Italian village, resting peacefully at the foot of a slumbering volcano. It tells me of a land of passionate loves and passionate hatreds, of noble deeds and dark mines. By virtue of its power my spirit gazes again upon the country of the hot blooded generous Sicilian. Again I feel the hearty clasp of his hand or meet his dark

frown of hate. For I have lived among these fierce impetuous sons of the Southern land, and have learned to appreciate the love that never falters, the friendship that never wants and the hatred that never sleeps. I have drawn in, with the heated atmosphere of their beloved island some of the fire that tingles through all their veins. I have laughed with them, and have danced with them, have fought with their men and have made love to their women, have known joy and sorrow among them. And my orange brings it all back to me. I hear once more the love song of the dark eyed, tawny skinned peasant girl, once more I stand upon the quay at Palermo, and watch the natives loading the fruit steamers, once more I float upon the blue waters of the Mediterranean.—The Fruit Trade Journal.

Thursday, of last week, a deputation of the dry goods section of the Montreal Board of Trade, consisting of Mr. R. L. Gault, president, and Messrs. James Slessor and P. P. Martin, waited upon Mr. John Burton, general freight agent of the Grand Trunk railway, and Mr. George Olds, general traffic manager of the C.P.R., in reference to cartage questions. Owing to the recent separation of the cartage from the freight in the railway accounts, the dry goods men complain that they are compelled to pay cartage to their warehouses upon goods bought, freight prepaid, in the west, and they ask the railways to return to the old system under which the cartage and freight were included on the one charge, but the goods delivered free at their own doors. The railway representatives, after giving reasons for the present system, replied that no alteration could be made at present because the tariff sheets and schedules have already been printed.



ON GUARD.

Jones stays at home to watch the meter.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

E. LAZENBY & SON

LONDON, ENGLAND.

EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

BATTY & CO'S PICKLES AND SAUCES

Are the Finest Quality and Guaranteed Pure.

A full line of these celebrated Goods are now kept in stock by

Caverhill, Rose, Hughes & Co.,
Montreal.

Sloan & Crowther,
Toronto.
James Turner & Co.,
Hamilton.



123 and 125 FINSBURY PAVEMENT, LONDON. WRIGHT & COPP, Dominion Agents, TORONTO.

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,
—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

TRADE IN THE MARITIME PROVINCES.

But 200 new vessels, of 30,000 tons, were added to the registry in the Maritime Province during the past year, leaving a net decrease of 40,000 tons. Of this 33,600 was in Nova Scotia and 11,800 in New Brunswick and Prince Edward Island. Notwithstanding the almost total failure of the inshore fisheries, the exports of fish from Halifax to the West Indies increased from 247,500 quintals of cod and 32,200 barrels of pickled fish in 1891, to 262,000 quintals of cod and 45,800 barrels of pickled fish last year. The principal markets for these fish were Jamaica, Porto Rico, Cuba and Demerara. There was a decrease in the imports of molasses of 9,000 puncheons and a decrease of 1,500 hogsheds of sugar, but an increase of 50,000 bags of sugar. As a result of the abolition of the sugar duties the collection of customs revenue decreased \$233,000.—Bradstreet's.

LIGHTBOUND, RALSTON & CO. DINE THEIR STAFF.

There was the usual pleasant annual gathering of the employes of Lightbound, Ralston & Co., wholesale grocers, in Montreal last week at the residence of Mr. Lightbound, senior partner of the firm, on Peel street. It is Mr. Lightbound's regular custom at the holiday season to dine the staff of the firm, and the present was the eighteenth annual gathering, and quite as enjoyable as any of its predecessors. By the kind courtesy of Mr. Lightbound the representative of THE GROCER participated, and is able to tell the trade of the good feeling that exists between Lightbound, Ralston & Co. and their staff. The guests were received by Mr. and Mrs. Lightbound, and after full justice had been done to the excellent menu, and their kind hostess had retired, the feast of reason and the flow of the soul proceeded.

The genial host in a short preliminary address expressed the pleasure it gave him to have his assistants once more gathered around him. For some it was the first time, others could count back almost to the first dinner given eighteen years ago by the firm, but old or new in the service of the house, all were welcome. These annual gatherings helped greatly towards the harmonious working of the staff, and from his experience of its results it made him wonder that the idea was still left to him alone, as to his knowledge no other firm of grocers had made any attempt in this direction. Proceeding, Mr. Lightbound thanked his staff for their good work during the past year. In many ways it had been a difficult one, and much

work had had to be done, all, though, had borne their share, and through their combined efforts had carried on probably the largest business handled by a staff of their numbers in the Dominion. Some idea of the work to be done will be gathered from the fact that in the last three months' goods to the amount of \$600,000 had been invoiced by the house, closing with this almost unparalleled amount a most successful year. Once more he thanked them for their good work, and extended to one and all a most hearty welcome, and wished to all a happy and prosperous new year.

During the latter part of Mr. Lightbound's address busy hands had uncovered a beautiful "Grandfather's clock," and when he sat down Mr. Tidmarsh, the firm's "Napoleon of finance," arose, and in a few fitting words presented the clock to Mr. Lightbound as a slight token of the affection and esteem of his employes.

A few fitting words of thanks from the "chief," and the regular toasts were proceeded with.

"Our Travellers" was responded to by Messrs. Hutchison and Rutherford.

"Our Office Staff" was ably answered by Messrs. Tidmarsh and Aird.

Mr. Thompson gave a well studied and interesting sketch of the general state of the country in the western part of Canada, and Mr. Ballantyne of that in the most important part of eastern Canada, the Eastern Townships.

Mr. Huxley arose to answer the toast of the "Tamilkande Tea." While thanking the company for the hearty manner in which they had drunk the toast, he regretted that it had not been drunk with Tamilkande tea. After only eight months' work, this tea was already for sale in two hundred and sixty towns and villages in Canada, and though many encouraging letters and unsolicited testimonials had been received, they were yet to receive a complaint as to its quality. He regretted that through the absence of Mr. Pegg "Tamilkande" lost an eloquent and poetical champion, yet as that gentleman had gone to England to get married and would shortly return, he could not really complain about his being absent.

Mr. Lightbound, in proposing "Our

Sugar Interests," paid a high tribute to our refiners. He said that Canada to-day was supplied by its refiners with sugar which for its purity and general qualities was not excelled by any other country.

Mr. Thompson, of the Canada Sugar Co., answered to the toast in fitting terms.

THE GROCER representative was then called upon to answer for "The Press" and THE GROCER, after which the ladies were duly honored, and then the party adjourned to the drawing room, where the genial host proceeded to distribute some very acceptable gifts from an attractive Christmas tree. Every one had been thought of, and all went home carrying with them some handsome book or seasonable token of a really pleasant gathering. For Mr. Aird, of their office staff, the firm had a more substantial acknowledgement for his hard work and good services in the shape of a handsome cheque.

The following were present; Mr. and Mrs. Lightbound, Mr. Huxley, Mr. and Mrs. C. A. Thomson, Mr. J. Hutchison, Toronto, Mr. Jas. Rutherford, Mr. J. H. Stewart, Mr. A. W. Osgood, Mr. A. Aird, Mr. A. Tidmarsh, Mr. J. McGregor, Alex. Ross, Mr. Ballantyne, Mr. Rutherford, H. Jenner—Fust, John Norton, Master Robertson, Mr. R. B. Hall, Mr. Thomson, (Can. Sugar Co.) Mr. Orme, (Dominion Grocer.), Mr. E. Desbarats, (Can Grocer).

Mr. R. J. Kirkland, manager of the British Columbia Canning Co., on River's Inlet, returned from the north on Wednesday. Speaking about fishing in northern waters, Mr. Kirkland remarked that he was surprised to find that the shad placed in the Sacramento River years ago had worked their way north to River's Inlet, and even further up the coast. During the salmon season three fine shad were caught in the sockeye nets. The fish weighed between two and two and a half pounds each, and were filled with spawn. He says that shad propagate wonderfully fast, as it is only four years since the first were taken in the Straits of San Juan de Fuca, and last year the first was netted in the Fraser near its mouth. Mr. Kirkland is confident that in a few years shad fishing will be one of the most important branches of the fishing industry.—Vancouver News-Advertiser.

MAY TEAS.

We have still a fairly large stock of

FIRST GROP JAPANS

And would advise our friends to buy NOW as the visible supply of these Teas is nearly exhausted.

REGAN, WHITE & CO.,

1, 3 and 5 St. Helen St.,

MONTREAL.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

You can lose more than we do by not subscribing for this paper.

**SITUATION WANTED.
MARATIME PROVINCES.**

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care B., this office.
15-93

THE FINEST
IN THE LAND.

CHOCOLATES
G.B. G.B.

EVERY CHOCOLATE IS STAMPED

G. B.

GANONG BROS., Ltd.
ST. STEPHEN, N.B.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made,"
"Perfection,"
"Lemon Jelly Marmalade,"
"Lime Fruit Marmalade,"

Made from
Seville Oranges,
Messina Lemons,
West India Limes.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc., etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.



**Crosse &
Blackwell**

CELEBRATED FOR

**Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.**



—SOLD BY—

All Grocers in Canada



RETAIL GROCERS

WILL FIND IT

To their Interest

TO BUY

**BRANTFORD
STARCHES**

The Purest and Best
in the Market.

**BRITISH AMERICA
STARCH CO.,**
LIMITED,

Brantford, Ontario.



SALES MADE OR PENDING.

Sinclair & Co., grocers, etc., Orillia, Ont., advertise their business for sale.

George Devlin, general merchant, Perth, Ont., has sold out to G. A. Bateman.

The grocery stock of D. Martineau, Montreal, is advertised for sale by auction.

John M. Dunbar, general merchant, Hopewell, N.S., advertises his business for sale.

B. Bombough, grocer and fish dealer, Victoria, B. C., is giving up the grocery business.

The general store stock of Alfred Limoges, St. Eustache, Que., is advertised for sale by tender.

Hesson & Irving, grocers and provision dealers, Vancouver, B. C., have sold out to A. Kelly.

P. McGillivray, general merchant, Altamont, N. W. T., has sold out to John & Henry Sampson.

James Currie is registered proprietor in the firm Bruneau, Currie & Co., flour merchants, Montreal.

The general store stock of the late R. Parker, Hillsdale, Ont., is advertised to be sold by auction on the 10th inst.

Dame Regina Trudel, wife of Moise Amiot, is registered proprietress in the firm M. Amiot & Co., grocers, etc., Montreal.

Maria Angelina Caron, wife of Joseph Madore, is registered proprietress in the firm Joseph Madore & Co., grocers, Lachine, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Gallant and Deagle, general merchants, Margaree, N. S., have dissolved.

Alexandre Legure and Gustave Beauchamp are registered proprietors in the firm Legure & Beauchamp, traders, Ontario.

W. Isaac Hubley and J. Herbert Blakey have formed a partnership under the style of Hubley & Blakey to trade as grocers and provision dealers in Halifax.

FIRES.

Wesley Snell, grocer, Tilsonburg, Ont., is burnt out.

Geo. H. Gardiner, miller, Brownsville, Ont., is burnt out.

A. B. Dupuis, biscuit manufacturer, Quebec, is burnt out.

The stock of S. J. Major, wholesale grocer and liquor dealer, Ottawa, was damaged by water. Insured.

The stock of James Alexander, produce merchant, Montreal, has been partially destroyed by fire. Fully insured.

DEATHS.

Dominique Spinelli, vermicelli manufacturer, Montreal, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John D. Mackenzie, grocer, Picton, N. S., has assigned.

J. A. Naud, crockery dealer, Montreal, has assigned.

Enos Awalt, general merchant, Hemford, N. S., has assigned.

Stone & Co., general merchants, Rapid City, Man., have assigned.

Edouard Lesage, general merchant, St. Leon, Quebec, has assigned.

J. D. Buchanan, general merchant, Lake Megantic, Que., has assigned.

W. J. Christie, general merchant, Little Bras D'or, N.S. has assigned.

Newberry & Wells, general merchants, Melita, N. W. T., have assigned.

Hughes & O'Brien, grocers, Victoria, B. C., have been closed by assignee.

Halton & Jenkins, millers, Harrietsville, Ont., have assigned to E. McCann.

A. McDougall & Son, wholesale liquor merchants, Halifax, have suspended.

J. G. Cote, grocer, Montreal, is offering to compromise at 20c. in the dollar, cash.

A. E. Joncas, trader, Berthier, Que., is offering to compromise at 25c. in the dollar.

Geo. Williams, general merchant, Manotick, Ont., has assigned to P. Larmouth, Ottawa.

L. Woodcock, grocer and fruit dealer, Cobourg, Ont. has assigned to Geo. T. Brickle.

Howard C. Markell, general merchant, Northfield, Ont., has assigned to Oscar Fulton.

L. N. St. Laurent, general merchant, Rimouski, Que., has called for a meeting of his creditors.

Douglas & McNiece, dealers in crockery and glassware, Montreal, have transferred their stock to D. Yule in trust.

THE TREATMENT OF CUSTOMERS.

The whole duty of the dealer to his customer is not summed up in honest dealing, polite attention and prompt delivery of goods. It is required of merchants that they should at least provide sufficient room between the store counter and the merchandise to allow patrons to move about without being crushed by contact with each other, or without having clothing soiled by coming in contact with goods during the busiest hours of the day. Some stores have so narrow a space between the counters that Saturday evenings are a trial to the patrons a few people uncomfortably crowding the space and preventing another moving about to examine the articles which they wish to purchase. The appearance of a jam in a retail establishment will cause many women to avoid the place, even if the prices are below the range of neighboring stores, and the most desirable class of patrons is most likely to be thus repelled and driven to rival establishments. This objectionable feature of too many retail grocery stores, viz., want of sufficient room for customers, seems to be due to the high rentals of eligible store property in many cities. In New York City there are few jobbing houses

that are not greatly hampered during the busiest season by want of space in the shipping and packing departments, and the attempt to do business in too cramped quarters is, in this case, as with many New York and Brooklyn retailers, to be attributed entirely to the high rents of business buildings. The result is, as regards the retail trade at least, that floor space that should be devoted to the accommodation of patrons, and which would enable the clerks to move about more quickly while waiting upon customers during rush hours, is covered with piles of goods, only a narrow pathway being left open between the door and counter. Such establishments are rightly denominated "stores," the term "to shop," as used by the fair sex, not strictly applying to trading with this class of retail establishments—they are simply places for the storage of goods, the sale of which cannot but be conducted with more or less difficulty.

The contrast between a store crowded with goods in the manner alluded to above and the best arranged establishments, is very unfavorable to the former. The most modern style of grocery store, with its surplus stock stowed away under counters, on shelves and in the basement, and a clear view afforded right through the store from end to end, invites new custom, while the over-crowded store repels it. If to the advantages of a clear floor be added seats for waiting customers, such as are to be found in some of the leading grocers' stores, the attraction for the best class of customers is irresistible, if other things are equal. The dealer who compels his female customer to stand while waiting a clerk's leisure, or while her orders are being filled, has hardly mastered the secret or art of selling goods. An old dealer who retired from business a few years ago, said to the writer recently: "If a customer is standing a salesman will have great difficulty in selling her a new brand of goods which his employer is eager to push, but give her a comfortable seat and with a little tact the clerk can sell her articles which she is not actually in need of." A little reflection will convince the reader that our friend has not exaggerated the advantages of the grocer who provides a sufficient number of seats for his patrons.

This feature of the retail business—the arrangements for the comforts of patrons who visit their merchant's place of business—is as important as the demeanor of the proprietor and his assistants towards the said patrons, or the method employed in the delivery of goods. It is a source of much complaint that too many grocers' customers do not personally make their purchases, but send servants or children with their orders. In this contingency the dealer has no opportunity to make sales of new articles of merit the messengers not being empowered to make purchases on their own responsibility. If retailers wish their lady customers to visit their establishments they should make proper preparations for the accommodations of the desired visitors; not expect them to run the gauntlet of greasy butter tubs, dusty flour barrels, and toppling pyramids of canned goods, or to be hustled about by strangers while forced to stand for perhaps many minutes. Make a place worth a visit and purchases by proxy will become less common.—Merchants' Review.

Goods conveniently located save time, money and temper in showing.

No young man can possibly have mistaken his calling who finds in it what the world wants done

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EX-perienced salesman for general store; well up in dry goods; not afraid of work; state salary; must have Al references. Address Rox 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.

GROCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.

THE CANADA MEAT PACKING CO.,

MONTREAL,

BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef.

Ox and Lunch Tongue.

Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.



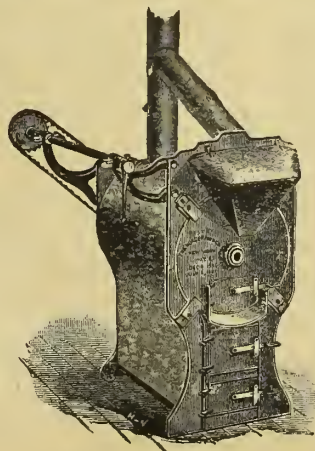
OCEAN WAVE. BEST VALUE MADE.

Absolutely guaranteed to give and continue
to give satisfaction.

It Never Varies.
SOLD ONLY IN CANS

By the live wholesale and retail trade and manu-
factured by

The Hamilton Coffee and Spice Co.,
HAMILTON, ONT.



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

—ALSO—

STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for whole-
sale trade.

Send for new Illustrated Catalogue.

THE HUNGERFORD CO.,

67 Pearl Street, New York.



EXTERIOR VIEW.

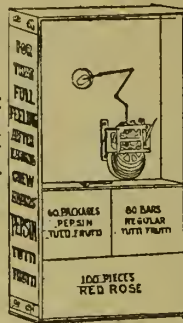
A GREAT HIT!

Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window. Send for circular.

ADAMS' & SONS CO.,

11 and 13 Jarvis St.,

TORONTO, ONT.



INTERIOR VIEW.



USE SPANISH BLACKING
THE KING OF BLACKINGS

F. F. DALLEY & CO. - - HAMILTON, ONT.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS
SOLD EVERYWHERE.



MELTONIAN BLACKING
 (As used in the Royal Household)
 Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM
 (white or black)
 For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM
 The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE
 Parisian Polish
 For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.
 Prices on application.

Wm. Paterson & Son
BRANTFORD.

THE "MOST POPULAR" BLACK LEAD.
 THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
 NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's Black Lead
NO DUST

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES, ALWAYS USE
"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

Always Bright & Beautiful.
 In Large Packets 1d. & 2d. each.
 Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE
 THE PUREST—BEST—NO SEDIMENT.
 ONLY HALF THE USUAL QUANTITY REQUIRED.
 Eight 1-oz. squares in Box for 6d.
 Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.

"INVICTA" KNIFE POLISH.
 OF ALL STOREKEEPERS EVERYWHERE.
 Wholesale: **W. G. NIXEY, London, England.**

Canadian representatives:

Mr. W. Matthews, 7 Richmond St. East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

—MANUFACTURED BY—

9 " " ... 4 00

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
" gallons.....	1 75 2 00	
Blackberries, 2.....	2 00 2 25	
Blueberries, 2.....	1 00 1 10	
Beans, 2.....	0 90 1 00	
Corn, 2's.....	0 85 1 00	
" Special Brands.....	1 30 1 60	
Cherries, red pitted, 2's.....	0 25 2 10	
Peas, 2's.....	0 85 1 00	
Pears, Bartlett, 2's.....	1 75 2 00	
" Sugar, 2's.....	1 50 1 75	
Pineapple 2's.....	2 00 2 25	
Peaches, 2's.....	2 00 2 25	
" 3's.....	3 00 3 25	
" Pie, 3's.....	1 75 2 00	
Plums, Gr Gages, 2's.....	1 75 1 65	
" Lombard.....	1 50 1 90	
" Lambson Blue.....	0 85 1 00	
Pumpkins, 3's.....	3 00 3 25	
" gallons.....	2 00 2 40	
Raspberries, 2's.....	2 00 2 40	
Strawberries, choice 2's.....	2 00 2 40	
Succotash, 2's.....	1 65 1 80	
Tomatoes, 3's.....	0 85 1 00	
" Thistle, 3's.....	1 50 1 75	
Lobster, Clover Leaf.....	2 40 2 60	
" Crown Hat.....	2 40 2 50	
" tall.....	1 90 2 00	
" Other brands.....	1 80 2 10	
Mackerel.....	1 00 1 10	
Salmon, talls.....	1 45 1 60	
" Hats.....	1 70 1 80	
Sardines Albert, 1/2's tins.....	12 1/2 12 1/2	
" 1/2's.....	10 10 10	
" Martiny, 1/2's.....	10 10 10	
" Other brands, 9 1/2's.....	11 16 17	
" P & C, 1/2's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/2's.....	6 1/2 8	
" 1/2's.....	9 11	

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans \$1 60 \$1 75	
" 2.....	2 65 2 80
" 4.....	4 80 5 00
" 6.....	8 00 8 25
" 14.....	17 50 18 50
Minced Collaps, 2 lb cans.....	2 60
Roast Beef.....	1 50
" 	2 60 2 75
" 	4 75
Par Ox Tongue, 2 1/2.....	\$8 00 8 25
Ox Tongue.....	7 85 8 00
Lurel Tongue.....	3 25
" 	6 00 6 25
English Brawn.....	2 75 2 80
Camb. Sausage.....	2 50
" 	4 00
Soups, assorted.....	1 35
" 	2 25
Soups & Bouilli.....	1 80
" 	4 50
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35

Devilled Tongue or Ham, 1/2 lb cans.....	1 40
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 75

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo.....	180 pieces 1 30
(with brilliant stone ring)	
Sappota.....	150 pieces 1 00
Sweet Fern.....	230 " 0 75
Red Rose.....	115 pieces 0 75
Magie Trick.....	115 " 0 75
Oolah.....	115 " 0 75
Puzzle Gum.....	115 pieces 0 75
Bo-Kay.....	150 " 1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	

C. B. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Calery.....	100 " 0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell.....	150 " 1 00
Cracker.....	144 " 1 00
O-Dont-O.....	144 " 1 00
Little Jap.....	100 " 0 70
Dude Prize.....	144 " 1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & Co.s	
Chocolate—	Per lb
French, 1/2's.....	6 and 12 lbs. 0 30
Caracas, 1/2's.....	6 and 12 lbs. 0 35
Premium, 1/2's.....	6 and 12 lbs. 0 30
Sante, 1/2's.....	6 and 12 lbs. 0 26
Diamond, 1/2's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopac's, 1/2's, 8 & 14 lbs.....	30
" Pearl.....	25
" London Pearl.....	12 & 18 " 30
" Rock.....	" 30
" Bulk, in bxs.....	18
Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENS DORF'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.....	\$2 40
1 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/2's, 6 lb. boxes.....	0 40
Vanilla, 1/2's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40
"Fry's" Diamond 1/2's, 6 lb bxs.....	0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box.....	2 40
" 1/2's.....	4 50
" 1 lbs.....	8 75
Homopathic, 1/2's, 14 lb boxes.....	0 34
" 1/2's, 12 lb boxes.....	0 34

JOHN P. MOTT & Co.'s

R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopac's Cocoa (1/2's).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins).....	40
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	20
Mott's Diamond Chocolate.....	22
Mott's French-Can Chocolate.....	20
Mott's Navy or Cooking Choc.....	26
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22 & 24.....	22 & 24
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30.....	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1/4 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb boxes.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/2, 1/4 in 10 lb bxs.....	36
Queen s Dessert.....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/2, 1/4 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & Co's

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.....	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.....	45



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tin."

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

OHAS. BECKER & SONS, per box

5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6.....	1 25
" 4.....	0 80
" cotton bags.....	0 80

COFFEE.

GREEN	c per lb
Mocha.....	29 33
Old Government Java.....	25 35
Rio.....	20 22
Plantation Ceylon.....	29 31
Porto Rico.....	24 28
Guatemala.....	24 26
Jamaica.....	22 23
Maracaibo.....	24 26
TODHUNTER, MITCHELL & Co.'s	
Excelsior Blend.....	34
Our Own.....	32
Jersey.....	30
Laguayra.....	28
Mocha and Java.....	35
Old Government Java.....	30 32 35
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13 14	
" Tarragona	15 16	
" Fornigetta	13 14	
Almonds, Shelled Valencia	28 32	
" " Jordau	40 45	
" " Canary	28 30	
Brazil	11 12 1/2	
Cocoanuts	5 6	
Filberts, Sicily	9 10	
Pecans	11 15	
Peanuts, roasted	10 12	
" green	9 10	
Walnuts, Grenoble	15 16	
" Bordeaux	10 11	
" Naples, cases	12 13	
" Marbots	12 13	
" Chillis	12 13	

PETROLEUM.

to 10 bbl lots, Toronto	Imp. gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 24	0 25
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
(Wright & Copp, Toronto, Agents.)		
Home Made Tomato Catsup	per doz	6 00
" " "	pts	3 50
" " "	pts	2 00
Chili Sauce	pts	4 50
" " "	pts	3 25
Soups (in 3 lb cans)		
Tomato	3 50	
Fancy—Chicken, Mock Turtle,		
Cream of Corn Pea, Celery,		
Asparagus	4 50	
Fancy—Chicken Gumbo, Or		
Tail, Consomme Bouillon,		
Mulligatawny, Mutton Broth,		
Beef, Pea, Printanir, Julienne		
Vermicelli, Vegetable	4 25	

LEA & PERRIN'S.		per doz
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce-genuine—hlf. pts	3 25	
Mushroom Catsup	2 25	
Anchovy Sauce	3 25	

PRODUCE.

DAIRY.		Per b
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	
" store crocks	0 17	
Cheese	0 11	

COUNTRY

Eggs, fresh, per doz	0 18	
" limes	1 15	1 30
Beans	1 15	2 25
Onions, per bbl	1 75	2 50
Potatoes, per bag	60	70
Hops, 1891 crop	0 13	0 15
" 1892	0 16	0 18 1/2
Honey, extracted	0 05	0 07
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb	0 08 1/2	
Pork, mess, p. bbl	16 50	
" short cut	17 50	18 00
Hams, smoked, per lb	0 11 1/2	0 12
" pickled	0 11	
Bellies	0 12	0 12 1/2
Rolls	0 09 1/2	
Backs	0 11 1/2	0 12
Lard, Canadian, per lb	0 10 1/2	
Compound	0 08	0 08 1/2
Tallow, refined, per lb	0 05	0 05 1/2
" rough	0 02	

RICE, ETC.

Rice, Aracan	3 1/4	4
" Patna	4 1/2	5 1/2
" Japan	5 6	
" extra Burmah	3 1/4	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5 5 1/2	

ROOT BEER.

Hire's (Liquid) per doz	\$2 00	
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	18
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	37

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and brls	4 1/2	
1st quality white, 3 lb. cartons	5 1/2	
Lily White gloss, crates	6 1/2	
Brantford gloss, 1 lb.	7 1/2	
Lily White gloss, 1 lb chromo	6 1/2	
Canada Laundry, Boxes	4 1/2	
Pure Prepared corn	7 1/2	
Challenge Corn	6 1/2	
Rice Starch, fancy cartons	8 1/2	
" cubes	7 1/2	

KINGSFORDS OSWEGO STARCH.

Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages	8	
12-lb " "	8 1/2	
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9 1/2	
40-lb " 1/2 lb.	10	
40-lb " assorted 1/2 and 1 lbs.	9 1/2	
6-lb " sliding covers	9 1/2	
38 to 45 lb boxes	9	

Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages	8 1/2	
20-lb " "	8 1/2	

ST. LAWRENCE STARCH CO.'S

Culinary Starches—		
St. Lawrence corn starch	7	
Durham corn starch	6 1/2	

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2	
" " Bbls	4 1/2	
" " Kegs	4 1/2	
Canada Laundry	3 1/2	
Ivory Gloss, six 6 lb. boxes, slid- ing covers	6 1/2	
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	
Ivoryine Starch in cases of 40 packages	\$3 00	

SUGAR.

Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	
" " 50 lb. boxes	5 1/2	
Extra Ground, bbls	5 1/2	
" " less than a bbl	6	
Powdered, bbls	5 1/2	
" " less than a bbl	5 1/2	
Extra bright refined	4 1/2	
Bright Yellow	3 1/2	4
Medium	3 1/2	
Brown	3 1/2	

SALT.

Bbl salt, car lots	1 20	
Coarse, car lots, F.O.B.	0 70	
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 25	
" small lots	1 50	
" quarter-sacks	0 45	0 50
Common, fine car lots	0 80	
" small lots	0 95	1 00
Rock salt, per ton	15 00	
Liverpool coarse	0 75	0 80

SYRUPS AND MOLASSES.

SYRUPS.

	Per lb.	
	bbls.	1/2 bbls
D	2	2 1/2
M	2 1/2	2 1/2
B	2 1/2	3 1/2

W. G. A. LAMBE & CO.,

GROCERY BROKERS

TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,

MONTREAL.

SHOW CARDS

WELL DISPLAYED HELP THE SALE OF GOODS.

ANY STOREKEEPER CAN GET

Johnston's Fluid Beef Cards

BY APPLYING TO

THE JOHNSTON FLUID BEEF CO.,
MONTREAL.Kingsford's Oswego
STARCH.

STRONGEST.

PUREST.

BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imita-
tions of our brand.)

Pure Starch.

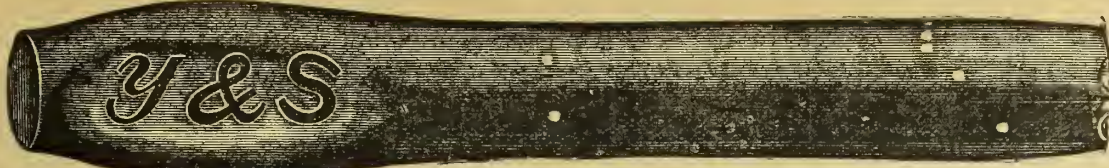
Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	23	2 1/2
E. Superior	23	2 1/2
XX	23	2 1/2
XXX	23	3
Crown	3	3 1/2

MOLASSES.	Per gal
Trinidad, in puncheons...	0 35 0 37
" bbls	0 33 0 45
" 1/2 bbls	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 4 1/2 lb bars, wax W	"	4 1/2
" 1	"	4 1/2
John A. cake, wax W. per doz	"	42
Mayflower, cake,	"	42
Gem, 3 lb bars per lb	"	3 1/2
" 13 oz, 1 and 2 lb. bars	"	3 1/2
Queen's Laundry, per bar	"	2 75
Pride of Kitchen, per box	"	6 50
Sunshine, boxes, 100 tablets	"	50
" 50	"	3 40

MORSE'S SOAPS.

Mikado (wrapped)	Per lb	0 04 1/2
Eclipse	"	0 04 1/2
Stanley Bar	"	0 04 1/2
Defiance	"	0 04 1/2
Toronto, 12 oz.....	Per doz	0 50
Ruby, 10 oz	"	0 30
Monster, 8 oz.....	"	0 24
Detroit, 14 oz.....	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz.....	"	0 72

Mottled in 5 box lots, 100 bars.....	Per box	5 00
" 60 bars.....	"	3 00
Floater (boxes free).....	"	6 50
Electric	"	2 75
Hard Water Electric.....	"	2 50
Royal Laundry	"	3 25
Octagon.....	"	4 00

Royal Magnum	Per doz	0 25
" 25 doz per box.	"	0 20
Anchor, Assorted.	"	0 40
" Castile.....	"	0 50
Morse's Assorted.....	"	0 45
Morse's Roso.....	"	0 45
" Windsor.....	"	0 45
" Castile.....	"	0 45
Bouquet, paper and wood.....	"	0 80
Prize Magnum, White Castile	"	0 72
" Honey.....	"	0 72
" Glycerine.....	"	0 72
" Oatmeal.....	"	0 72

" Honeysuckle.....	Per box	0 72
Sweet Briar.....	"	0 85
Extra Perfume.....	"	0 55
Old Brown Windsor Squares	"	0 30
White Lavender.....	"	1 00

White Castile Bars	Per doz	0 85
White Oatmeal	"	0 85
Persian Bouquet, paper.....	"	2 50
Oriental	"	0 45
Pure Cocoonut, 3 doz. bxs, wood	"	0 40
Heliotrope paper	"	1 50
Carnation	"	0 60
Rose Bouquet.....	"	0 60
Cocoa Castile.....	"	0 40
Arcadian.....	"	0 45
New Arcadian, per gross.....	"	4 25
Ocean Bouquet.....	"	0 45
Barber's Bar, per lb	"	0 25
Pure Bath.....	"	1 00
Magnolia.....	"	1 20
Oatmeal.....	"	0 85

Unscented Glycerine	0 90
Gray Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.

CHINA GREENS

Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 36
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling.....	12 60
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souehong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souehong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
6's; Twin Gold Bar, 8's	67 0
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 6	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16 1/2 lbs	54
Gem, 3 x 6, 3s. caddies 16 1/2 lbs.	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs.	
Banner, 2 x 3, 7s. caddies about	51
17 lbs.	
Sterling, 2 x 3, 7s. caddies about	48
17 lbs.	
Louise, Solace, 12s. caddies about	46
16 lbs.	
Florence, Solace, 12s. caddies	
about 17 lbs.	42
Hawthorne, 8s. butts 23 lbs.	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	
Empire, 3 x 6, 4s. spaced 8s. bxs	65
4 lbs.	
Top, 16 oz. spaced 8s. boxes 4 lbs	61
Joy, 3 x 12s., 14 oz. Spaced 6s.	60
Rough and ready. Butts 25 lbs	
Judge, 2 x 3, 8s. Flat. Caddies	52
about 20 1/2 lbs.	
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 13s. Caddies	
about 21 lbs.	50
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
23 lbs.	47
Morning Star, 12s. Butts about	
22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	42 1/2
23 lbs.	

OIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	65 00
El Padre, Reina Victoria	65 00
" " Reina Vict., Especial	60 00
" " Conchas de Regalia	50 00
" " Bouquet	65 00
" " Pins	60 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MON-

TREAL.	
CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOOS.

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

OIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	0 5
Athlete, per lb	1 15
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO

XX, W.W.	0 20
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Maiting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" 3	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" 3	"	1 80
" 3	" painted	1 80
Tubs, No. 0	"	9 50
" 1	"	8 00
" 2	"	7 00
" 3	"	6 00
Washboards, Globe	"	\$1 90
" Water Witch	"	1 40
" Northern Queen	"	2 25
" Planet	"	1 70
" Waverly	"	1 60
" X X	"	1 50
" X	"	1 30
" Single Crescent	"	1 85
" Double	"	2 75
" Jubilee	"	2 25
" Globe Improved	"	1 90
" Quick and Easy	"	1 80
" World	"	1 75
" Rattler	"	1 30

Matches, 5 caselots, single cases	
Parlor	1 60
Telephone	3 60
Telegraph	3 80
Safety	4 20
French	3 60

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb.	per doz	1 25
Butter tubs	"	\$1 60 \$3 20
Butter Bowls, crates as'd	"	3 60



WASHING

COMPOUND.

Housekeeper's Quick-	
Washing per case.	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

FEERLESS WASHING COMPOUND.

1/2 lb packages, 12 doz in case	per case	\$1 50
1 lb " 6	"	3 90
1 lb " 3	"	3 60
5 cts " 100	"	3 50

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
" 2 doz. 10c.	1 00



BREADMAKER'S

	per box
5c packages 36 in box	1 00
2c " 45 in box	0 50

— THE —
ST. LAWRENCE SUGAR REFINING CO'S
GRANULATED
AND YELLOWS
AND SYRUPS
ARE PURE.

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL,

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -
CALGARY, N.W.T.

Strictly first-class. Headquarters for Commerce in Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

THE LELAND HOUSE,

Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly first-class.

WM. NEVINS, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

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The largest and best Hotel in the city.

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PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

Apted Bros.

...FOR EVERY

...DESCRIPTION OF

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54 YONGE ST.
TORONTO

PRICES RIGHT...

TELEPHONE 1785

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ORDERS BY MAIL RECEIVE PROMPT
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BUY THE BEST. SEELY'S



Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
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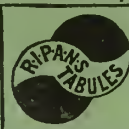
Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

Wholesalers
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For
1893
Remember
THE
CANADIAN GROCER

THE RIPANS TABLETS regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always successful. A reliable remedy for Biliousness, Blotches on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Diabetes, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Pimples, to the Head, Pleurisy, Salt Head, Scrofula, Skin Diseases, Stomach, Tired Liver, Ulcers, and every other disease that results from impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tablet after each meal. A continued use of the Ripans Tablets is the surest cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c., 1-24 gross 15 cents. Sent by mail postage paid. Address THE RIPANS CHEMICAL COMPANY, P. O. Box 672, New York.



THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

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DURABLE PAILS AND TUBS.

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THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

FINNAN HADDIES

Fresh Smoked.

ORDERS SENT TO

H. W. NORTHRUP & Co.

St. John, N. B.

WILL RECEIVE PROMPT ATTENTION, ALSO

Dry Codfish, Smoked
Herring, &c., &c.**JOHN PETERS & CO.,**
General Commission Merchants
and Brokers,Halifax, N. S. and
Kingston, Jamaica, W.I.Agents for The E. B. EDDY MFG CO.,
HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

References: The Merchants Bank of Halifax.
The E. B. Eddy Agencies. Mfg Co., Hull, P.Q.
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128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

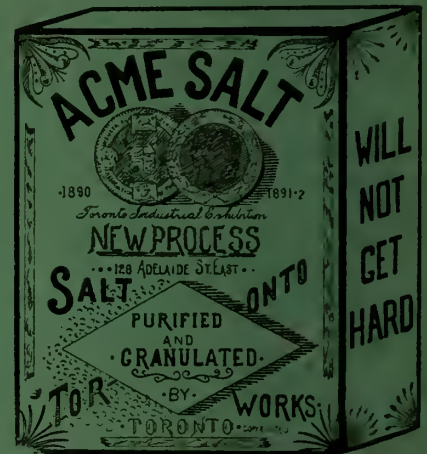
Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.**DAWSON & CO.,**

32 WEST MARKET ST.,

Telephone 1471. **TORONTO.**

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.

Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada.

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.A. DAVIDSON, Canadian
Representative
48 Front St. East, Toronto.**Tea Caddies all Sizes**SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE MCCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

WAY UP IN QUALITYBUT WAY DOWN IN PRICE
ELEGANT PATTERNS.

JUST THE KIND

— FOR —

Christmas TradeAn assortment of FANCY LAMPS which
we are selling in job lots**Away Below
Regular Prices**

They are sure to please you.

GOWANS, KENT & CO.,

Toronto and Winnipeg.



HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. VII.

TORONTO, JANUARY 13, 1893.

No. 2

Manufacturers: by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862
Only Medal Dublin 1865

Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872 & 80

COAT OF ARMS OF THE PRINCE OF WALES
PURVEYORS TO THE COURT OF HOLLAND AND THE KING OF ITALY
BULL'S HEAD TRADE MARK
CROSS OF THE LEGION OF HONOUR 1878

ASK YOUR
WHOLESALE GROCER
—FOR—
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

H. A. NELSON & SONS

Manufacturers and Wholesale Dealers

56 AND 58 FRONT ST. W.

TORONTO.



MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**

THE COOK'S BEST FRIEND
Largest Sale in Canada.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED

FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO

C. ALFRED CHOUILLOU AGENT MONTREAL.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE
CONFECTION in the market, try **BALA LICO-
RICE**. We are Headquarters for Fine Choco-
lates, Creams, Swiss Fruits and One Cent Goods,
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to
those suffering from Colds, Hoarseness,
Sore Throat, etc., and are invaluable to
Orators and Vocalists. R. & T. W.
stamped on each drop. Try them.

TORONTO.

The Norton Manufacturing Co.

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Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
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CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Soldier Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON. - ONT.

SHINE

WITH

YOUR BOOTS



MANUFACTURED BY
PURE GOLD MFG. CO.
TORONTO.

To Our Grocer Friends :

GENTLEMEN :—

We are in the last month of the year ;
Christmas Holidays with their festivities
will soon be here, and '92 will soon be
passed. We will be pleased to have your
orders by card for any small quantities you
may require to stock up for Christmas
trade, and in reference to freight or express
in transmittting these small amounts you
will find us liberal. Let us hear from you as
you may want.

And wishing you the compliments of the
season,

We remain,

THE SNOW DRIFT CO.,

BRANTFORD



We have removed
to our new premises,
No. 146 & 148 Car-
ling St. Call and see
us when in our City.

**GORMAN,
ECKERT
& CO.**

LONDON.

TRY A SAMPLE ORDER

MACLAREN'S IMPERIAL CHEESE

IN GLASS JARS.

LARGE, MEDIUM and SMALL.

WRIGHT & COPP,
Dominion Agents,
TORONTO.

FRY'S

Pure Concentrated

COCOA.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, J. S. FRY & SONS, 43 1/2 Wellington St. E.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

An **P**reservitas - - - -

The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



FOR preserving Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the Warmest Weather.

One Agent Dealer in Each District to supply Dairymen

Consignments of Butter, Gheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

Agent **M. F. EAGAR**, Halifax, N. S.

IF YOU WANT A GENUINE SURPRISE

..... Ask for Sample of

JAPAN TEA--at 12 1-2c. f. o. b. Montreal or Toronto.

IF YOU WANT A BARGAIN

ORDER

Porto Rico Molasses in Barrels, 32c.

And whatever you want you can get from

Lightbound, Ralston & Co.,
Wholesale Grocers,
MONTREAL,

**EDDY CAN
SELL
WOODEN WARE
WASH BOARDS.**

**EDDY'S
MATCHES**

**INDURATED
FIBRE
WARE.**

**TO THE DEALER
THERE IS A GREAT SAVING
IN FREIGHT & STORAGE.**

PAPER

**TEA
TOILET
TISSUE
WRAPPING**

Factories :--Hull, Que.

Branches :--Toronto, Montreal, Winnipeg.

THE CANADIAN GROCER

& GENERAL STOREKEEPER.

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JANUARY 13, 1893.

No. 2

J. B. McLEAN, President.
HUGH C. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.
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NEW YORK OFFICE: Room 41, Times Building.
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EUROPEAN BRANCH:
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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Most people are aware by this time that the Southern Confederacy was unable to assert its separate corporate existence, and consequently that its credit is hardly a good basis to build up a fortune upon. The notes issued by its short-lived government as a medium of exchange have of course long been worthless as currency, though some value may attach to them as historical relics. The green goods men and their dupes are now endeavoring to revive the buying power of these notes, and their success will depend upon the carelessness or ignorance of the honest people to whom they are proffered. There were some green goods men base enough to outrage the confidence that is founded on the time-honored principle of "Honor among thieves." They have been mean enough to send bricks and packages of sawdust to the confiding criminals who sent them good money to pay for ten times its face value of counterfeit money. The conscience of these green goods men appears however to have been burdened by their sense of guilt, and now they are using their pals a little better, for they are sending

them some of the bills of "The Confederate States of America." It is not supposed that even these are genuine, but their buying power is as good as that of the genuine bills, of which the source of issue was long ago defunct. It is reported that one enterprising business man in the province of Quebec invested \$500 of good money in this counterfeit Secessionist money. Others may have got some of it too, so it is as well for traders to be on the look out for five, ten, and twenty dollar bills of "The Confederate States of America." There is also a new counterfeit of the \$2 Dominion note that needs to be guarded against. Only a few days ago a specimen was brought for the first time under the notice of the Commissioner of the Dominion police. The counterfeit is printed from a wood cut, is very poorly executed and should easily be detected. The signatures are especially bad. But traders should get out of the habit of assuming that all money tendered them is good. It is necessary nowadays to examine it carefully, otherwise a new and constantly widening avenue of loss will be opened.

Counterfeiters for the most part confine the exercise of their talents to the increase of the circulating medium. The art beloved by them is the making of money, in both senses of that phrase. But they occasionally find the production of other material that is of the nature of official vouchers or tokens to be profitable employment for their skill. They seldom descend to anything so low as postage stamps, as these call for too much trouble for little return, though they are simple enough to invite imitation. Revenue stamps are of course valuable according to the amount of the duty borne by the article whose name is printed in the stamp, but independently of that variability, there is the uncertainty of the tariff, which in these mutable times is likely to change suddenly,

and cut down materially or abolish altogether a duty that made it worth while for crooked traders to take the risk of practising frauds on the revenue. Further, the perils of smuggling are not faced with the same hardihood in these degenerate times as they used to be. All these considerations no doubt influence enterprising counterfeiters and incline them to neglect revenue stamps. But it appears there is one man who believes there is money in fraudulent revenue stamps, and a despatch from New York tells something about him. This man left an order a short time ago with an engraving company in that city to make him a plate of the Canadian 20 lb. tobacco revenue stamp. It is not said whether the stamp was an inland revenue or a customs certificate, but it was most probably the latter, and intended to cover a contraband trade in United States manufactured tobacco. Unless he meditates a raid upon some of the bonded warehouses of our manufacturers or wholesalers, it is difficult to see how he could make any money out of spurious excise stamps. It appears that the engraving company reported the matter to the United States Secret Service bureau, that when the man returned for the plate he was arrested, and that the United States and Canadian Governments are communicating with each other concerning him. The name given by the man was E. C. Wintele, and he represented himself as from Toronto.

Though an influential deputation of Montreal merchants last week waited on the Provincial Government again to ask the remission of the heavy tax that has been laid upon the commerce of that city, it is pretty certain they will be granted no relief. The deputation included the President of the Board of Trade, the president of the Chambre de Commerce, the president of the Corn Exchange, as well as other

members of these bodies and of the committee appointed by a general meeting of the merchants to deal with this subject of taxation. The Provincial Treasurer, Hon. Mr. Hall, pointed out the necessity of meeting the province's temporary loan on the 16th July. A tax upon real estate was impracticable. The tax on personal property was likewise out of the question. The Government had at last to take to a tax levied on the rental value of business places. He showed that Montreal was paying less than half of the real estate tax, three-fifths of the license tax, and five-sixths of the commercial corporations tax. The deputation claimed that the rental tax should be collected from professional as well as business men. The taxes they considered unfairly distributed, and they would rather pay two years' taxes in one to tide the Government through its financial difficulty than to pay more than their fair proportion. The premier promised that the measure would be amended, but that the present year's taxes would have to be paid.

* * *

The Canada Salt Association is no more. It was dissolved on the last day of the old year. This was the consummation long looked forward to with the eyes of faith by the Patrons of Industry, and that body no doubt takes to itself the credit for bringing the thing to pass. But there is another claimant for the people's gratitude for the same public service, and that is the C. P. R. The President of that company says, in an interview published in the Empire, that the new salt works at Windsor were started in the interest of the C. P. R. and the public, because the Association had closed the only salt works on the C. P. R. line, namely, those at Wingham. He is further reported to have said in the same connection, that since the railway company could not properly engage in such an enterprise as the production of salt, "some of us" took hold of it as a private matter and the works at Windsor were the result. The C. P. R., he added, has nothing to do with these works, though they were started chiefly for its benefit. He states that the Windsor works would not have anything to do with the combine. In the Globe, President Van Horne's statement that the Association closed the works at Wingham is flatly contradicted by John Ransford, the secretary of the late Association. The secretary of the Association, says also that owing to new wells being started at More-

town, Windsor, etc., it was felt impossible for the Association to continue. In his statement he also says that the salt manufacturers feel especially aggrieved that a public institution like the C. P. R., which owes its inception and its present existence to the large sums of money that have been given to it by the taxpayers of the Dominion, should condescend to enter into a needless and wasteful competition in the manufacture of salt. The Association has resolved itself out of existence at any rate, and the price of salt may be expected to take a drop. Prices are at present nominally as they were, but they are certain to be lower as soon as trade begins to exercise its influence, which now entirely favors the buyer. Retail merchants will have nothing to gain by the break, because they must now expect that every sale goes to the dealer making the lowest quotation.

* * *

The retail grocer or general merchant does not need to be told to avoid high prices. But while he is seldom a party to the making of high prices, and while his influence is nearly always decidedly on the side of low prices, he cannot prevent the rise that is a consequence of shortage in the supply. He therefore has high prices frequently to deal with, and should take note of incidental effects of them, where such are manifest and can be turned to account. He is aware that a great increase in the cost of any article is always attended by a shrinkage in the consumption of that article, everybody using less of it and many withdrawing the support of their consumption entirely. It commonly happens that an alternative article is found to which the difference in the demand is transferred, and the trader ought always to be on the still hunt for such substitutes when the price of any staple is unusually high. That is the only way he can requite himself for the loss of trade in the dearer staple. When the price of tea was kept up by the retailers ten years ago, trade waned and the tea pedlar interloped and enriched himself between the consumer and the retailer. When oats grew so high about three years ago that they were deemed a good thing to speculate in, on account of their supposed indispensableness, consumers took to chopped feed, to corn, etc. Just now the price of flour is cheaper than ever it was before, but the city bakers charge the same price for bread as they did when flour was half as dear again. What is the result? A

great many housewives are baking their own bread, and the bakers are complaining of it. The price of pork is now at an extraordinarily high figure. People who used pork from preference now use beef and mutton from economy. It is reported that some of the lumber firms are purchasing beef to supply their camps up north. Good beef is about 5 1/2 c., while barrel pork is about 9c. When flour is too dear people buy potatoes, unless they are also too dear. Thus very high prices estrange trade from the goods in which they hold, and the trader ought to think of this, both when he is tempted to speculate in an advancing commodity and when he finds the call for that commodity declining.

* * *

The diluted advertisement is a failure. The funny paragraph or sensational item that ends with a trader's advertisement in lower case letters is about the most repellant bid for business that could be adopted. Nobody likes to be fooled. Consequently the feelings with which a man comes to your name are just about the most unpropitious for the favorable impression you want to make that they could well be. If you undertook to guy a customer of common sense and self respect, in your own store, and tried to excite his interest simply to wind up with some irritating and senseless joke turned on him, he would cease to be your customer probably from that moment. Aside from the disagreeable effect of such insinuating advertisements, they impress the reader with a very unflattering opinion of yourself. The advertiser is decided to be a very light-headed, inconsequential person, for whom a considerable degree of contempt is felt by the irritated reader. Somebody else will get the bulk of that reader's business.

* * *

The almanac would appear to be hard pressed, between the publication of the weather probabilities in the daily newspapers on the one hand, and the annual distribution of calendars by advertisers on the other. These two agencies have long threatened to supersede it as an authority on the weather and current chronology. But the old household favorite seems to have an abiding place in the people's affections. It has never been successfully rivalled for long range weather predictions. The farmers still turn to it with faith, to see when the last snow of the winter will fall, it is still the orthodox reference for dates, and its ancient joke is

continue to delight the weary agriculturist who stays home from church. An almanac can be used for backward as well as forward reference, while the past part of a calendar is stripped off. Then the calendar does not give the changes of the moon, upon which hog-killing, soap-boiling, tree-pruning, sheep-washing, and so many other vital interests depend. Even if the people all took a daily paper and were all in daily view of a train with the weather signals on it, they would still want their almanac. The almanac has worked itself into the domestic life of the country more than many more useful and necessary things have done, and the trader will oblige many an old customer by keeping a few for distribution. The other day a man of bucolic dress and demeanor dropped into a drug store in town and asked for an almanac. He was asked which he preferred, but being rather uncertain, the fluent clerk recommended X's, which he declared hit the weather to a t last year. This settled the granger's choice, and X's almanac was taken.

A BAD YEAR IN APPLES.

During the early fall THE GROCER referred to heavy losses made by Canadian shippers on early fall apples, pointing out that the chief cause of this was the high price which, through unnecessary competition between buyers, had been paid in the country for early fruit. Since then some shippers have pulled out a little on the later shipments, but the results of the season as a whole this year have been to forcibly demonstrate the utter folly of such a proceeding as the one referred to above. During the week, a leading Montreal shipper, F. J. Hart, of Hart & Tuckwell, returned from an extended visit to Great Britain, and the personal investigations he made while over there bear out what we have said on the matter.

After remarking that the apple trade was not a successful one for the middleman this year, Mr. Hart proceeds to explain the causes of this. The chief one in his opinion was the heavy shipments of early apples which were dumped on the English market just as a large quantity of home-grown British fruit had to be sold. The English people therefore had a surfeit of early apples, and when winter stock commenced to arrive it had to face an unfavorable market, besides competing with French oranges. In fact Mr. Hart is opposed to shipping early fruit at all, and thinks that the only remedy is to abstain from doing so, and ship good keeping properly packed winter stock.

This course would be desirable no doubt to the shippers in Montreal and elsewhere, but it is hardly possible, for something has to be done with the early fall apples, as it is extremely doubtful that the fruit growers will adopt Mr. Hart's advice and cut down their early fall trees. No, they made too much money this fall, so if they don't want to

feed this surplus to the live stock, they will have to accept a price which allows shippers some margin to work on, and then money can be made.

But the blame for the disastrous results of last season to shippers rested far more with themselves than with the fruit growers. They started cries of short crops, rushed in and bid up prices, and kept on doing so, so that it was not surprising that holders in the country held on. With all this experience in mind it will be their own fault next year if buyers don't profit by it and refuse to pay high prices on crop scores, unless they are justified in doing so by positive and unmistakable information.

DRESSED HOGS IN MONTREAL.

Dealers in dressed hogs in Montreal have manifested considerable excitement during the past week on account of some large purchases in Ontario, and the news from Chicago, which gives evidence of a decided scarcity in hog meat. Buyers in Montreal have paid as high as \$8.20 in the west, or equivalent to \$8.25 to \$8.35 laid down in Montreal for car load lots, and the general expectation is for much higher prices. In fact some of the more sanguine operators profess to see the possibility of big profits in store for them on the small lots they hold, for this is the single drop of disappointment in their cup of satisfaction, that they do not control anything like their usual quantity of stock. There can be no doubt that the receipts of dressed hogs in Montreal have been much smaller this year than for a long time, and the presumption is that the same state of affairs rules elsewhere. But whether we are to have a scarcity similar to the remarkable experience of 1868 is another matter, and a development not safe to calculate on. At present the continued spell of clear, cold weather has helped to increase the firmness, so that holders now hardly know what to ask.

HAMILTON RETAIL GROCERS' ASSOCIATION.

The Retail Grocers' Association of Hamilton, elected officers on the 3d inst., as follows:

D. Winnifrith, president.
Adam Ballentine, first vice-president.
G. Elder, second vice-president.
C. Bremner, treasurer.
W. R. Harvey, secretary.
John Ronan, J. O. Carpenter, O. H. Peebles, J. Main, T. Hazell, executive committee.
C. Holt, G. Powell, auditors.
B. Winnifrith in the chair.
W. J. O'Brien was proposed as a new member.

A letter was received from Hon. J. M. Gibson to the effect that the resolution passed by the association recently, regarding the weekly payment of wages, would receive the attention of the Ontario Government.

TORONTO

RETAIL GROCERS' ASSOCIATION.

The Toronto Retail Grocers' Association held its January meeting on Monday evening in its rooms in Richmond Hall. The following were present: Messrs. Booth, Clark, Gibson, White, Mills, Westren, McMillan, Saunders, Doyle, Bond, Butcher, Cleary, Johnston, Roberts.

The minutes were read and duly confirmed.

AMENDMENTS TO THE CONSTITUTION.

The motion of which Mr. Gibson gave notice at the last meeting was moved by Mr. Gibson, seconded by Mr. McMillan. It was that the constitution be so amended that the nominations to offices be made at the last meeting of the old year and the elections be held on the first meeting of the new year.

After some discussion this motion was amended so as to make the November meeting the time for nominations and December meeting the time for elections. In this amended form the motion was carried.

Mr. McMillan withdrew the motion of which he gave notice at last meeting, and of which the object was similar.

Mr. Roberts' motion of which notice was given, to amend the constitution so as to make 10.30 the time for adjournment, was proposed by Mr. Westren, seconded by Mr. Mills, and carried unanimously.

NEW MEMBERS.

J. Ferguson, W. R. Kindree and R. Rowland were proposed for membership and duly elected.

THE ANNUAL REPORT.

The following is a report on the progress of the Association for the present year up to the present date:

SPECIAL FUND.

Jan 1st. There was.....	\$526.68
Oct. 11 Added from general fund	70.00
Nov. 4. Int. to that date.....	19 79
	<u>\$616.47</u>

Nov. 14. Donated to Charity...	200.00
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Balance on hand.....	<u>\$416.47</u>
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GENERAL FUND.

Balance on hand January.....	\$244.59
(With liabilities \$187.16)	
Rec'd for tickets of At-Home...	328.85
Fees Collected.....	<u>315.00</u>

	<u>\$888.44</u>
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Paid out by Warrant.....	<u>859.02</u>
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Balance on hand.....	<u>\$ 29.42</u>
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MEMBERS.

In Jan, 68 now accepted as basis. To these 120 have been added who have paid fees. Total 188. Audited and found correct.

(Signed.) M. McMILLAN.
FRED. S. ROBERTS.

Mr. Mills said the Treasurer should be

present to answer any questions that might arise out of items in the report.

Mr. Clark moved that the report be received and adopted. Mr. Johnston seconded this motion and it was passed.

THE AT HOME COMMITTEE.

Mr. Gibson reported progress by the At Home committee. He believed this at home would be one of the most successful yet held. The tickets were in demand and a large number of people were desirous of attending.

INSTALLATION OF OFFICERS.

President Booth rose and said that he now laid down the gavel for his year of tenure. He heartily thanked the members for their courteous and considerate support, and he bespoke an equally helpful support for his successor, president-elect Clark. He then called upon Mr. Mills to formally install the officers.

Mr. Mills said that it became his pleasurable duty to introduce into their offices his fellow-members who had been elected to the responsibility of directing the Association for another year. He hoped they would be well seconded by the members in their efforts to do their duty faithfully. He reminded the Association that there was still work to be done, and hoped that officers and members would labor to do it well. He then introduced by name each of the officers who were present in graceful words.

President Clark on being conducted to the chair thanked the members for his election, and hoped that harmonious and energetic work would be done this year. There was work to be done, and there were good men to do it. He would like to see the members, as well as capable outsiders, contributing special papers on various trade subjects, and proposed to call on members for such papers. A question box ought also to be adopted, as thereby much light might be thrown upon troublesome questions. He suggested as well that there should be a blackboard in the meeting room on which entries of goods for sale might be placed, to give members a chance to offer any excess of stock.

Mr. Gibson approved the new ideas proposed by the new chairman, and particularly favored papers or lectures by specialists, members of the Association, wholesalers, travellers, and others qualified.

Mr. Mills in appropriate terms moved a vote of thanks to the retiring president, Mr. Booth, and to all the officers.

Mr. Saunders seconded this motion, and it was unanimously carried and tendered by the President.

Mr. Booth acknowledged the vote.

ACKNOWLEDGMENTS.

The receipt of the \$50 donations by the St. George's Society and St. Andrew's Society was gratefully acknowledged in communications which were formally received.

SWELLED CANNED GOODS.

The letter from the Hamilton Association read at last meeting, in relation to swelled canned goods, and advising co-operation on

the part of associations to get the views of the wholesale trade at the various centres was brought up again.

Mr. Gibson said both jobbers and canners always took back swelled heads. They took all back cheerfully, so far as his experience went.

Mr. White said the retailers had to do not with the packers, but with the jobbers, whom he always found ready to take swelled goods back. Therefore the retailers had no ground of complaint.

Moved by Mr. White, seconded by Mr. Gibson, that the secretary inform the Hamilton Association that Toronto wholesalers always take swelled goods back.—Carried.

Mr. Gibson moved that the Executive Committee take into their consideration whether it would not be advisable to invite some gentleman every alternate meeting to address the Association on trade questions. Mr. Westren seconded this.

Mr. Booth thought that the Association was in a position to consider this matter of itself, without referring to the executive. There could be no two opinions about the value of such matter as was contemplated in the proposed arrangements for specialists to read papers before the Association. As an illustration of how much good could be done in this way, he referred to the paper on Tea, read before the Hamilton Association by Harold Lambe, and published in THE CANADIAN GROCER. That was an excellent paper, and he was sure his fellow-members would bear him out in that opinion, for he made no doubt they had all read it, as he assumed they all took THE GROCER and regularly read it. If they did not they ought to. The article was full of useful information, and contained much that was unknown to most grocers.

Several members spoke in favor of the Association dealing directly with the proposal.

Mr. Mills favored the initiating of the matter through the Executive Committee to arrange details and prepare the matter for the consideration of the Association. Another idea he favored was the occasional meeting of the members of the Association at the Public Library to consult works bearing specially on the grocery trade. An arrangement had been made for the improvement of the skilled and scientific knowledge of mechanics, to whom the use of special books had been thrown open on given evenings by the Library Board, and the same thing might be done for the grocers.

In amendment, Mr. Booth moved, seconded by Mr. Bond, that the President, Vice President and the mover be a committee to consider the plan of arranging with trade specialists to read papers and lectures before the Association every other meeting evening.

The resolution was withdrawn and the amendment substituted and passed.

A TEA BOOK.

The Secretary suggested that a Tea Book

be compiled by the Association. He thought a very useful one could be put together. The matter was no further pursued.

ACCOUNTS.

A post card account of \$1.75 was ordered to be paid.

THE TOBACCO TAX.

Mr. Mills reminded the meeting that the tobacco tax was now due, and that all should govern themselves accordingly.

Mr. Johnston knew a man who was selling tobacco, cigars and cigarettes to minors. He moved that the Secretary write complaining of him to the inspector. The motion was not seconded.

The meeting then adjourned.

MISREPRESENTING GOODS

There is little question but that, theoretically, the average merchant subscribes to the highest ethics of shop-keeping. He finds, indeed, a certain moral satisfaction when giving his concurrence to the opinions of speakers and writers on trade topics, who assume to teach from an elevated point of view, and though it is a question when, after all, in the practical application of such theories, there is not a great deal of divergence from the theory itself, possibly the temptation to have a lower code of business ethics than what is conceived to be absolutely just, has its strongest force in the matter of representing goods to customers.

An esteemed English contemporary suggests that "there is a song of a not very elevated character which carries the refrain, 'It's all right, if you love the girl,' and we fear," it adds, "there may be here and there a tradesman who sings as a lullaby to his own conscience, 'It's all right, if you sell the goods.' But is it? Is it even all safe and prudent and good policy?"

While this may be regarded as shifting the question to a very much lower plane, it has the advantage of attracting more attention. Our English contemporary argues that the chief reason for a lowering in ethical consideration of the practical side of this question is that "we all know how to live uprightly and won't, whereas we do not know how to make fortunes, and wish we did." It, undoubtedly, is true that business morally has a much better chance, if the odds are in favor of its paying a dividend in hard cash.

The solution of this question in a way that deals fairly with the consumer and satisfies him, and justifies the merchant's own conscience, even when tried rigidly by the standard of the highest business ethics, is to handle only good goods.

We have no question that a man is a better man, better satisfied with himself, better contented with his business, more successful in his business, more popular with his customers, and more likely to obtain larger custom, if he sells goods that he does not feel he is compelled to misrepresent in order to "make them move." Good goods at fair prices, when put into practical effect, therefore satisfies not only the moral, but the material side of the merchant's life. There can be no possible reason why a merchant should not adopt that motto as his own, and put it into practical operation. Poor goods at any price do not pay in the long run. Good goods at a fair price always pay.—Michigan Tradesman.

TWO PICTURES.

NO. 2.—CREDIT.

It was a beautiful summer's morning. The sun shone brightly in the clear blue sky. Not a cloud was to be seen, all nature seemed to be smiling in sweet content, and the birds warbled forth their sweet songs as if their little hearts would burst with joy. It was a sweet scene, and I myself felt at peace with all mankind, as I sauntered down the street meditating upon the marvellous works of nature, and from nature my thoughts travelled to nature's God. I could not help but wonder how it was that man seemed to be the only dissatisfied creature upon the face of the globe, and then I began to wonder why was it that he of all creatures the one who ought to be the most contented and satisfied, the one who has most to be thankful for, the one for whose use all things were made, and intelligence given him to teach him how to utilize them, was the most dissatisfied of all. Thus thinking and being unable to account for this state of things, I thought I would take a walk over to B—street and see my friend Brown. I thought that he being a grocer and coming into contact with all kinds and conditions of human nature, I would be able through his insight into the hearts of his customers perhaps to solve the problem. So I walked leisurely over, and entering his store I found him busy behind the counter. He was up to his eyes in work, the counter was just strewn with orders, so he did not notice me as I entered. I could not help but look at him. There he was working like a slave with his sleeves rolled up and the perspiration rolling down his cheeks. Talk about excitement; why, he was as excited as if there had just been a fire in the place and he had just got over putting it out. He would shout to one clerk, and then to the driver to hurry up, and see that this was right, and the other right. "Here, Jim," he would shout, "see that Jones' oranges are in the box, and you, Bill, see that Simpson's get their coal oil, and don't put it near the other things or else it will spoil them, and they will be coming back and telling me that the butter and tea taste of coal oil, and I'll be that much out. Coal oil is a bad thing to have near groceries; it has a worse effect almost than smoking in a store." With this he looked up and saw me. With a smile he extended his hand, and said, "Why, bless my heart, where have you been all this time? I thought you were dead, I have not seen you for so long." "Well, I have been out of town, I said, and just got back yesterday, and as I was going down B—street I was thinking over some things which I could not understand myself, and which I thought you by your experience of human nature could perhaps explain to me, so I decided to come over and see you. But I see you are very busy, and I will not disturb you at present, but take a more convenient season." "Well," said he, "if it is

anything that will occupy much time I guess you had better, as you see I am very busy and will be so until night, but I tell you if you could make it convenient to come over to the house to-night at 8 o'clock, I will be free from that time all evening, and would enjoy your company very much, as I have not had a good chat since the last time you were over, old boy. Can you do that?" Not having anything on hand that night, and seeing that he was really very busy, I told him that I would be there sharp at 8 o'clock. "By the by," I said, "I heard you say that coal oil was as bad for spoiling groceries as smoking. Do any grocers smoke in their stores?" "Well, I should think so," he said. "Why, some of them have the pipe or cigar in their mouth from morning till night, and quite a few can trace their failure to that habit." "How is that?" I asked. "Well," he replied, "in the first place the tea, butter, spices and provisions absorb the nicotine from the smoke, the smoke hangs to everything, and by and by the store begins to look cloudy and dirty, the goods don't taste the same, and you catch the nasty, musty smell as soon as you enter the store coming in from the fresh air. By and by, Ladies of any delicacy of taste sicken at the smell, and by and by they cease calling and without giving any reason. If you meet them out in company you will here them sometimes say, 'I used to deal there but I don't go now. There is something about it I don't like; it seems dirty, and there is always a musty smell of smoke about it, just like the smell of a coat that has been in a bar room all night.'" "Well sir," I said, "I guess you are right. Women are particular on these points, and it is not a pleasant thought." "Oh," he said, "it is too true, I know several stores I call on that have that nasty smell." "Well," I said, "I will wish you good day for the present and call and see you at 8 o'clock sharp." "All right," I'll be home." So I left him and went down town to my own office, pondering all the way upon what he had said.

That night I kept my appointment. If the morning was fine the night could not be surpassed. The moon shone brightly through a cloudless blue sky. It was neither too hot nor too cold, just a lovely night for a walk. According to promise I wended my way up to Brown's. Arriving at the door I knocked, and in a few minutes the door was opened by a child of about seven years of age. She looked at me as if she was afraid of me, and wanted to shrink into a corner out of sight. She looked as if she never knew what a kind look was. I asked her in a warm friendly way if her father was in, and in a kind of half hesitating way, as if she was afraid she should make a mistake, and as a consequence get a beating, she said, "Yes, sir, I think so, I will go and see," and leaving me standing in the hall she went to see, and I heard her tell her father, for I could tell it was him by the

sound of his voice, that a man wanted to see him at the door. "Well, why didn't you tell him to come in?" said he in a sharp impatient voice, and with that he came out into the hall himself, and seeing it was I said, "oh it is you, is it! Come in and sit down." Obeying his invitation, I followed him through the hall, which was lightened by a lamp, which according to appearances had forgotten to shine, the little girl keeping behind me as if she was afraid of getting a slap on the ear for being so dull. Passing through the hall we entered through the door into the sitting room. Entering through the sitting room door, a cold chill passed through me, and a keen sense of confusion all around took possession of me. The room in the first place was not properly heated. The floor was carpeted with an old carpet, which looked as if it had been used for a century. The fire in the grate had retreated as if it were in disgust, and left nothing but ashes to remind you of the past. In the centre of the room stood an old square table upon which stood a lamp, which from its appearance seemed to be struggling for a breath of oxygen upon which to live, and the glass looked as if it was in mourning over its fruitless efforts. Upon this table also lay a ledger, two or three day books, about two dozen pass books and several other books, and a lot of bill heads. Kneeling down under the table was a woman which proved to be his wife. She was hunting through an old waste paper basket for some invoices which he had mislaid in his hurry. She looked up at me as we entered and smiled a welcome. I don't think I will ever forget that face. The eyes were kindly, but oh such a sorrowful look shone through them. You could read the whole book of her life at once. It was a tale of sorrow, worry and anxiety, the lines around the mouth told of sadness and care. The expression was that of one who had lost all relish of life and desired to be at rest, as if death itself would be a sweet relief. She smiled as well as she could, and extending her hand wished me to take a seat, which I did while he tried to coax back the retreating fire, but it was no use, for it had disappeared never to return again. Beside the grate was his other little girl. She was trying to make mud pies out of what the retreating fire had left. Beside her lay a cat, which looked as if it too had been trying to wash itself in the pies which the little girl was trying to make, and it seemed to succeed admirably, for its coat seemed to be pretty well matted. Not far away lay a big Newfoundland dog which looked as if he would only like to get a bone or two to help fill out his skin. Such was the house I had come to spend the evening in, and I suppose it is needless for me to tell you that I was sorry that I had not stayed at home and tried to solve my problems myself, instead of coming to this barn to only wish that it was time to get out. However, I was in it,

and I could only wait patiently till I got out of it as easily as I could without offending any one, so I broke the ice by saying, "Well, you seem to be as busy in the house as you were in the store." "Well, yes," he replied, "I hardly ever have a moment to spare. When I'm not at the counter, I have to be at my books," "You must do a large business," I said. "Yes, I do, but it would be better for me and all concerned if I did not do so much." "How is that?" I asked. "Well, don't you see," he said, "I do a large business but it is principally credit, I have to lie a long time out of my money, which if I got when it was due I could be doubling and trebling, but I can't get it in, and sometimes I never get it. I have lost about a thousand dollars this year in bad debts, and if I had that now I could get a new carpet for this floor which needs it badly enough, and I could get my wife a dress fit to go out in; she has to stay home from church now because she has not one fit to go to church with, so stays home. Then my children; I could get them things which they need but have to do without. My wife worries herself to death over it, and her worrying makes her nasty with the children, and that makes them unhappy and all caused by this cursed credit system. I wish to the Lord something could be done whereby this confounded system could be done away with. Why, look here, he said, as he walked over to a bureau and took out a big cabinet album, "I've got some of the cusses in this that owe me money for the last year. Just look here," and he opened the album, "do you see that fine dressed lady there? See the fine seal skin cap and seal jacket she has on. Look at the style of her. She owes me \$150 for groceries. I kept her and her husband all last winter when he was out of a job, and when he got into something and was earning good pay I asked them to let me have some money, and she flew up on her ear and got insulted, and I have not seen her since. I hear she is dealing somewhere else and paying cash, and he came round and told me he would pay me a dollar a week until it was paid. He paid that for one or two weeks and that was the end of him. My wife ought to be wearing those furs. Here is another specimen. Do you see that big fine looking fellow there with his whiskers all brushed up like a man who had been all his life in the military service? Well, that is Mr. E. R. He is a shipbuilder, and built a few boats that sail the waters. Well, he is one of the worst dead beats in this town. That man was getting twelve hundred dollars a year, and he owes me \$150 for this last five years." "Well," I said, "why don't you get it out of him?" "Why don't I? Just because he always drew his salary (\$25 a week) in advance, and because some of the laws regarding these matters in this country are rotten. I had him up on a warrant of committal which expired in 90 days. I got judgment against

him. He by order of the judge had to pay me \$5 a month. He paid me the first \$5 at the end of thirty days. He paid me the second five at the end of the sixty. At the expiration of the 90 days he paid me nothing, but snapped his fingers at me and laughed, because he knew I could do nothing, for the time having run out, he knew I would have to get another warrant of committal, which would cost me as much and more than he had paid me on the whole thing. Then, again, if he has two or three judgments out against him he can go and get what you call a stop order. He explains to the judge that these two or three are weighing him down, and he will not issue another judgment until he gets these paid, which at the rate he was paying me would be never. That is the way things are run in this country. That man's wife and family can afford to take a trip to California and back on my money, and put on all the style imaginable, while mine has to stay here and work like an old drudge. Her life is a misery, and it makes her cranky with the children, and they get miserable and don't look like other people's children. I'm miserable, she is miserable, and the children are miserable, and it is all through this cursed credit system."

POINTS FOR THE DAIRYMEN.

The Australian butter makers have been for a long time using every effort to introduce their butter into the English market, without success, but by the aid of Preservitas they have at last established themselves on a sound footing in that market of unlimited consumption.

As will be seen from the extracts from Australian papers, which are given below, the butter in which Preservitas is used commands four pence more per pound than butter prepared by the old process.

This is a subject of vital importance to the dairymen as well as this whole country, for the reason that it opens up an enormous market and high prices for a commodity, which Canada can produce in any quantity, and which in value of output would far exceed the cheese industry. Readers who are interested in dairies might find it to their advantage to correspond with Mr. Edgar of Halifax, who is agent for this product.

Extract from the Melbourne Argus of March 12th, 1890.

"At the invitation of Messrs. F. T. Paten & Co., agents for the 'Steven's Cold Vacuum Process,' Mr. D. Wilson, the Government dairy expert, with a number of gentlemen interested in butter preserving, met at the offices of the Fresh Food and Frozen Storage Company yesterday. Mr. Wilson, on behalf of the Agricultural Department, superintended the tinning of a sample lot of Victorian fresh butter by 'Steven's Cold Vacuum Process.' For the purpose of testing the value of this process, Mr. Wilson had half-a-dozen tins filled with the same churning of butter, in three of which tins an ounce of

'Preservitas' was mixed. In the other three tins the butter was done up as it is usually sent to market. These six tins were placed in the same case with the six tins of butter subjected to the Cold Vacuum process, and at the end of two months the tins will be opened, and the state of each lot of butter tested. The whole of the tins were placed in a box, which was sealed in the presence of the gentlemen present, and on the 10th of May the same gentlemen will be called together again, when the box will be opened and the state of the butter examined.

Extract from the Daily Telegraph, Melbourne, May 17th, 1890.

"It will be recollected that two months ago a meeting was held at the offices of the Fresh Food and Frozen Storage Company, Limited, to test the advantages of preserving butter by means of 'Steven's Cold Vacuum Policy.' For the purpose of testing the value of this process the services of Mr. David Wilson, the Government dairy expert, were called into requisition, and he decided to fill six tins by Steven's process—three tins without any treatment (except adding salt, in fact just as butter is sent to the market), and three tins with the addition of 'Preservitas.' It was then decided to leave these three lots of butter for two months in the hands of the Fresh Food and Storage Company, Limited, and a meeting was held yesterday on their premises, when the tins were opened by Mr. Wilson, who called aside two others, well-known as experts in butter, and on their return to the meeting it was announced that the butter treated with 'Preservitas' was most decidedly the best, in fact, Mr. Wilson said he never saw anything so emphatically decided. The butter treated with 'Preservitas' retained all the fine natural aroma of butter, which this lot was known to have when the butter was put into tins, and in this connection it should be mentioned that all the three lots put down were from the same churning of butter, made under the supervision of Mr. Wilson, and he pronounced the butter treated with 'Preservitas' to be worth at least 4d. per pound more than the other."

Extract from The Age, Melbourne, May 16th, 1890.

"Some two months or so ago quantities of butter from the same churning were tinned under three different processes, at offices of the Fresh Food and Frozen Storage Company, Bourke Street West, in order to determine which was the most satisfactory manner of treating the butter. The three processes were as follows:—

"1. Treating the butter in the usual way by the addition of salt.

"2. Treating it by what is known as the Vacuum process.

"3. By the application of salt and the addition of 'Preservitas.'

"Yesterday morning a number of gentlemen interested in the tests assembled at the offices of the Company, and the experts on whose decision the promoters of the different

processes relied were—Mr. D. Wilson (the Government Dairy Expert representing the Agricultural Department), Mr. Vagg (of the Chilled Butter Company), Mr. Taylor (a salesman in the service of the Fresh Food and Storage Company), and Mr. McDonald (Dairyman of the Mount Wallace district). The tins of butter having been opened and tested the four experts were unanimous in the opinion that of the three tests the 'Preservitas' treatment was by far the most successful, and that the butter treated by that process would fetch fully 4d. per pound more in the market than the butter treated under the other two processes."

Extract from the Melbourne Argus, May 16th 1890.

"Some two months ago the preliminary steps for testing the different methods of preserving butter were taken at the stores of the Fresh Food and Frozen Storage Company, Bourke Street. Samples of butter from one churning were packed by the Government dairy expert, Mr. David Wilson, according to three different methods, the first as ordinarily salted for the market, the second by Steven's Cold Air Vacuum Process, and the third with a compound known as 'Preservitas.' On the samples being opened yesterday they were submitted to the judgment of experts, who were unanimous as to the superiority of that treated with 'Preservitas' which, in Mr. Wilson's opinion, was worth at least 4d. per pound more than either of the other samples."

Extract from The Herald, Melbourne, May 15th 1890.

"A quantity of the same churning of butter was submitted two months ago to three tests, viz.—by the Steven's Vacuum Process, by 'Preservitas,' and by salt, as generally sent to the market. At the office of the Fresh Food and Frozen Storage Company, Bourke Street West, an inspection of results was made to-day. Mr. Wilson, the Government, dairy expert, and two other gentlemen qualified to judge, decided without hesitation that the butter treated with 'Preservitas' came out worth at least 4d. per pound more than the others."

Extract from the Evening Standard, Melbourne, May 15th 1890.

"About two months ago, when a number of farmers and others interested in dairy produce met at the offices of the Fresh Food and Frozen Storage Company, Limited, Bourke Street West, to test the 'Stevens's Cold Vacuum Process' of preserving butter, Mr. David Wilson, the Government dairy expert, who was present, representing the Agricultural Department, recommended that twelve tins of the same churning should be stowed away for a period of two months, in order to practically test the process. This was done. Half-a-dozen tins of the Stevens's Cold Vacuum Process, three tins with 'Preservitas,' and three of the butter as ordinarily prepared for the market, were placed in a box and put in a box and put in a case in the

cellar, where the case remained sealed until this morning. On opening the case this morning the butter was tasted by a number of experts, who had assembled for the purpose of proving which was the better process—the 'Preservitas' or the Stevens—and their opinion was that the butter preserved with 'Preservitas' was unmistakably superior to the other samples, and worth at least 3d. to 4d. per pound more in market value."

Extract from the Evening Standard, Melbourne, May 16th, 1890.

"We have been requested to mention that Francis Forrest and Company, of 484 Collins Street, Melbourne, are agents for The Preservitas Company of London, whose treatment of butter was yesterday proved to be so successful at the trial which was held at the offices of the Fresh Food and Frozen Storage Company, Limited."

Sole proprietors: The Preservitas Company, 110, 112 Southwark Street, London, S. E. Samples and all particulars relating to "Preservitas" may be obtained from the agent, M. F. Eagar, 181, 183 Water Street, Halifax, Nova Scotia.

STOCK-TAKING.

"The time to take inventory is of but minor importance, but it should be taken when practicable, at the dullest season of the year in the locality where your business is. My judgment is that for an annual inventory Feb 1 is a particularly good time. The rush of the holiday trade is over and the bulk of the winter stock has been sold, the spring purchases have not been made, and in the majority of stores the stock is at the lowest; besides, at this season the average prices on general commodities are at their lowest point. Procure a book with day book ruling of about 300 pages for an inventory book. A few days before commencing stocktaking, begin to arrange your goods compactly; get all lines together and goods of a kind placed so as but one entry will need to be made for an article. If in a general store, take first the lines carried for every day. I would suggest to enter first, groceries, then dry goods, boots and shoes, hardware and crockery in their order. Let cost govern you as to price for the article inventoried, unless there has been an advance or decline, in which case put the price at that at which it sells for in the market. I have known parties to go on year after year inventorying an article at original cost, which has depreciated 50 per cent since the time of purchase. Never do this. An inflated inventory is of no service whatever in determining your actual worth. Go through the entire stock in a careful manner and be careful in your extensions and footings. After finishing this, on the following page take an itemized account of your fixtures, scales, desk, measures, safe, tools, etc. If it is the first inventory, put the prices at what they are worth. After the first year, I should deduct 10 per cent, annually for depreciation

by reason of use and wear. This being properly done, go carefully over your ledger and inventory on your book all the accounts receivable, giving a line to each customer. Then follow this by all notes due to you from your customers, adding interest to date of your stock-taking. Then add the balance of cash on hand and in bank. When this is finished you will have a detailed statement of your assets. On the following pages make an inventory of your liabilities. From your ledger or your files, make a statement of all bills you owe that have been put in stock before you began your inventory. Follow this with a statement of all notes due merchants for goods purchased, or due the banks for money loaned, or from individuals for use in your business and rent unpaid, if any. When this is done take a double page, heading one 'Assets' and the other 'Liabilities.' Under these arrange the footings of the inventory, which should appear as follows:

Assets.	Liabilities.
Mdse on hand.....	Due for mdse.....
Notes receivable.....	Notes payable.....
Cash in bank.....	Interest due.....
Cash in store.....	Rent to date.....
Book accounts (good)...	
"doubtful 1/2 value..	
Balance present worth..	Feb. 1, 1892.

"I forgot to state that an account must be kept of sales made during the stocktaking of goods, which have not been inventoried. These to be added to the final footings of your stock less, say, 20 per cent. the average gross profit. This is necessary, as your book accounts are only inventoried to the day when your stocktaking begins. This method, while crude, is substantially accurate, and will give you a basis for next year's work by which not only the present worth may be known, but also the loss or gain for the year."—Store Crank in American Grocer.

CANADIAN EXPERIMENTAL DAIRY FARMS.

A meeting of members of the provision trade was held on Wednesday, at the Home and Foreign Produce Exchange, Limited, Hibernia Chambers, London Bridge, to hear an address from Professor Robertson, Dairy Commissioner to the Dominion of Canada, on the work of the experimental dairy farms which are under the control of the Canadian Government. Professor Robertson said that in Canada a system of experimental farms, with headquarters at Ottawa, was established a few years ago. The primary object of those farms was to investigate the varieties of grain which were best adapted to different soils, climate conditions, and methods of cultivation. Some experimental dairy stations had also been established in each of the provinces east of Manitoba. Their products were shipped to English markets in order to gain information from close market contact how to meet the preferences and prejudices of British merchants and consumers, through whom they were endeavoring to help farmers by showing them how to seek the market, how to suit it, and how to keep it for their own goods. After stating that British farmers had least cause to fear the competition of Canadian food products, he assured British consumers that they might rely upon the wholesome character of all such products which came from the Dominion.—Manchester Grocers' Review.

ASSOCIATION ITEMS.

A committee of the St. Louis Retail Grocers' Association have gone to the State capital for the purpose of having introduced a bill for the modification of the garnishment and exemption laws of Missouri.

The Retail Grocers' Association, of Boston, numbers a membership approximating one thousand, and at the recent annual meeting the Trustees reported upwards of \$17,000 in their hands.

With the view of more closely uniting the retail and jobbing interests, the Retail Grocers' Association of Grand Rapids, Michigan, recently resolved that wholesalers be invited to address that body.

The Central Association of Retail Merchants, of New York and vicinity, which claims to represent a membership of three thousand grocers, has addressed a circular "to the growers, receivers and dealers in berries throughout the United States," notifying them that "the grocers will, from this time forward, refuse to buy berries which are not contained in non-returnable packages," and offering the following reasons among many others, which go to prove that sound business policy demands the use of the non-returnable package: "They will cheapen freights by more than one-half, because present charges include free carriage of empties; they will always present the fruit in clean and rightly packages, and this means uniform higher prices; they will widen the existing market for berries and create new ones; prevent gluts, and keep up prices to a profitable level, and will be more healthful, because of the lessening of the dangers of contagion."

The Retail Merchants' Association of the State of New Jersey held a convention on Wednesday last. Each auxiliary association sends three delegates, with one additional for every fifty members. Statistics of progress are submitted.

The retail grocers of New York city are preparing to build a large storehouse, where groceries bought in bulk can be stored and purchased in any quantity desired by the members of the Retail Grocers' Union at first prices. "This plan has worked well in Philadelphia, Baltimore and in other cities much smaller than New York," said President H. I. Dreyer to a World reporter "and there is no reason why it should not work even better in New York. The Retail Grocers' Union will take hold of the matter as soon as the new officers have been installed in January, and I have no doubt that the scheme will be in successful operation by spring. We may not build a storehouse at first, but will rent a large building in a central location. The scheme will result in the saving of hundreds of dollars every year to the retail grocers." Plans have been accepted by the union for a new hall and office building and work has already begun on the

foundation for it. The corner-stone will be laid about January 15, and the building will be completed next May. It will be a handsome stone structure of five stories, and stand at Nos. 138 and 140 East Fifty-seventh street. The union will occupy one floor as a hall and another for offices and a parlor. The remainder of the building will be rented.

At a meeting of the Chicago Retail Grocers' Association, January 4, a subject brought up for discussion was as to what methods had best be adopted for the purpose of collecting the outstanding dues from delinquent members. It was finally decided to instruct the financial secretary to place the amounts in the hands of some reliable party for collection on a percentage, said percentage being left to the discretion of the secretary with full power to name a rate which in his judgment would be just and reasonable to both the association and the collector.

A new development in the Ohio adulterated food prosecutions is to the effect that the wholesale grocers of the state will hereafter boycott any manufacturer who will not guarantee his goods to be pure or who will not stand responsible for all costs of successful prosecution for the sale of adulterated food by innocent retailers.

The Grocers Union, of San Francisco decided to give no Christmas presents to their customers, but to take up a subscription among the charitable ones and devote the same to some institution. The amount collected in this manner was \$68.50.

About a month ago the retail Grocers' association at Columbus, O., concluded to make a trial of co-operative buying

PRESENT BUSINESS METHODS.

"Friendship doesn't sell many goods now-a-days," remarked a salesman recently. This is true enough in one sense, but in another friendship plays just as great a part in commercial affairs as it ever did. That friendship that tied a merchant up to a particular house, or to a certain salesman in that house, and made him blind and deaf to any other concern, has largely passed away, but there still exist many instances of warm personal consideration between merchants and salesmen, founded on mutual esteem, and on benefits given and received in the course of business, that will secure trade for certain houses, other things being equal. A merchant will usually prefer to buy of a salesman whom he knows, in whom he has confidence, and with whom he is in sympathy, but he expects just as good treatment from him as from his rivals; in fact, this friendship is usually founded on the idea that the merchant can do a little better in one way or another with his particular house or salesman than with any other.

This change in the business methods of the country is due in part to its transformation from a new and thinly settled country to one in which the most advanced commercial ideas alone can rule, and partly to changes in the industrial interests of the entire country. In the

early days anybody could make money retailing goods. Style was but little thought of. A merchant's stock was good until it was sold. The city and the surrounding country was being settled rapidly, money was plenty, and price was not of such great importance when everyone had money and felt certain that they would shortly be wealthy.

Now what is the state of affairs? There are more goods for sale than people must or can buy. Buyers have been taught to be cautious and critical, and economy is practiced of necessity by nine-tenths of the people. Competition hence becomes severe, and a merchant to be successful must be both wise and diligent in his purchasings, and cannot afford to overlook the advantages which may be found by searching through an entire market. He must post himself on what is offered him by all the houses, and if one can make better prices on any line of goods he must avail himself of the opportunity. Not only is his competitor likely to do so, but his customers are much better posted on prices than formerly through the catalogues now so freely distributed by the large city stores. His best friend in business is that one which will make him the lowest prices, or in some way enable him to make the most money. So that selling goods is not a matter of friendship nowadays, but is strictly business, as it ought to be.—Ex.

MONTREAL NOTES.

Tea brokers here have received frequent enquiries for best Japan tea April and May pick, and some large sales have been made at 27c. to 31c. on western account.

Letters to sugar brokers here state that there is a tremendous amount of speculative buying of raw sugar in Java and the Philippine Islands for next June and July shipment, in the expectation of an advance in prices based on the short supply of cane products.

Cables on currants from Greece to Montreal importers report an easier market at 14s. 3d. to 14s. 6d. cost and freight New York.

Mr. Chouillon reports business to be picking up with him, and credits chocolate men with a lot of sales.

Their annual jollification did not prevent the employees of Lightbown, Ralston & Co. from attending to business this week, and Japan tea and molasses ought to be a purchase now if the tendency of both markets count for anything, and the firm have a good stock of both.

Chaput, Fils & Co. have some fine lines of raisins and currants on hand—sultanas, provincials, etc.

If you have a sweet tooth, the Sherbrooke Maple Product Co., of Sherbrooke, can furnish you with the native product and just what you want.

Some of the more sanguine traders place the stock of molasses in Montreal at less than 1,000 puncheons against 1,800 to 2,000 at the same time last year.

Cod fish is a remarkably firm article on the market here, and Munn's special lines of it came in for considerable attention.

Chocolate and cocoa are more or less of a luxury, but they are a nice thing for the breakfast table. Mr. Hughes says that Bendorp's is doing well, and Walter Baker & Co.'s goods are not behind the procession.

*We were pleased
to note last week's . . .
Advertisement had its .
effect—let it continue—
You will always find .
us willing to meet your
views.*



LUCAS,

≡ We are open to buy
Dried Apples. Write
us if you have any to
sell.

STEELE

73 McCab
Street North
Hamilton



AND BRISTOL

A steadily increasing
Trade is the best evidence
that our Standard Lines of

TEAS.



Mallawalla . . .

Dalukola

Imperial Gongou

and

Russian Gongou

--GIVE entire satisfaction. Retail
Merchants have told us that
their Black Tea Trade has steadily in-
creased since keeping one or more of
these lines. They retail at 45 to 50 cts.
and show a splendid profit. If you are
desirous of working up a fine Tea
Trade try a sample package. To pur-
chasers of these Teas we give a novel
and most effective method of placing
it before consumers. If our travellers
do not reach your district drop us a
card for particulars.

W. H. GILLARD & CO.,

Wholesale
Tea Agents
for Canada

HAMILTON, ONT.

James Turner & Co., . . HAMILTON . .

Splend
Prices in

Ruby Prunes Silver Prunes Silver Plums
White Nectarines Purple Nectarines
Bartlett Pears Eagle Pears
Jumbo Peaches Lima Beans Eagle Peaches
Royal Apricots Eagle Apricots
Crystal Apricots, extra fine, (in Sacks)



“MONSOON” PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,
IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE
FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCEL-
LENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,

THE CARELESS CLERK.

There are some employes in stores who, though not really dishonest, are equally dangerous to merchants.

Though they will not actually steal, still they are as criminal as the thief. The losses incurred through the carelessness of employes often escape notice, for it is a species of viciousness, the result of which is not always apparent. Yet the merchant suffers, all the same. Perhaps we are wrong in deeming this trait vicious. At worst it is but a deplorable weakness of character, often not latent, but acquired by an unwise training. For the possession of this drawback in character, people invariably have to lay the blame with those on whom their early training depended. The boy who learns his early lessons from the man who conducts his business in a slipshod or haphazard manner cannot help possessing a disregard for order in his latter years. Habits are easily acquired, but it is woefully hard to rid oneself of them especially if they are bad habits.

The clerk who is careless in even the most trivial things never will be successful. Business, like life, is a series of incidents; on the attendance to each item depends the success of the whole. The man who shirks, disregards or ignores trifles will be unsuccessful in the main, for great things are but an aggregation of little things.—Ex.

THE GROCERS' AT HOME.

The committees in charge of the preparations for the annual At Home of the Toronto Retail Grocers' Association, to be held at Webb's on Wednesday evening next, have completed their arrangements for that event, which promises to be the most brilliant and successful one yet given by the Association. The enthusiasm of the whole trade is enlisted even more than it was last year. This was to be expected, since the popularity of the At

Home has asserted itself more strongly each year. This year's At Home gets the benefit of the hard work done by former committees.

The attendance has enlarged by a substantial movement each year, and restrictions have had to be placed on the sale of the tickets in order that the trade may first be accommodated. This year the tickets have been in strong demand.

The following are the committees in charge:

Refreshment—J. G. Gibson, A. White.
Printing—R. Mills, J. G. Gibson, A. G. Booth.

Orchestra—A. E. Saunders, J. Doyle, A. Sinclair.

Talent—A. G. Booth, F. S. Roberts, A. Sinclair, D. W. Clark, R. M. Corrie, A. E. Saunders.

Treasurer—R. Mills.

To call on wholesale houses—J. G. Gibson, R. Mills.

As usual the first part of the At Home will be a concert. The following is the programme along which it will be ordered:

	C. Dimmock.
Song	"My All" ... J. Hayden Wand.
	C. A. Smiley.
Reading	Selected.
	T. A. Baker.
Song... Comic... ..	Author of Ta-ra-ra Boom-de-ay.
	H. Simpson.
Ventriloquism.	
	C. Dimmock.
Song.	"Friends" ... Fred. Lohr.
	O. A. Smiley.
Reading	Selected.
	T. A. Baker.
Song	"He Never Split the Wood."
	H. Simpson.
Ventriloquism.	

Mrs. Chas Savage—Accompanist.

This programme is short, but it is said to be diverting enough to last all night. The ball programme is as long and varied as any one could wish, and the menu is a splendid one.

All who attend the At Home may come prepared to enjoy themselves. Double tickets are \$1.75, and 60 cents is charged for extra ladies' tickets. Tickets may be purchased at the door.

THE INVENTORY.

"No, sir!" said a Minneapolis business man who is well informed on the local grocery trade, "I don't believe there are over 25 out of the 375 grocers in this city who take stock even once a year." Is it possible that this is the fact? And if the fact, isn't it surprising there are not more failures in the retail grocery trade every year than there are? No merchant knows anything as to where he stands, or what the condition of his business is if he does not make an inventory at least once a year. He may think he can tell the state of his stock to within \$50 or \$100, but if he made a complete inventory, he probably would awaken to some serious surprises.—Northwest trade.

Retail dealers in other cities than Minneapolis are inclined to shirk work which is

really necessary to the successful management of a business, and therefore we would not be surprised to hear that the annual inventory is taken by but a moderate percentage of the retail trade of the country. As regards the importance of the inventory we have spoken in earlier issues, and can consistently endorse all that our Minneapolis cotemporary says upon that head. Not only is the inventory necessary to determine the annual or semi-annual profits of a business, but the future of the dealer may depend upon its revelations. A stock may appear large and valuable, but owing to a deterioration in value through a fall in market prices or by shop-wear, it may be much less valuable than the owner supposes. It may also have run down very low on the more salable sizes or kinds, and need sorting up very badly. Yet all the while the dealer may be deluding himself with the notion that his stock represents a considerable portion of his business assets. He cannot tell until he takes stock whether he really has in his store goods which have been paid for and have not been sold. Several years ago a jobbing house in this city took an inventory at the beginning of the year, and discovered a serious discrepancy between the value of the stock on hand in the sugar department and the account of sales of the article during the previous six months. The conclusion immediately arrived at was decidedly unfavorable to the reputation for honesty of certain employees. Detectives were put at work, and in a few days stealings involving many thousands of dollars were unearthed. Truck loads of sugar for which bills had been rendered and paid, on the receiving clerk's receipts, had been shipped to the firm by the refineries, but never reached their destination. The jobbing firm finally recovered every cent of which they had been defrauded in this manner, the total amount being sufficient to pay for the trouble and expense of many annual stock takings.

Putting aside all other considerations, the mere fact that an inventory enables the merchant to take steps toward the prompt disposal of slow selling goods, which have already depreciated in value and promise to still more rapidly depreciate the longer they are kept, by revealing their perhaps unsuspected existence in the stock, should be a sufficient inducement to the dealer to take account of stock, however laborious and troublesome the work may prove. As regards the difficulty of the task, it should be remembered that only a few hours' time is required and at a season of the year when trade usually experiences a temporary lull. Take stock, by all means take stock, is our advice to all our readers.—Merchants, Review.

Ove Lange, general grocer and commission merchant, Upper Water street Halifax, has admitted Charles R. Reynolds as a partner in his business, and the firm will be known as Lange & Reynolds.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts, California Evaporated Apricots,
Sicily Filberts, Good Average Sultanas,
Tarragona Almonds, Choice Sultanas,
Cases Vostizza Currants, Loose Muscatels,
Half Cases Vostizza Currants, Imperial Cabinets,
Cases Patras Currants, Connoisseur Clusters,
Hillewee Dates, Ex. Dessert Clusters,
Eleme and Natural Figs, Royal Buckingham Clusters,
Fancy Seven Crown Figs, Arguimbans Off-Stalk and Four Crown Layer Valencias,
quality very fine.

H. P. Eckardt & Co.

Wholesale Grocers,

TORONTO.

FOOD FOR BABIES.



STERILIZED.

Pronounced by Physicians to be

**Free
From
DISEASE GERMS.**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by
AMES TURNER & CO
Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,

143, 145 Commissioners St.

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

SYRUPS -

We have a splendid Assortment at
Bottom Prices

See our Travellers or write us for Samples
and Quotations before buying

CAVERHILL, ROSE, HUGHES & CO.,

WHOLESALE
GROCERS

.. MONTREAL ..

MAY TEAS.

We have still a fairly large stock of

FIRST GROP JAPANS

And would advise our friends to buy NOW as the visible supply of these Teas
is nearly exhausted.

REGAN, WHITE & CO.,

1, 3 and 5 St. Helen St.,

MONTREAL.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

J. M. Henderson, has started a general store at Ethal, Ont.

T. Caster & Co., general storekeepers, Port Stanley, have assigned to C. B. Armstrong.

Griffin & Co., general storekeepers, Ridgetown, Ont., have assigned to John Lennox, of Hamilton.

H. A. Seed, a prominent Winnipeg fruit merchant, died on Friday in California, where he had gone for his health.

Matchett & Co., general merchants, Elora, Ont., lost all their stock in a fire which destroyed the block in which their store was.

It is calculated that Ireland sends to England every year about forty thousand tons of eggs. This means in close figures six hundred and forty million eggs.

James F. Copland, retail grocer on King street east, Toronto, is in financial difficulties. His liabilities are \$10,000 and his assets nominally \$11,000. The principal creditors are W. Ryan, Christie, Brown & Co., and Eby, Blain & Co.

A. S. Harrison's grocery and confectionery store at Norwood, Ont., was destroyed by fire last week. Mr. Harrison's stock was insured for \$1,550, and was a total loss. The exact amount of Mr. Harrison's loss is not known. The fire is supposed to have originated from a defective flue.

J. E. Hutton, Thornbury, Ont., was in the city this week making purchases for his general store. He is one of the most successful of the young men in business in northern Ontario.

The Christmas number of THE CANADIAN GROCER was a beauty and no mistake. Its handsome cover inclosed 48 pages of fine letter press and elegant illustrations; while the reading matter was fully up to the standard so long maintained. Judging from the display of advertising carried, THE GROCER is enjoying the prosperity it deserves.—Detroit Herald of Commerce.

The other morning between 5 and 6 o'clock Edward Clay, oldest son of W. P. Clay, grocer, Galt, Ont., got up and lighting the lamp for the purpose of warming a drink for the baby, he placed a tin cup on the top of the glass, which forced the flame down into the lamp. He made an effort to get down stairs to throw the lamp out of doors, but it exploded while he was on the stairs, and, being in

his night shirt, he was very severely burnt from the head down. With the assistance of his wife and brother-in-law, who stops with them, the flames were put out as soon as possible. Drs. Sylvester and Warlaw were sent for and found Mr. Clay in a very critical condition.

Now that the great banquet is over the members of the Toronto Board of Trade are beginning to talk of the approaching elections. These will take place on the 26th inst, nominations being made a week earlier. Many names are canvassed in connection with the several offices, but at present no very definite prophecies are ventured upon as to the outcome of the balloting.

The Grand Trunk railway Co. have issued a circular stating that an allowance of five cents per barrel off current winter tariff on flour will be granted millers who desire to forward flour to Montreal now, to be stored there pending the opening of navigation and export. The flour will be filled at tariff and the above-mentioned allowance made on proof of exportation. Shippers or consignees will be required to pay Montreal terminals and storage charges.

J. M. Gordon, general merchant and grain buyer, Beaverton, Ont., met with an accident a few days ago by which he lost his left arm below the elbow. While the morning train was taking water he engaged in conversation and placed his hand on the side of the car. A sudden movement of the train caused him to fall, and in the effort to recover his feet the left arm passed beneath the car wheel, being crushed into a pulp. Amputation was necessary.

The West Peterboro' Farmers' institute held a meeting in Peterboro' on Saturday. D. E. Smith, B.A., of Brampton, spoke on "Road-making," proposing changes in the present system. The meeting was unanimous in the opinion that there should be a change in road making. None desired a commissioner and about one third favored the employment of a trained engineer to superintend roads. A committee was appointed to interview the county council with a view to having the act respecting wide tires on heavy waggons imperative in that county.

The success which attended the shipment of turkeys from Canada last year resulted in preparations being made for the coming season on a wider scale. A consignment was landed at Liverpool yesterday from the S. S. City of New York of sixty tons, or about 12,000 turkeys, and they have proved to be in fine condition. An agency has been opened in London, and part of the present shipment was sent here yesterday. The remainder will be distributed over Lancashire, Yorkshire and the Midland counties. Further shipments are expected on the 18th and 21st inst.—National Provisioner.

The Minneapolis grocers had an "experience meeting" recently, after the regular order of business. Some interesting opin-

ions were given on the question, "What is the greatest evil or abuse in the grocery business?" Among other things the following were considered great evils: For a customer to order a can of oil, make the grocer go several blocks for the can and then deliver the oil; ordering a two cent postage stamp and having it charged on the pass book; customers dictating too freely, and allowing them to measure goods bought; lack of unanimity among grocers; delivering a yeast cake two miles; the pass-book system (duplicate slips of sales' accounts were recommended); too long hours, and the universal credit system.

AFTER HOLIDAY REFLECTIONS.

Now that the holidays have come and gone the trade can take time to figure out the gains and losses of the past year. There is no better time for stock taking than now, when the rush of business has slackened and stock has been reduced by the demands of the past busy season.

I believe that a great many grocers do not take a very careful account of stock at any time, because it is a long and tiresome task, and because to the man who carefully watches every detail of his business and owes no man money that he cannot easily pay, it seems a little unnecessary labor.

Those who are hanging on the outer edge do not care very much, and, perhaps don't want to know the facts too intimately.

In either case, however, the task should not be looked upon either as a burden or as an unnecessary one.

It should not be a burden, and is not unnecessary.

To begin with, nothing will show the leaks in a business, nor the accumulation of bad stock, or the fungus growth of unhealthy accounts, like a strict stock taking. It will not be denied that these things are most necessary things to look after.

There are some men who can tell from day to day just how they stand on these matters, and these men always perform as well an annual inspection. It is needless to say that

Bottles! Bottles!

Ale, Wine, and Spirit Bottles.

For Sale

By

BLAIKLOCK BROS.,

17 Common St.,
Montreal.

J. F. EBY.

HUGH BLAIN.

Our Salesmen



HAVE gone on the ROAD with the largest and best selected assortment of samples of Teas ever offered to the trade in CANADA. Do not fail to see them; they are extra value and what is as good, The Prices are Right.



EBY,
BLAIN
& CO.,

WHOLESALE GROCERS

Toronto,
Ont.

they, as a rule, get out of their business all that it will give.

But the other, and by far the greater number, do not begin to get out of theirs what they should get. How many times, for instance, do they use bad words when they find goods, salable goods, stowed away out of sight, and reported as "all out" by a clerk? Of course, the latter is blamed for this, and he, no doubt, deserves a share of the blame, but what of the proprietor, who waxes so wroth and becomes so fierce over what he should have made impossible by using proper methods?

Some time ago I heard of a grocer who had occasion to remove his place of business, and who, in moving, found boxes of soap and boxes of canned goods and other articles, which had been laid away for months and of which he knew nothing. It was told in rather a spirit of boasting that the find was a great discovery. I am sure that no sensible business man would or ought to boast of such careless methods as were here exposed.

The practice of stock-taking, however, is becoming more general as its merits are becoming more understood. Competition has become so keen that slipshod methods do not avail as they once did. Long credits are not as easily given as they were once, and in consequence of both reasons, over-

stocking is much less common than it was some years ago.

Stock-taking cannot be too highly urged upon all retailers, though it should not be necessary to urge it, because its benefits are so great and patent. Men go along easily and jauntily on their business career, taking for granted that their affairs are as they would like them to be. Some day trouble comes and they find it difficult to meet some bills. When forced to investigate, they find that by neglect in looking over stock that they have bought too much of goods which have not a ready sale. The bills that are due and pressing are for these, and they then readily see, what care would have shown them before, that by buying carelessly they had created obligations which should not have been contracted. Every dealer has been confronted with trouble; some only once, while others repeat their troubles because they never heed the lesson.

Now is the time to account to yourself for your stock.

Such grocers' stocks as I have seen during the past holiday season show a great increase in variety over those of former years. More and more of the trade are out in the hunt for all the trade of their own customers that they can get. The belief has gained ground that the great staples can take care of themselves, and more attention has been given to fancy goods than ever before.

Still, to me, it seems that a great discretion must be exercised in selecting the variety which goes to make up the new lines of

goods. Many grocers tell the tale that their customers do not buy and will not appreciate most of the fancy goods, because of the fancy prices which are attached to them. It is a mistake to suppose that the grocers themselves get any fair part of the fancy price, because the goods cost them so much that to sell them at all they must be satisfied with less than an average profit. This statement will be verified, I think, by the statement of any grocer having experience in this line of goods. The fact is that the packers of goods in glass and some other packages should be satisfied with a smaller profit than they at present demand, before there can be any great extension of the sale of their goods. Now they apparently cater to that fortunate, but extremely limited, class of consumers who have no care at all as to price.

The fact is that grocers are reaching out to get some of the money which their patrons reserve from November payments to use for Christmas purchases. They are moving in the right direction, and I believe have met with the ready co-operation of their customers. To instance this, I will state that I can name a grocer who put candy in his stock for the Christmas trade and who sold nearly a ton by the pound! He told me that he made more money on this sale than he had on sugar for the past five years, and I can easily believe him.

This, therefore, is an article that every grocer should have in stock; should instruct his clerks to talk up.

I hear of a grocer in a large city west of Albany, who, amongst other rules, forbids any clerk to urge sugar on any one under penalty of discharge. Wise man?—Harlem in National Grocer.



E. T. Co.

*If you
do not know
what the above
stands for
you are not
posted.*

*Send for Price List or
Sample Caddies.*

**EMPIRE
TOBACCO
CO.**
MONTREAL.

DRY GOODS.

There are times when the wholesale houses relapse into almost hibernating quietness. The past week has seen very few buyers in the city, and the consequence is that trade seems very quiet. Nevertheless, one is soon undeceived, when the shipping department is visited. Large quantities of goods are going out, and larger quantities are coming in. Cases, large and small, are tumbled in and out, showing that in time of peace dry goods men prepare for war.

Letter orders are fairly numerous, and travellers' orders are coming in slowly, but as large as could be expected.

The weather has been very favorable to retailers during the past three weeks. All over Ontario, and, in fact, throughout the whole of Canada, the weather has been fairly severe, accompanied by a small amount of snow, but still sufficient to afford good sleighing. This has quickened the movement of grain and produce, and also the movement of heavy winter goods. When the retailers unload their winter goods well they are always in better spirits for spring buying, and many dealers will not buy spring goods till the middle of January.

Alexander & Anderson are in receipt of their shipments of spring prints in domestic and imported. They claim that the variety shown is fully up to that shown by the average dry goods house, and includes the newest designs on the market. Domestic and imported flannel-ettes are coming to hand, and the range shown at present is very extensive.

Gordon, Mackay & Co., have secured one thousand pieces of combination suitings. These plaid goods are much used by ladies for dresses, morning wrappers, skirts, etc., and are rapidly becoming popular. They are selling these goods at 2 1-4 cents less than the regular price. This of course is due to the large quantity taken by the house, the entire stock of the manufacturer having been secured. The patterns are twenty in number, and were never shown before this season. In their furnishing department their "Crest" brand of white dress shirts is always kept in full stock. This line is becoming celebrated with the trade for style, fit and wear, and is carried in all prices. In parasols their stock is now complete in all lines. The feature of this stock is a choice assortment of handles in natural, ebony, celluloid, sterling silver mounted, and other lines. The prevailing color in fancy parasols is cardinal.

Caldecott, Burton & Spence are busily engaged cutting their spring dress tweeds. The demand for these domestic goods has been quite equal to former seasons. These goods will probably hold for another season. They are moving out their spring lines of hosiery, underwear and topshirts. Staples are in good active demand in the house at present. Prints, flannelettes, shirtings, cottonades, dress linings, gingham, and teazel cloths are moving lively.

W. R. Brock & Co. are showing a long range of art muslins, for curtains and draperies, in all the leading colorings and designs. These goods can be retailed all the way from 7 to 25 cents a yard. The prices are low, although repeats can only be secured at an advanced price, due to the higher price of raw cotton. A shipment of frillings, vellings and complexion nets in the newest shades has

just been passed into stock. A case of infants' bibs has just been opened up. These goods are new in design and pattern. Two special lines of unaudried shirts that can be retailed at 50 and 75 cents are being offered. Extraordinary circumstances allowed the purchase of these lines at a price which makes them it is claimed, better value than has ever been shown before. Their sale is very rapid in lots of ten to twenty-five dozen.

John Macdonald & Co., have just received a large shipment of mottled carpets. This line was bought at a special low price, and will be sold to the retail trade at 20 cents per yard, which is considerably lower than any carpet hitherto offered. Moreover, American quotations on this line of carpet show an advance this week of 2 1-2 cents per yard, and it is hardly likely that the line will be duplicated. In their linen department they are doing a huge trade in gingham, napkins, towellings, hessians, etc. The strong demand for these goods has necessitated the forwarding of repeat orders. In the haberdashery department they have just opened a shipment of seam bindings, bone casings, satin ottomans and linen beltings. These are new goods in this market, and can be obtained from this house only. Seven cases of Austrian pearl buttons have been opened up. All sizes are kept in a bewildering variety of design. They have now in stock a full line of their celebrated "Sphinx" linen thread, manufactured by Wm. Barbour & Sons, Lisbon Island, Ireland. In belts they are showing a long range of new styles for spring in fancies, selfs, and club colors. The widths are from 2 to 3 inches, the 2 1-2 and 3 inch widths being in favor.

John Macdonald & Co. are showing a new line of 20 inch tartan surah in tartans Macdonald, clan Alpine, Ferguson, McLaughlin, Mackinnon, Robertson, Macfarlane, Royal Stewart, Campbell, Breadalbane, Macintosh, and the Victoria. These are the newest thing in the silk market to-day, and ladies are using them for blouses and dress trimmings. The effect is very handsome. They have also received a shipment of Swiss muslin and cambric embroideries and insertions; widths run from one-half to 40 inches. They are being sold at special job prices. A new range of 14-inch complexion nets is also to hand; these are popular goods at present. There is a big demand for satin checked apron muslins, and this house carries a large stock. They are shown in checks from the pin check to the largest sized basket plaid.

J. McCabe, grocer, Elora, Ont., lost his stock in a fire which destroyed the building in which he carried on business. His stock was insured.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

DRESSED POULTRY

We are now booking orders for shipment on or about December the fourth next, to points in British Columbia, delivery in time for Xmas trade. Poultry will be thoroughly frozen and packed in either close or open cases, weighing two hundred pounds each. We offer special prices on large lots.

PARSONS PRODUCE CO.,
WINNIPEG, - - MANITOBA.

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tullymet Distillery, Perth, N. B.
PERIN ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

Also at
Liverpool and Glasgow. **Manchester, England.**

Are prepared to receive Consignments of Eggs, Bacon, Hams, etc. Having been established more than 40 years, they are in connection with all the best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried and Evaporated Apples, Beans, Peas, &c., or will take orders for packers and others.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commission. Agents for all lines of Canned Corned Beef. Egg Carriers supplied.

Butter is scarce and in good demand, at 18 to 21c.: Eggs are 22 to 24c. for fresh, and 16c. for lined; There is still a good demand for Poultry, Chickens 40 to 60c., Ducks 50 to 90c., Geese 8 to 10c., Turkeys 10 to 12c.: Green Apples very dull, at 1.00 to \$2.00 per bbl.; Dried Apples 4½ to 5c.; Honey plentiful at 8 to 9c.; Potatoes 85c.

Consignments of above
Solicited

J. Y. Young & Co.

Strictly
Commissions **74 FRONT ST., EAST**
.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

—SUCCESSORS TO—

JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Breakfast Bacon, New Special Rolls, Beef Hams, Long Clear Bacon, Butter, Cheese, Lard, Eggs, Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and domestic fruits, fish, poultry, etc.

SPECIALTIES:

Oysters, Oyster Carriers, Smoked, Salt and Fresh Fish. Consignments and Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots, stock fine, also Messina Lemons. Will fill all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned Oysters, Haddies—Portland and St. Johns, Fancy Bloaters and all kinds Fresh Fish, New Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Business.

The Best Grocers Make
a point of Keeping it always in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 12, 1893.
GROCERIES.

The wholesale trade report 1893 to have made a good beginning. They never look for much business during the first fortnight in January. The last two weeks have been no dazzling exception to this rule, but they have clearly been better than the corresponding period of last year. The hard weather and fine fall of snow improved the roads and gave an earlier movement to farmers' deliveries of grain and started business somewhat in the country. The advance in sugar had a similar, though less appreciable effect; there was a limited movement on the part of city retailers to anticipate any further advance. The wholesale houses have completed their stock-taking but have not yet made out the results. This they do know, that they begin the year with stocks light in everything that is likely to be in current demand. They are all quite or comparatively low in sugar, Valencia raisins, currants, tea. In all these, the market is in such a shape that wholesalers would for the most part prefer to be well-stocked. Another general point relative to stock-taking is the expectation that last year's net results will be rather low. Price-cutting played havoc with profits up to the month of September. From that forward till the end of the year there was a rather less aggressive competition carried on and some money was made.

COFFEE.

The market is still very firm. The price of Brazil coffee has hardened since last report. A local house that had bought an invoice last week tried to duplicate it this week, but was unable to do so unless at an advance of $\frac{1}{4}$ c. The price of Rio coffee is firm from 20c. upwards. In Java coffee the market is likewise very firm at a recent advance. The price is firm 28c. upwards, but very finest Old Government Java would now cost the importer 40c.

DRIED FRUIT.

There is some life still left in the dried fruit trade. The stock of Valencia off-stalk raisins is very light, some houses being bare of supplies. The lowest quotation for good fruit is $5\frac{1}{4}$ c. Prices on a lower basis relate to a much lower rate of quality than that usually acceptable to consumers. Valencia layers in very small compass, and the demand does not revive since Christmas. The price is 7c. upwards. Of blue fruit there is enough left for the holders to compensate themselves for

the cutting they did before the close of the old year's trade. On the remnant of the better classes of this fruit there is a firmer feeling, but London layers do not quote materially higher, \$2.25 to \$2.60 being the range. Currants are not in strong request, but as they are not plentiful the price is unchanged, being firmer indeed in some lines. There is a line heard of that can be got below $6\frac{3}{4}$ c., but the bulk of the trade hold that figure as their inside price. Barrels are quoted by some holders at 6c. Good Patras currants are quite scarce. A considerable quantity of stock, sold some time ago to arrive this month, is now on the way, and it may affect present prices. There are scarcely any cases to be had on the street. Cases are 6d. higher in Patras. Prunes are considered very good stock now, being in small volume and in very fair demand. U's are $7\frac{1}{2}$ c., B's $8\frac{1}{2}$ c. Fancy figs are about cleared out. Bags are $4\frac{1}{2}$ to $5\frac{1}{2}$ c. Walnuts, which usually are easy at this time of year, are very firmly quoted by shippers. This market is doing little in nuts of any kind. The range for walnuts is 10 to 15c. according to quality.

RICE AND SPICES.

The market for rice is steady and unchanged. The price is $4\frac{3}{4}$ c. upwards. Spices have not undergone any marked change. In cloves and pepper an increased firmness is noted, both coming a little higher to buyers in the foreign market. Cloves are now quoted at 15 to 20c. The firmness is attributed to speculative efforts in London to corner the market. Black pepper is 12 to 15c.

SUGAR.

A problem on which there are a good many heads now engaged is the future price of sugar. The present state of the market warrants the view that the price will not be lower before March. The statistical position appears to support the theory that there will be a further advance. There does not appear to be a sufficiently strong and widespread conviction that this latter view is correct to lead to any heavy buying movement on the part of either wholesalers or retailers. The wholesalers would have bought liberally before the advance if they could have got future delivery, but their offers since the advance are not said to be very numerous. Speculation in sugar has never brought much money to any house that has tried it. Either the market takes a reverse, or the necessity or policy of making a cut have usually caused such ventures to turn out disappointing. There is therefore not so much keenness to take risks this year as there was last. Granulated is steady at $4\frac{3}{4}$ c., and yellow quotes from $3\frac{3}{4}$ c. Sugar stocks are light in wholesale hands, and that circumstance will impel buying.

Willett & Gray, New York, in their Statistical say of sugar: The week—Raws and refined unchanged. Net cash quotations: Muscovados, 3c; centrifugals, 37-16c; granulated, 46c. Total stock in all the principal countries by latest uneven dates is 1,220,039 tons, against 1,046,863 tons at the same uneven dates last year: Havana and Mantanzas stock 3,000 tons, against 20,000 tons last year. Raws—This has been rather a holiday week, and transactions in the local markets have been quite insignificant, but a considerable business is reported from Cuba, including 70,000 bags centrifugals, at rather above the parity of our local quotations, which are unchanged from last week. The tendency of the opening year is in favor of sellers although liberal offerings from the

new Cuba crop are commencing to be made, which may check the tendency to an advance.

Refined—After a quiet ending of the old year, buyers appear disposed to take on larger stocks for the new year's business, and an active and strong market is to be noted with the opening year. Prices, however, remain unchanged for the week, except for grades of softs, and there are no indications of any general change for the present. Quotations will no doubt follow the course of the raw markets quite closely this year, and many circumstances are likely to occur to influence the market.

SYRUPS AND MOLASSES.

Syrups are selling quietly at from $1\frac{3}{4}$ to 3c. New Orleans molasses is quoted 30 to 50c. according to quality. West Indian is 30 to 35c.

TEAS.

Purchasers are not coming forward so freely with their orders as might be expected, the low rate of retail stocks and the scarcity of the best selling grades being considered. A lively movement is one of the early certainties, however. The wholesalers are now giving attention to stocks, and tasting is now very generally observable in the sample rooms. Japans quote from 15c. up, Congous from 14c., Young Hysons from 18c., Indian and Ceylon from 14c.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Davidson & Hay now control the sale of T. D. Millar's Paragon cheese.

Clemes Bros. have received a carload of cocoanuts direct from Jamaica.

Labrador herring and fish of all kinds are now stocked by T. Kinnear & Co.

Warren Bros. & Boomer have received a shipment of fine Rio coffee, ex s. s. Capua.

Sloan & Crowther are offering some special bargains in gallon tomatoes, packed in cases of 6 tins each.

The perusal of W. H. Gillard & Co's. advertisement should interest merchants who desire to extend their tea trade.

Clemes Bros., have received a consignment of maple syrup, just in from the Eastern townships, that they claim to be extra fine. It comes in ten lbs. tins.

T. Kinnear & Co. are offering case prunes, first-class in quality, at reasonable prices. They have also some old prunes in hogsheads that they can sell at $4\frac{3}{4}$ to 5c.

Merchants should write W. H. Gillard & Co., Hamilton, for particulars of their advertised Standard Teas. An increased sale or better profits is invariably the result to buyers.

Davidson & Hay have a large stock of James Morand's Valencia raisins on hand. The firm claim that this fruit is second to none, and they are prepared to quote prices on a basis favorable to buyers.

Perkins, Ince & Co. are advised by their Rotterdam correspondents that Java coffee suitable for the Canadian trade is very

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP



The Standard
of Excellence!
Always Reliable.

Never Vary.

If your wholesale
grocer does not
keep "Kent" Bot-
tled Pickles, write
direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that UNSCRUPULOUS
packers have adopted it. To prevent the
public from being imposed on we have in
addition lithographed the word "BOULTER"
across the face of each label in a distinctive
color. Look out for the word "BOULTER"
if you want first class "canned goods."

Bay of Quinte

Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,

PROPRIETORS,

PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET
QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to BUY THE BEST

Goods. Fresh Fruits and Vegetables can
be had every day, by using the Lakeport
Preserving Co's Canned Goods. All goods
guaranteed. Try them once and you will
use no other.

Lakeport Preserving Co.,

Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
BEAVER BRAND
PICKLES
INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTLE & CO.,

Vinegar Manufacturers,

TORONTO.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the
largest Maple product territory in the world. We offer to the trade,
all Maple products of the finest quality, in quantities and packages
suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,

Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



BUYERS!

OUR interests are identi-
cal. It has paid us to pack
a superior quality of Canned
Goods. It will pay you to
sell them. Our sales for
1892 have doubled 1891.

You may double yours by securing now, while the
price is right and stock fresh and complete, a full
assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES: Delhi, Ont., and Niagara on the Lake.



MARKETS.—Continued

scarce. Yellows in small parcels he reports as changing hands at a price equal to 40c.

Eby, Blain & Co. are offering fine freshwater herrings, heads off or on, in kegs. As only a limited quantity of these fish are put up this season, intending buyers should avail themselves of this opportunity to purchase.

Very fine and delicious California Loose Muscatel raisins in bags and barrels are being offered by Eby, Blain & Co. This fruit is very fine, and is particularly delicious as cooking raisins. The price is low and consequently they are free sellers.

The clam, unlike the oyster, is not only a delicious article of food, but its juice or broth is said to possess wonderful medicinal properties, cures dyspepsia and all forms of disordered stomach. Burnham's Clam Bouillon is an outgrowth of this discovery. A food that tickles your palate and fits your stomach well is certainly something to be desired.

Yesterday the American ship Cora, commanded by captain Ray, was cleared for New York by Harrall & Elmer with a cargo of 5,300 bbls. of molasses and 1,131 bbls. of rice. The cargo was consigned to N. W. Taussig & Co., of New York, and the shipment of molasses was said to be the largest single shipment to leave New Orleans.—New Orleans Picayune.

The Sanitary Soap is a new line that the Pure Gold Mfg. Co. are putting on the market. It is likely to be received with a strong demand, as such a line is in much stronger request since health precautions and health inspection have been given such an impetus by the cholera and by the fear that it may reach this continent this year.

J. A. Hawkesworth furnishes the following Valencia raisin statement, crop 1892: Stock on hand November 30, 100,000 boxes; received during December, 123,000 boxes; stock on hand December 31, 110,000 boxes; distribution during December, 113,000 boxes. Valencia raisins on the way, by steamer direct, 20,000 boxes.

Messrs. E. Lazenby and Son, the well-known pickle manufacturers of London, on Saturday week held their sixth annual dinner in the Whitehall Rooms of the Hotel Metropolitan. In accordance with the custom of the firm all the representatives and staff were invited, and an exceedingly pleasant time was spent. Mr. W. Lazenby occupied the chair, and Mr. C. Lazenby the vice-chair—Manchester Grocers' Review.

A trial shipment of a few carloads of canned vegetables is now on its way to England from this market. If the experiment proves a success this line of export trade will undoubtedly be followed up. The circumstances are favorable to success. The cost of the goods is low in this country and comparatively high in the United States. Hence the competition of the United States pack will not be so hard to face in the Eng-

lish market as it would be if these conditions were the reverse of what they are. Any considerable relief through an export outlet would improve domestic prices.

A decision was rendered on December 28th by Judge Carpenter of the U. S. Circuit Court, district of Mass., in the case of O. & W. Thum v. John A. Andrews & Co., in favor of the complainants. This has been a long drawn out and hotly contested suit, every point involved was fully discussed and considered, and in every point were the complainants sustained. The decision firmly establishes O. & W. Thum Co's rights to the sealing border and other features of their Tanglefoot Sticky Fly paper. The success of Tanglefoot is the result of much time, labor, and money spent in perfecting and introducing it, and the O. & W. Thum Co. naturally feel that they are entitled to the benefits of their patents. The decision of this suit is of special importance and interest, as it will enable them to suppress several other close imitations of Tanglefoot and infringements of their patents.

PETROLEUM.

The market is featureless, with the basis continuing at 14 to 14½c., the price of Canadian refined.

BUTTER AND CHEESE.

The play of butter prices from day to day is within a small limit. The deliveries of one day may be better than another and a temporary but trifling relaxation is noticeable, but there is never a greater drop than a cent, seldom that, and prices always recover, because the demand is keen and constant, whereas the supply is on the short side and operates rather fitfully. Good dairy tub butter is in request, the capacity of the demand being much above the resources of the supply. In default of offerings of butter of this description, buyers have of course to take something else, and the market for lower grades of tub butter is therefore likewise supported by a good demand. So that all dairy tub is good property, and is scarce. Choice is quoted at 15 to 20c., lower grades are 15c. up, and are readily taken by bakers when they get to the minimum point of value. Large rolls are not over-plentiful either. Good roll butter is worth 17c. Indifferent stock is worth 14c., with the range between these prices scaled for variations in intermediate quality.

Cheese is very firm at 11 to 11½c. for fall makes. Earlier makes are 10½ to 11c.

COUNTRY PRODUCE.

BEANS—The price of No. 1 hand-picked stock is \$1.35. There is some common stock held at \$1.15.

DRIED APPLES—Buyers are open to take all that come at 4¾c., but higher prices are hard to get.

EVAPORATED APPLES—Some purchases have been made of round lots at 7¾c. outside; 7¼c. has also been paid outside. Jobbing parcels are 7½c.

EGGS—Fresh eggs are now quite a rarity and are worth 25c. There is no need to couple the condition "in small lots," because large lots are not to be had at all. Cold stock are worth 18 to 19c., and limed eggs are 16 to 16½c.

HONEY—Extracted honey is 7 to 10c. and is finding little sale. Comb honey is 13 to 16c.

HOPS—The price at which the little business that is done is 18 to 20c. for 1890 stock. Choice hops of the former year's crop are 15 to 16c.

ONIONS—In this cold weather there is scarcely any trade in onions, which remain at \$2.50.

POTATOES—Cars are taken at 75c., but sellers are few. The cold weather gives a check to business. Out of store lots are 85 to 90c.

DRESSED POULTRY—The offerings have fallen away very much. Chickens are 35 to 50c. per pair, ducks 60 to 80c. per pair, geese 7c. per lb., turkeys 10½c. per lb.

HOGS AND PROVISIONS.

The market for dressed hogs, though it had reached an almost unprecedented point last week, did not stop there. Packers take all suitable offerings at \$8.25, and this price has been paid both for spot stock and to arrive. Higher prices are also spoken of, and some purchases are reported to have been made at an advance on \$8.25. The packers are not all so fastidious as they used to be in the matter of select weights. Hogs are now so scarce that the heavy weights and light

(Continued on page 22.)

CANNED GOODS.

TORONTO.

The market for canned goods continues to be favorable to buyers. The prices realized may not go so low down as they did. 82½c. being now the inside price, but this rather means that the lowest grade goods do not sell well and so are not freely offered by the jobbers. The range is from 82½c. to \$1. Packers do not give the market a chance to turn in their favor, their efforts to sell having a steadily depressing effect. Their goods are going rapidly into consumption, but the responsibility of carrying them is put on the producers, neither jobbers nor retailers being anxious to assume any share of the risk. The low price and the now established place of canned goods among the foods of the country cause the consumption to be very large, but the traders only stock themselves in a hand-to-mouth way. Salmon is quiet from \$1.45. All other descriptions of canned goods are at a standstill. A few cars of vegetables have been forwarded for sale on the English market, but nothing can be said yet of the result of the trial.

MONTREAL.

The movement in canned goods is small and the market without feature. What little business there is, is at very small margins.

FIGS

Choice Natural
in bags
about 55 lbs.

4¼c.

10 lb. boxes
Choice Eleme
4 Row

10½c.

.. CLEMES BROS ..

Phone. 1766

TORONTO

TORONTO, - - Dec. 30, '92.

WE—**PAYING**—ARE**4³/₄** C.FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.WE **BUYING** ARE
NEW
- **DRIED APPLES** -ADDRESS
STANWAY & BAYLEY,
42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE--Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.**SIGHT DRAFT**--Or local pay-orders honoured, 10 days after shipment made.**QUALITY**--Bright, dry, and sound, new-crop stock.**DANIEL G. TRENCH & Co.,**
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.**THEY ARE RIGHT.**

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers.

Our Factory New Throughout.

The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.**Todhunter, Mitchell & Co.,**

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.**GRIMBLE'S** English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.**GILLARD'S Specialties**

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.**"JERSEY BRAND" CONDENSED MILK.**It is guaranteed Pure and Unskimmed,
An excellent food for Infants.We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

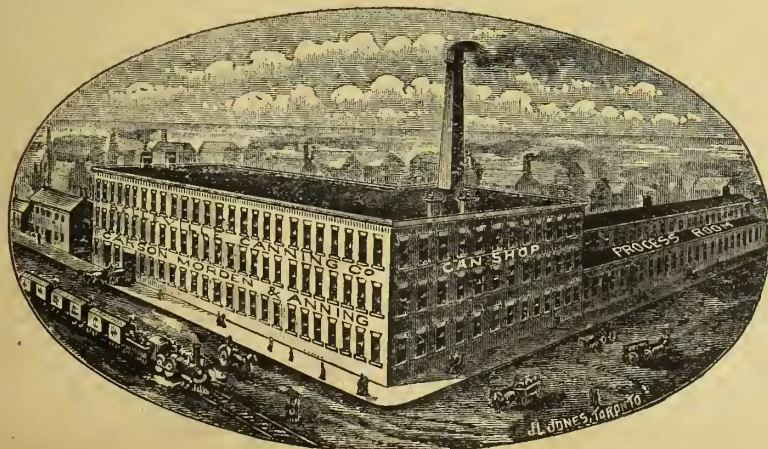
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and cleanliness, and as we are on the market to stay we will only put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



MARKETS—Continued

weights are not all allowed to go to the butchers. Products are remarkably firm at advanced figures.

BACON—Long clear 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—Are 13c.

LARD—Pure Canadian is 11½c. in tubs, and 12c. in pails. Compound is 10 to 10½c.

BARREL PORK—U. S. heavy mess is \$20 to \$21. Canadian short cut is \$21.50 to \$22.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mut-ton 6½ to 7c., lamb 7c. to 8½c.

GREEN FRUIT.

Cold weather makes trade in green fruit rather slow. The market is sufficiently stocked for all requirements. Boxes of Jamaica oranges are \$2.75 to \$3. There are no barrels. Floridas are \$3 to \$3.50. Tangerines are \$2.75, Mandarines \$3.25. Valencias are \$4.25 to \$4.50. Grape fruit is \$4.50 per hundred. Lemons are \$2.75 to \$3.50 as to quality. Bananas are \$1.50 to \$2 and are scarce. Malaga grapes are about done at \$7 to \$8. Cranberries are \$10 per barrel. North Shore stock is 75 to 90c. per basket. Pineapples are 20 to 30c. Cocoa-nuts are 5½ to 6c. Apples are \$1.50 to \$2.50.

FISH AND OYSTERS.

Whitefish and salmon trout are unchanged and quiet at 7c., while 7½c. is the price of Manitoba white fish specially. Lake herring are scarce at \$2 to \$2.50. Sea herring is 5c., steak cod is 6½ to 7c., market cod 4½c. skinned and boned codfish, 6½c., Labrador herring \$6, shore herring \$5 to \$5.50, Digby herring 11 to 12½c., boneless fish is 4c., boneless cod 7 to 8c., oysters \$1.25.

MONTREAL MARKETS.

MONTREAL, Jan. 12, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

There has been more spirit shown by the grocery market during the week, which is due to various causes. The principal cause is the manifest anxiety about supplies of leading staples, such as tea and sugar, which has led to a rather active movement of both from first hands. Jobbers have been holding off all along on these in the hope of better terms, but it has not done them any good, in fact, the reverse, for the chances were that they could have booked orders for supplies at better terms before the holidays than they can now, as the natural conditions at primary markets and the statistical position favors higher prices if anything. In consequence of this, both sugar and tea are firmly held and the indications point to higher prices if anything. The advance in sugar of an ¼c. has quickened the demand for the staple and both refiners and jobbers report a freer demand, while the raw product continues to show a remarkably firm front. Teas and coffees have experienced considerable activity and the latter is remarkably firm, with a stiffening tendency in values. Chicory is also scarce and wanted.

Syrups and molasses have been quiet but firm, especially the latter, stocks of which in Montreal are placed at one half what they were at the same time last year. Holders manifest considerable independence, therefore, and talk higher prices. With regard to payments, traders' generally anticipate slow returns during and just after the holidays, and this is the case at present.

SUGARS.

There is a very fair trade passing in refined sugars, the demand being of a general character plainly evidencing that stocks in grocers hands are small. The advance of an ¼c. by the refiners has not checked the demand and there is talk of another raise in consequence of the remarkably firm position of the raw sugar market. We quote refiners prices as follows: Granulated 4½c. and yellows 3½ to 4c.

SYRUPS.

There is not much doing in syrups but the market holds steady at 1¾ to 2¼c. A small movement is reported in Barbadoes molasses at 32½c. in round lots. This price however could not be repeated now for jobbers are asking 34 to 35c.

TEAS.

There has been a fair trade doing in teas, as buyers are evidently beginning to understand that holding off for lower prices is not going to bring them about. There is considerable enquiry for cheap Japans, prices of which are moving upward. Good to medium and fine grades also have shown a freer movement, some 1000 packages in all having been moved during the week.

COFFEES.

There has been more enquiry for coffee, not from actual consumers but from jobbers, who, in this as in other lines, show more anxiety about securing stock for future wants, and we note some sales of good round lots in consequence. Mocha has left first hands at 25c. in round lots, while Jamaica has changed hands at 18½c. for ordinary grades. There is no really fine stock to be had, but bids for 20c. have been received. Asking prices in round lots of other kinds are Maracaibo, 22 to 23c.; Rio, 20 to 21c.; Java, 26½ to 29c., and Mocha, 27 to 30c.

SPICES.

Despite advices from New York citing weakness, spices are firm here, and although we note no sales it would certainly take 7½c. to move a round lot of black pepper. There is no change in cloves or nutmegs.

RICE.

The rice market does not show any change, business being quiet and quotations unchanged at the following standard \$3.85; choice \$4.25; higher grades \$5 to \$7.

DRIED FRUIT.

Dried fruit has not furnished any special activity during the week, but despite the free offerings of cheap stock really prime fruit cannot be had under 5c. net cash in round lots, but no sales of importance have transpired during the week. A lot of good ordinary seconds have come forward during the week and is offered on the market at 4½c., thirty days, in round lots. As to the cheap poor stock it is very difficult to quote for it is simply selling for what holders can get and that is not much but it is more than likely that a bid of 4c. would be readily accepted by some holders. Valencia layers are firm at 6 to 6¼c. in round lots. There is no perceptible change in currants which

are quoted steady at 5¼ to 5¾c. in straight round wholesale lots. For jobbing quantities with the exception of the inferior Valencia stock a buyer would have to pay a proportionate advance on the above figures.

NUTS.

Business in nuts is quiet and prices are unchanged. We quote the following:—Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbotts 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

Business is quiet in oranges the usual lull after the holiday rush. In small jobbing quantities we quote Fancy Floridas \$3.25 to \$3.50 Valencias \$4.00 to \$4.25 Messinas \$2.50 to \$2.75 Jamaica in barrels \$5 to \$6.

There is even a small demand for lemons and we quote Missinas \$2.00 to \$3.50 according to goods.

Grapes are quiet and unchanged as follows Almeria in kegs \$7 to \$8 Concords 3½c. to 4c.

There is a fair demand for dates at 5½ to 6c. in boxes.

FISH.

The demand for fish is good and dealers report an unusually active business. Sales to arrive of No. 1 Halifax green cod have been made at \$5.75, while spot transactions have transpired at \$5.50. We quote:—Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$5.50; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$5.25 to \$5.50 per brl.; C.B. and N. S. herring, \$5.25 per brl.; tommy cods, \$2 to \$2.25 per brl.; fresh herring, \$1.85 per hundred.

APPLES.

There is no material change in apples but stocks are ample and with a rather dull market, holders in the West are offering at lower prices. Car lots of good winter varieties can be had at \$2.25.

POTATOES.

Supplies of potatoes are decreasing here and the feeling is firmer in consequence. Car lots of good to choice having been placed with buyers here during the week at 90 to 95c., which is an advance of 10c.

HOPS.

The hop market is quiet and good Eastern Townships, 1892 stock, has been offered here at 18 to 19c., a round lot fetching 18½c. the other day. Yearlings are slow of sale at 14 to 16c. and old stock very dull at 5 to 9c.

HONEY.

There is no change in honey, combs selling at 13 to 14c. for choice, with 9 to 11c. for darker stock as to quality. Extracted is quoted at 6½ to 8c.

BEANS.

The market is steady, with sales of choice hand packed at \$1.35 to \$1.40 per bushel, and \$1.15 to \$1.20 for ordinary.

ASHES.

The movement in ashes is slow and the market dull and featureless. We quote first pots \$4.25, seconds \$3.50 to \$3.55, first pearls \$5.15 to \$5.20.

DRESSED POULTRY

There has been a fair demand for fine dry picked turkeys at 11½ to 12c. per lb. and common stock 10 to 10½c. in lots and good dry picked chickens command 8½ to 9c., geese 8 to 8½c. and ducks 9 to 10c. in lots.

DRESSED HOGS.

The market is somewhat excited and higher purchases by Montreal buyers hav-

FLOUR AND FEED.

TORONTO.

The improvement in the wheat market has caused a movement among millers to secure a higher range of values for flour, millers claiming that the price of raw material is too high for them to continue selling at former prices. Both bran and shorts are firmer.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.40; Manitoba strong bakers' \$3.75 to \$4.90; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.30; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED.—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 29 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$6.

MONTREAL.

There has been some improvement to flour during the week, an export demand being to note, while the local call is widening to larger dimensions. Winter wheat \$4.25 to \$4.50; spring patent, \$4.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.65 to 2.90; city strong bakers' \$4.10 to 0.00; strong bakers \$4.00 to \$4.10.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED.—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED.—BY NOV. 1ST—ENERGETIC, experienced salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Box 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED.—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

SITUATION WANTED.

WANTED SITUATION.—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company (Limited.) REGINA, ASSA.

Manufacturers of all kinds of
**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embro Oatmeal Mills

D. R. ROSS, - - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal, Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

**N. WENGER & BROS.,
AYTON, ONT.**

-- MILLERS --
(Hungarian Process)

**BRANDS:
KLEBER, MAY BLOSSOM.**

**AGENTS:
J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.**

W. W. SUTHERLAND.



MONTREAL Markets Continued.

ing been made in the west at \$8.20 to \$8.25 laid down here and we now quote \$8.25 to \$8.35 per 100 lbs.

PROVISIONS.

In sympathy with the excitement in the west we have a much firmer provision market to note and domestic pork is higher than a week ago. Lard also is higher than it was while the feeling in smoked meats is firm. We quote as follows: Canadian short cut, per brl. \$19 to \$20; Mess pork, Western, new, per brl \$19 to \$20.00; Hams, city cured, per brl. 11 to 12c.; Lard, Canadian, in pails 10½ to 10½c.; Bacon, per lb., 11½ to 12c.; Lard, com, refined, per lb., 9 to 9½c.

EGGS.

There is a good local demand for eggs and prices are firm. We quote: Fresh boiling, 24 to 25c.; held fresh, 19 to 20c.; local limed, 17 to 18c.; and Western limed, 14 to 15c.

BUTTER AND CHEESE.

There has been a rather freer movement in creamery butter on export account since our last and holders feel somewhat better than they did, but prices are unchanged. Choice dairy stock is scarce, and there is very little Western stock offering here. Creamery, 22 to 23c.; Townships 20 to 22c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese has been more active also, some 8,000 boxes having been moved during the week at 10¾ to 11½c. Stocks here are very small, and holders are disposed to ask higher prices if anything.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Jan. 12, 1893.

GROCERIES.—The past week has been like all after a storm, but indications point to more active market in most lines. Refiners and wholesalers are talking higher prices for sugar. The flour market has taken an upward turn. Beeves fall in line, and to say nothing about lard and pork, which is almost out of sight and still keep smoving upward. If money were a little more plentiful it would look like a regular old fashioned boom.

MOLASSES.—The talk during the fall that molasses was a short crop has proved a fizzle, as prices are lower to day than for some time with a very limited demand.

DRIED FRUITS.—Higher prices are talked of for off-stock of Valencia layer raisins present prices are 5½ to 6c and 6½ to 7c. Prunes 8c. Dates 4½ to 5c. London layers \$2.25 to \$2.40.

FISH.—The market is dull and not much prospect for improvement. Large cod are quoted \$4.50 to \$5, medium cod \$3.75 to \$4; pollock \$2.15 to \$2.35. Pickled herring, Shelbourn, \$4 to \$4.25 per bbl.; half bbls., \$2.50 to \$2.75; shad, \$5 to \$5.50 for half bbls.; mackerel, half bbls., \$4.50 to \$5; smoked herring, 7 to 9c.; finnan haddies, 6c. Frozen cod and pollock, 2¼ to 3½c.

THREE KINDS OF CUSTOMERS.

Every retail merchant knows that in trade there are three kinds of customers to deal with—first, the one who knows just what she wants; the second, the one who thinks she knows, and the third does not pretend to know. The first is generally posted on styles, fashions, weave, finish and colorings of the goods desired—in a word knows what she wants and where to obtain it. This class is easily waited upon, and gives the merchant or salesforce but little trouble. The second, who thinks she knows what she wants and does not, is the one who is the most difficult to sell and please. She requires special attention, the exercise of patience and good judgement on the part of the salesforce. The good salesman understands this, and brings the power of his knowledge of human nature to the fore to satisfy and to please. This is where the skill and tact of the good salesman comes in. The third is the unpretentious customer who depends upon the experience, taste, judgment and knowledge of the merchant and his salesforce rather than her own. She is frank enough to tell you that her knowledge of goods is limited and that she does not get out much. She depends upon you to be suited. This affords the salesman the opportunity to sell the late styles or unsaleable stock in many instances. If he treats the customer fairly he tells what are good sellers, what are not selling well, what are the latest styles and the most serviceable goods. The cunning salesman often overreaches the mark by attempting to sell an unsaleable article to such a customer. This is a mistake, and one that will react against the merchant. Never deceive. If an article is out of style say so; tell the truth and you will sell more goods, and satisfy your customers, as well as yourself.—Chronicle.

SYSTEM IN THE STORE.

A late issue of the Ohio Merchant contains the following relative to system in the store:

"Webster defines system as 'an assemblage of things adjusted into a regular whole; or a whole plan or scheme consisting of a chain of mutual dependencies,' etc.

"The principle of system, in common with all principles of action, is found in the operations of nature. The man, therefore, who lacks 'system' is out of line with nature, and to be out of line with natural system is to be at odds with the world, and his surroundings. What the rudder is to the boat, system is to the business, without which it will helplessly drift beyond rescue. It is often stated that men of genius are particularly noted for being careless in their methods and habits of action, but these are not the 'geniuses' who make a success in business lines. We honestly believe that if a man were possessed of sufficient capital and experience, and all other factors of success, but was totally lacking in system, he would surely make a failure in business. Some of the principal matters in which system relates to dealers are the buying of goods, the ar-

rangement of stock, the division of labor, the recording of sales and accounts, and the delivery of goods to customers. In the matter of buying it is necessary that the buyer should avail himself of a system which will keep him posted as to goods needed or soon to be needed, and the market prices and relative differences in goods.

"He will therefore keep a record of goods asked for but not kept, and new articles which are brought to his notice by the trade papers or manufacturers' circulars. He will also keep a record of current prices and quotations, and freight and other allowances, to enable him when he buys to purchase with intelligence in regard to his needs, and with discretion in regard to the market.

THE DRUMMER'S PETITION.

A hungry drummer out in the wilds of Nebraska puts up the following pathetic petition, to which many of our eastern travelers will respond; "so mote it be!"

"Backward, turn backward oh time in thy flight!
Feed me on mush again just for to-night;
I have grown weary of restaurant fakes,
Petrified sandwiches, vulcanized steaks,
Oysters that sleep in a watery bath,
Butter as strong as Goliath of Gath;
Weary of paying for what I can't eat,
Chewing trunk hinges and calling it meat,

Backward turn backward, for weary I am!
Give me a whack at my Grandmother's jam;
Let me drink milk that has never been skimmed,
Let me eat butter whose hair has been trimmed;
Let me but once have an old-fashioned pie,
Thereafter in peace I might curl up and die.
I have been chewing old scrap iron for years,
Can you then wonder I'm melting in tears?"

—Detroit Herald of Commerce.

Olive growing, olive picking, and the manufacture of olive oil have become a highly important industry in California. This year the industry has a remarkable boom, and the dealers are entirely unable to meet all the orders they have received. This is especially the case in the Pomona Valley. Everybody engaged in the olive trade—growing, making oil, or acting as brokers—is making unusual profit, and there is a demand for five times the amount of the crop. One order that could not be filled came to Pomona last week from a New York grocery house for 20,000 gallons of pickled olives. Many orchardists have made \$250 an acre from olives this season, and some have made a clean profit of \$350 an acre.—Commercial Engineer.

Rennie's Illustrated Guide for Amateur Gardeners is issued for the whole of 1893, its appearance pretty closely coinciding with that of this year of grace. It has the advantage of a very fine cover, and the cover has no cause to be ashamed of its contents. The outside of the book, in fact, triumphantly challenges fault-finding, the variety, richness and harmony of its coloring matching well with its tastefully conceived design. So bright a book might make the disappointed amateur gardener reconsider his decision not to try his 'prentice hand again and reconvert him to belief in the simple joys poetically associated with garden labors. The Guide has a tempting appearance that cannot fail to do good to the hoe and rake trade.

FAMOUS "STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

ESTABLISHED 1851.

JUST RECEIVED

4,500 Boxes

Valencia Raisins

WRITE FOR OUR PRICES.

**N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.**

**BALFOUR & CO.,
IMPORTERS OF TEAS**

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

**SPECIAL TEA
SALE**



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

COOKING FIGS.

In Bags about 50 lbs. each.

Fine Quality and Cheap.

Sloan & Crowther

WHOLESALE GROCERS,

19 Front St. E., Toronto.

VALENCIAS

Our shipments now arriving ex S. S. Ardengorm and Broomhaugh, were purchased at the lowest point.

Layers, very choicest quality.

Best value in market.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,

TORONTO, - ONT.

Who would
Drink . . . ?
Bay Soup .



WHEN YOU CAN BUY

Finest Cider

At 16 cts. Gallon



**Smith and
Keighley**

9 Front St. E., Toronto.

TEAS - -

— A SPECIALTY.

PERKINS, INCE & Co.,

41-43 Front St. East,

TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE

**MANUFACTURERS,
107 STRAND** Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

SPECIAL BRAND TEA.
LOOK OUT FOR

GOAT

JAPAN TEA

Nothing equal to it at the price.

See our travellers.

Write for samples and prices.

Thos. KINNEAR & Co

Wholesale Grocers,

49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

PRICE CUTTING AND A REMEDY.

When first I mentioned this matter before our committee it was received with an air of suspicion by most members. Our president at once advised us to beware of attempting any interference with individual freedom in trade matters, for, he said, and I myself believe it, many a promising association has gone to its ruin in the vain attempt to coerce members into adhering to prices fixed by the committee. It is a rock that would shatter any association. I thought I was misunderstood. I did not advocate any such measure as the fixing of prices and insisting upon our members adopting them. I explained my meaning in the columns of the Grocers' Review, and gave many reasons for the adoption of such a move as that I advocated. Other writers followed me, agreeing with me that something of the nature I proposed was not only desirable, but had now become a necessity in the interests of the whole trade. Wholesale, retail, and assistants alike, from this correspondence, and more still from letters I have received, and conversations I have had with many grocers and their assistants—I feel quite satisfied that some guide to sound prices; showing a fair remunerative margin for the defraying of business expenses, and a reasonable profit for the tradesman or employer, would be hailed with pleasure by the Manchester Associations. My reason for first mentioning the idea to our committee was the strong conviction I had that something of the kind would be expected by many of our members. Fools are not all dead yet, and if conducting a business for the benefit of the public, and the eventual ruin of a man's business and family, entitles him to that unenviable distinction, I think the grocery trade may fairly lay claim to the prize. I will take sugar as an instance. We have for some time past been selling it at a considerable loss. We go on selling it at 2d. per lb., while the co-operative stores calmly charge 2 1-2d. for the same article, and get it, except in the case of those members who are cute enough to buy almost everything they want there, and, after that, head for some private grocers for their sugar. These are what may be termed bargain hunters. They go round scanning shop windows to see who cuts prices in one article, and who in another, some people using half a dozen tradesmen in this manner. These bargain hunters are quite within their right. Grocers themselves are to blame. I don't suppose there is a single tradesman to-day who is not heartily sick of selling crystal sugar at 2d., yet for want of an effort at combination to effect a farthing per pound rise, we still stick in the mud. This is really a crowning folly, and especially so nowadays when we are surrounded with magnificently fitted tea shops and butter shops. These two articles, which for generations have been looked upon as requisite to compensate a grocer for his loss incurred upon the sale of sugar, have been in a great measure filched away. Therefore it is useless to preach old custom when the conditions of trade are altogether changed. I know it has been customary from the days of olden times to sell sugar at first cost, but in the days when such a practice was established there were no tea firms who could boast of doing a large proportion of the tea trade of the country. I was amused, when discussing this question the other day, at a grocer who remarked that not one grocer in

fifty could do a simple multiplication sum. He said that if a grocer only realized 2 1-2 per cent. discount he could at the same time clear and re-stock every week, and make 130 per cent. per annum upon the capital employed. This sounded rosy, but to look at one side of the balance sheet only, and that the one showing profits alone, is to indeed dwell in a veritable fool's paradise. Look at the other side, where expenses are shown. Has any grocer yet found that his trade can be done, and all expenses paid, out of 2 1-2 per cent.? Rents, rates, taxes, depreciation, banking expenses, office expenses, wages, sundries; can these be paid out of 2 1-2 per cent.? I never heard of it. That kind of calculation is a veritable will-o'-the-wisp, and has led many a man into the quagmire of bankruptcy. In Manchester a well-conducted shop will take 10 per cent. upon the turnover to pay expenses. Further, there is no article in the average grocer's shop that is so expensive in its sale as sugar. So much time is taken up in weighing, making up, packing away, etc. I have not made any nice calculation, but I should say that where the expenses at 10 per cent. upon the whole turnover, sugar ought to be in a relative proportion of 13 per cent. or 14 per cent. Then, again, many men in business make a mistake in calculation of profits. I will suppose that a grocer has fancied he had placed an average of 10 per cent. of profit upon his goods, allowing what he considered a fair profit for margin. He draws for that week £110 in his shop, and, reckoning up, says, "I have made £11 gross profit, out of which to pay expenses and keep my family. Most tradesmen would say "quite right," but it is not right. The gross profit is but £10. He based his percentage upon first cost, not upon receipts. All these things go to show how much better it would be if the whole trade had a domestic list in the papers to guide them in fixing prices, this list to be based upon a profit to be agreed upon, and the wholesale prices, which would form the basis of this list, to be lowest prices to good buyers. I have spoken at considerable length about sugar, as I was requested to pay particular attention to this article. I know that to advocate a 10 or 12 1-2 per cent. profit to be taken upon sugar is to advocate a revolution in our system of trade, but as sensible men we must admit that we have now reached the limit of endurance, and it is high time we made a bold stand, and demand that which is just and right. My opinion is that no reasonable argument can be raised against it on the present condition of our trade. As for butter, this is the only other article I intend to refer to at any length. All around us we have men advertising the finest Kiel butter at 1s. 2d., and they take care to state upon this advertisement, "no higher price," thus leading the public to believe that 1s. 2d. is a reasonable price for best butter. We who are in the trade know perfectly well that best butter cannot be bought at 1s. 2d. per lb., no matter how heavy our order is, and we also know that at the present time 1s. 3d. per lb. will not yield profit sufficient to pay shop expenses, not to mention other costs incidental to our trade. 1s. 4d. is quite low enough, and if really finest butter is sold, 1s. 4d. will not yield more than 10 per cent. profit. This is only sufficient to pay working expenses, without leaving anything for the employer as profit actual. The only conclusion we can arrive at is that a tradesman who is really selling butter at 1s.

2d. per pound, is either selling a very inferior butter, or else is retailing a margarine as butter. The latter is far the most probable. The inspector may catch him, but there are a hundred chances to one he won't. Therefore it pays to run the risk. Had we a domestic market running in the papers, with a paragraph weekly calling attention to these facts, fraud of this kind would fast diminish, for it would not pay. The public would know too much to be so easily gulled by these tricksters. Trade honesty would fast run to a premium, but at the present time I maintain we have placed a premium upon fraud by our long silence. The small tradesman who has been tempted into these by-paths in order to eke out the profit he has so foolishly thrown away upon other articles may think I am merciless and arbitrary. is mistaken. Gentlemen, we want saving from ourselves. Do away with the temptation by boldly showing our position to the consumer, and the sin will either disappear or be fast reduced to a minimum. It is only the cunning trickster who cries, "let the public know nothing, or you cut away your living." This class of trader has caused our trade to become a by-word, and its members ignoble in the eyes of magistrates. It is said that the publication of such a market would give an impetus to co-operation. How does this tally with the oft-repeated assertion that members of co-operative stores are so blind that they will pay any percentage of profit to their own store? If the latter is true, then to educate them to what is right and reasonable would not only assist us but be also a benefit to themselves. The co-operative committees have no trump card so valuable as the list of prosecutions of private traders selling adulterated articles, and they make a drastic use of this in their general meetings, and it wins, too. The mischief of it is that the innocent often get condemned with the guilty. Gentlemen, I have said quite enough, and I will now propose the following resolution: "That in the opinion of this meeting a retail price of all articles of large consumption, published weekly in a local paper, to be called a Domestic Market, would be a benefit to the trade of this district, and of good service to all honest tradesmen, the prices to be fixed by the committees of the two Associations. And that an announcement of this will appear in all the daily papers, stating why we consider it advisable to adopt such a measure." I have been asked to formulate a price list myself and place it before the committees of the two Associations, but to do this would not be wise. I only represent one class of trader, and the two committees are representatives of every class, high and low, big and little; and, further, I do not feel that I am called upon to do more than my share in helping to arrive at a sound basis of prices. I am jealous for the advancement of Manchester trade, and, so long as I am a member of these associations, I shall try my best to make them "honorable before all men."—Mr. Torkington in Manchester Grocers' Review.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

AN AGE OF HUSTLERS.

This is pre-eminently an age of hustlers, and the sooner it is realized by the old conservative school of traders who believe that all they have to do is to know their respective occupations, open up with sufficient capital, and business come to them as it did to their predecessors, the better. A gentleman belonging to the latter class, who represented a large wholesale house in this city, was complaining a few days ago of the terrible strain of competition that his firm was subjected to by other houses covering his ground and offering greater inducements than he cared to do, as he was determined not to sell goods at less than a certain percentage of profit. He also stated that for several years past he had lost ground, and had been compelled to trespass on his capital account. He therefore thought of following the example set by a large wholesale firm on McGill street and retiring from business.

"Why," broke in the writer, "these are all hustlers who are covering your ground and taking your trade from you. Why not be satisfied with less profits and cover their ground the same as they do yours? Your smaller profits would be offset by a much larger volume of trade." But no, he could not see it in that light, and if he could not clear the same profits that he had been accustomed to, the hustlers were welcome to take the greater risks, along with the smaller gains. This trader of the old school hit the nail admirably on the head when he described the business of the present era as one of greater risks and less percentage of profits; and, depend upon it, those who refuse to do business on any other principles (we care not what branch they belong to) will get left. The tide of competition keeps flowing on, and its flood will be felt with greater force as the years roll on. Nor do we see how this can be avoided, as long as the human family continues to increase at the tremendous ratio which marks its present course. In proportion to population, there are two traders in the present day to one of twenty years ago, and if the increase continues, the proportion will soon be three to one, which means a gradually decreasing percentage of profits. To offset this, means should be devised whereby the cost of living is proportionately less.—Trade Bulletin.

GUESSING COMPETITIONS.

A tradesman recently made application to a London police magistrate for advice as to the legality of a guessing competition. The method of the proposed competition was that a sealed envelope was placed in the tradesman's window containing a number, and all customers were supplied with tickers entitling them to make a guess, the most successful being rewarded with a prize of poultry. It is hardly necessary to say that the magistrate declined to give any advice, and added significantly, that if the competition was illegal, the police no doubt would soon proceed in the matter. The applicant urged that last year a neighbor of his had such a competition on the weight of a big cheese in his window, and he was puzzled to see that such a mode of advertising was less illegal than the one he proposed. If we were called on to discriminate, we should certainly be inclined to say that there was less of chance in guessing the weight of a cheese than in guessing at an un-

known number in a sealed envelope. But like the "missing word" competition, these specious methods of advertising must bring those who adopt them within the provisions of the Lottery Act, and should therefore be avoided. Last year there was a craze for placing abnormally long candles, lighted, in a window for customers to guess the number of hours they would burn, and bottles of coffee beans for guesses as to the number of each. We then stated that such were dangerously near an infringement of the law, and recommended that the practice should be discontinued. But the "missing word" sensation has no doubt again fired the mind of some who are on the look-out for striking novelties with a desire to adopt some form of guessing, and therefore we remind them of the law which prohibits all games of chance. But there is a further reason why respectable tradesmen should not countenance such specious methods; they encourage an unhealthy craving for the acquisition of money by other means than honest industry, and lead to a spirit of speculation which too often ends disastrously. We are told that the "missing word" competitions have led in several cases to the thefts of small sums by office boys and junior clerks, whilst clerks who did not steal their employers' money with which to back their fancy word, were found spending time during office hours trying to find the desired word of phrase. To such an extent did this develop that a number of merchants are stated to have found funds for endeavoring to put a stop to the system. The ethical side of the question is probably not one that will trouble some minds, but it must not be forgotten that the spirit of gambling speedily develops, and those who are caught in its vortex not infrequently involve others in their ruin. We are glad, therefore, that the law has been brought to bear upon guessing competitions, and the sooner they are banished from our midst the better it will be for the community.—Grocers' Chronicle.

SUGAR PRODUCTION IN CUBA.

An official report (Spain) has considerable information in regard to sugar production in Cuba. Among other things it says: When the Cuban insurrection broke out in the year 1868, there were, between that place and Guantanamo, 129 sugar estates; now the number within the same district is seventeen. Nevertheless, the actual quantity of sugar produced in the two districts does not differ greatly from that of 24 years ago, the extra yield of each property compensating for the smaller number. Greater improvements have been made on the larger properties, which are now supplied with double mills, triple effects, vacuum pans, filter presses and furnaces for burning the green bagasse. At Manzanillo the production has increased considerably. In 1889 that district produced 17,830 tons; in 1890, 22,103 tons, and in 1891, 23,970 tons. The estates there have a large saving in facilities for shipment, being close to the coast, and each one has its own wharf. The new budget for the Island of Cuba has, together with the increased import duties, caused considerable alarm among the sugar planters, and unless changes are made consequences may become very serious, not only to the individual planter, but to the island in general. Again, a new industrial tax, in addition to that already existing on the agricultural part, has been imposed, say of twopence per hundred pounds of centrifugal sugar manufactured, and half the said amount on molasses and other qualities of sugar. There is also a new tax on the manufacture of rum, and still another impost of £53 per annum on each cane-crushing mill on an estate.

Walter Baker & Co., the cocoa and chocolate manufacturers, have accepted the architects plans for their World's Fair display. It will be in the form of a pavilion, and of itself will make a creditable display.



BOWERY MUSIC.

MR. WRAGGS (to lodging-house Clerk).—See here, Mister, I can't sleep, because dat feller in der nex' room snores so awful!

CLERK.—Huh! Yer didn't expect to get a lullaby by der Metropolitan Opera House Orchestra for fifteen cents, did yer?

CUPS OF COFFEE.

"If married folks only would refrain from conversation in the morning until they had their cup of coffee there would be fewer domestic disagreements," once said a delightful old lady with a varied experience at Washington and some foreign capitals. There is a great deal of truth in the odd remark, but who knows about coffee—the extent of its consumption, where it comes from and where it all goes?

Brazil is the largest coffee producer in the world, and the great bulk comes from her two provinces of Rio Janeiro and Santos, the latter furnishing the greater part of it and the finer coffee. Some quantity comes from the provinces of Bahia and Ceara, both a part of Brazil. Rio Janeiro and Santos, export every year from 5,750,000 to 7,000,000 bags of 130 pounds each. Rio was formerly the largest exporter, but Santos is rapidly outstripping her.

Santos coffee is higher grade, has a finer flavor, and as a rule commands more money than other South American coffees. All other coffees are called "mild" as contradistinguished from Brazilian.

The largest producers of coffee are Brazil, Venezuela, Guatemala, Costa Rica, United States of Colombia, Mexico (producing a high grade which is very popular, and the output is rapidly increasing), West Indies, Hayti and San Domingo. Cuba was a large grower of coffee, but the sugar interests have overshadowed it, and she now imports from this country. Little coffee is produced in Africa. Liberia and Zanzibar grow a small quantity. Manila is not a factor in the coffee trade of America. Small quantities come here, but most of the product goes to Europe.

Ceylon has been the largest single producer of coffee in the world, but owing to the exhaustion of the soil primarily and later to a leaf disease, it has rapidly fallen into the background.

Java, or East India coffee, is an important element in the coffee trade, is very popular and largely used. Mocha coffee is all shipped from Aden to London and Paris and transhipped here. This is supposed to be the coffee par excellence. It is an acid, light bodied coffee, and does not command as high a price as some Javas, or some of the finer grades of Central American coffee. The finest coffee in the world comes from the Plantation Ceylon, situated in the mountains in the interior of the island. Private growth Javas are very choice, and are probably equal to the best Ceylon. Mocha seed coffee from Santos is esteemed very highly, and large quantities of it are used for Mocha.

Small beans are sifted from Santos and

mild coffees, and these are retailed as Mocha. There is no way that the consumer can distinguish genuine Mocha except by flavor. If coffee is clean it is apt to be good, and if the berries are regular in shape and uniform in size it is a good sign.

The United States are the largest consumers in coffee in the world, with Germany second and France third. Great Britain consumes a small quantity of coffee and is constantly decreasing the amount at a rapid rate. Tea is replacing coffee in the British Isles very fast. The use of tea in this country is falling off.

Brazil furnishes most of our coffee, and we prefer the strong grades. Europe chooses the mild kind. The finest grades are used by England, while France drinks 40 per cent of chicory in her coffee.

Holland is the great coffee mart of the world and is the greatest manipulator. They have more "tricks of the trade" over there than the rest of the world put together. New York, Hamburg, Havre and London are great speculative markets. Many millions of bags of coffee are bought and sold every year on options. Of course, the amount thus dealt in is greatly in excess of the actual amount in existence. The poorer the people the poorer the grades of coffee used.

Adulterations of coffee are not common in America except in the lowest grades, and this is done after it is roasted and ground, when beans and other foreign substances are added. It may be noted that speculation affects the retail price very little.—Ex.

A WORD TO CLERKS.

No country offers so many and varied opportunities to ambition as does ours, and the spirit of restlessness is probably nowhere so general especially among young men.

The visions of what might be breeds discontent with what is. The grocer's clerk dreams of proprietorship; of the time when he shall own a store, work for himself, and take the profits. He reasons that because he can sell goods and understands the general duties of the store, he would have just as good a chance to establish a trade and do a successful business as his employer has. But he is apt to forget—if he ever thought of it—that the avenues of trade are strewn with wrecks of just such adventurous craft as he is hoping to embark in.

It does not follow that because you are a good clerk, capable of performing all the duties of your position satisfactorily, that you would therefore make a successful merchant. There are almost numberless qualifications necessary to wisely and successfully conducting a mercantile business that are not called into activity in your position as clerk. This is not saying that you do not possess some or all of these qualifications, but, in your capacity as clerk, you have not proven

that you have them and you are taking large risks by branching out for yourself with the chances ten to one against you.

Another consideration more weighty than any other to be considered is contained in the fact that this is an era of consolidation. Everything tends to combined enterprise as against individual effort. When, therefore, you attempt to multiply units by separating them from an established business you are defying the very force that is gaining strength every day—the law of co-operation.

You may ask: "Must young men renounce ambition and be content to plod along as clerks without knowing what possibilities they are capable of?"

If by that is meant that you want simply to work hard and devote all your time and energies to money-getting, any moralizing on that line don't amount to much, for when you pass off the scene of action neither you nor the world will be any better than had you remained a clerk.

If you really want to bring out the best that is in you, perfect yourself as a clerk. Learn to do your work better and in less time. Lend your influence to securing better conditions. You want time for reading and self-improvement outside the store, therefore agitate for shorter hours. Make up your mind that you will not spend all your time that you are not eating or sleeping in the store. Make yourself familiar with all the details of the business. Study your trade papers, watch the markets, make yourself increasingly valuable to your employer, and you will be in a position to sell your services for all that they are possibly worth. You will be able to secure a position of trust and responsibility with some large business concern that will give full play to your business instincts without the anxiety of running a store for yourself and you will have more time for the better things of life.—Commercial Enquirer.

Restore goods to their proper places as soon after using as possible

Goods conveniently located save time, money and temper in showing.

No young man can possibly have mistaken his calling who finds in it what the world wants done

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

**Stewart, Munn & Co.,
MONTREAL.**

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

KURMA

THE
TEA OF TEAS



SPECIAL BLEND

PACKED BY

THE KURMA TEA ESTATE,
SYLHET, INDIA.

½ lb. and 1 lb. Packages and 5 lb. Tins.

DAVIDSON & HAY,

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A NEW SOURCE OF
REVENUE
TO THE GROCERS
...



HIGHLAND

EVAPORATED

CREAM

Unsweetened

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

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IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

R. H. HOWARD & CO, Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

BURNHAM'S CLAM BOUILLON.

BATTY & CO'S PICKLES AND SAUCES

Are the Finest Quality and Guaranteed Pure.

A full line of these celebrated Goods are now kept in stock by

Caverhill, Rose, Hughes & Co.,
Montreal.

Sloan & Crowther,
Toronto.

James Turner & Co.,
Hamilton.



123 and 125 FINSBURY PAVEMENT, LONDON. WRIGHT & COPP, Dominion Agents, TORONTO.

THE GROCERS' COMPANY.

The history of this relic of the old English Trade Guild is worth reading. It is given as follows in The Newbury House Magazine:

The Grocers' Company is the second in order of precedence among the City Guilds, and was an off-shoot in very early times of the Fraternity of Pepperers. The latter guild is first met with in the year 1180, when it appears on the Pipe Rolls among eighteen "adulterine" guilds, or guilds which have established themselves without the Royal license. The Pepperers paid a fine of 16 marks for their transgression.

In 1231, Andrew Bockerel, who was of Italian descent, and a prominent member of the Pepperers, became Mayor of London, having, in 1221, held the important charge of farming the King's exchange. Bockerel continued in office as Mayor for seven successive years, and obtained commercial privileges for foreign merchants, devoting the tax levied from them to conveying sweet water into London from Tyburn. In the space of 114 years from this date, no less than nine Pepperers filled the office of Mayor during 21 years. It has already been remarked that citizens pursuing the same trade were accustomed in these early times to occupy the same locality, and the Pepperers were settled around St. Antholin's church, at the juncture of Soper Lane, (now Queen street), with Watling street and Budge Row in St. Thomas Apostle.

It appears from the earliest records that the Pepperers were officially connected with the duty of weighing in the city. Early in the fourteenth century they began to be called Grossarii, or those who weigh by the avoirdupois weight, of "Pesso Grosso," of the Venetians. They soon afterwards formed themselves into a fraternity, "the better to have, maintain, and increase, love and unity among themselves." This "fraternity of brethren Peppers, of Soper's Lane," was founded on the 9th of May, 1345, "to the honor of God, the Virgin Mary, St. Anthony, and all Saints." On the 12th of June following 20 of the members dined together at the town mansion of the Abbot of Bury St. Edmunds. Soon afterwards they left the monastery of St. Anthony in Thread-needle street, to attach themselves to the church of St. Antholin in Soper's Lane, where the Pepperers had originally settled. The early history of the fraternity is preserved in an ancient record known as the Black Book, which, fortunately, still remains in the possession of the Grocers' Company.

In 1373 the Company of Grocers had taken the place of the Fraternity of St. Anthony, and rapidly became a great power in the city, through the great number of aldermen (no less than 17) whom it numbered in its ranks. They were led by Sir Nicholas Brembre, four times Mayor, who was beheaded in 1387. His overbearing conduct occasioned a complaint to Parliament from the Mercers' Company, and an Act of Common Council was subsequently passed prohibiting any company from having more than six aldermen among its members.

Ravenhill, the earliest historian of the company, defines the word grocer as distinguishing merchants in opposition to inferior traders, "for that they usually sold in gross quantities by great weights." He also states that in old books the word signifies "merchants who in their merchandising dealt for the whole of any kind."

Lydgate speaks of the grocers as hav-

ing become retail spice dealers in the reign of Henry VI., and that they kept their standings in Chepe. In 1428 the company obtained from Henry VI. their first charter, under which they became a body corporate. In 1450 the grocers obtained the important privilege of sharing the office of garbeller with the city. The duties of this official was to enter any shop or warehouse, to view and search drugs, etc., and to sift and cleanse them, with the object of preventing adulteration.

The following quaint epitaph of Simon Street, grocer, who died in 1459, and was buried in St. Antholin's Church, is preserved in Stow's "Survey of London":

Such as I am such shall you be:
Grocer of London some time was I,
The King's weigher more than yeres twenty;
Simon Street called in my place,
And good fellowship faine would trace;
Therefore in heaven everlasting life
Jesu send me and Agnes my wife
Kerlie Merlie, my words were tho,
And Deo Gratias I coupled thereto,
I passed to God in the yere of grace
One thousand four hundred it was, &c.

A new charter was granted to the company by James I. in 1607, and an entry in the company's journals shows that they gave eight guineas to Joyce Knight, "paynter, stayner for lymning, guildinge, and flourishing the Company's charter with the King's and Prince's armes, with divers of the assistants, their armes, besides an allowance of eight shillings for two skins of vellum." The privileges of the Company were confirmed, and other powers conferred upon them, by later sovereigns from Charles I. to George I.

In all the troubles which befel the Livery Companies, more especially in the century and a half ending with the Revolution of 1688, the Grocers had their full share. The great fire also proved most calamitous to them; but the Company was kept together and restored upon the old lines by the exertions and liberality of its leading members, so as "to become, as they once were," to use the words of the solemn minute of the court of 1887, "a nursery of charities and a seminary of good citizens." Among the most noteworthy benefactors who came forward to save the Company from dissolution on this occasion were Sir John Cutler, who rebuilt the parlor and dining-room at his own charge, and Sir John Moore, who gave £500 as a contribution towards rebuilding the hall, and, to satisfy the pressing claims of various parishes for their charities and arrears, the members of the court, on various occasions, contributed the necessary amounts out of their own pockets. In 1689, King William III. honored the Company by taking upon himself the office of master for the year, making them also a grant, which ceased at his death, of three fat bucks out of Enfield Chase. In the charter granted to them in the following year they are described as carrying on the mysteries or arts of grocers, confectioners, druggists, tobacconists, tobacco-cutters, and sugar bakers, or refiners of sugar.

The site of Grocers' Hall possesses considerable interest. Part of it was occupied by a synagogue of the Jews before their expulsion from England in 1291. After this event the site came into the possession of a body of begging friars called the Brethren of the Sack. They were, in turn, dispossessed during the reign of Henry III. by Lord Fitzwalter, who resided at Baynard's Castle, but had a family mansion in Coney Hope-lane, or Grocers' alley, adjoining the Friars' chapel. In 1411 the Grocers' Company purchased the chapel from a

descendant of Lord Fitzwalter, and in the reign of Henry VI., the Company also purchased the family mansion, and used the entire site for the erection of a sumptuous hall. The house was subsequently inhabited by various aldermen, who kept their mayoralties there. It afterwards became the Windmill Inn in the Old Jewry, and is described by Ben Johnson as the favorite resort of the roysterers and master-spirits of the day.

The Company began to build in 1427, and their hall was finished in the following year, when they dined together in "parloire," at an expense of £5 6s. 8d. Five years later they bought the remainder of the Fitzwalter property, and with it enlarged their garden. This garden appears to have been the Company's pride, and contained alleys, hedgerows and a bowling-alley, with an ancient tower of brick and stone at the north-west corner. The bowling was confined as much as possible, to the brethren of the Company, and their "ancient neighbors dellying in the Powlterrie." The Grocers followed the practice of other companies in letting out their hall for public and private festivities. On 9th February, 1564, the use of the common hall, parlor and kitchen were granted to "Mr. Mallorie, sonne to the Lord Mayor and others," "to make a supper to divers gentlemen of Gray's Inne for the great amitie between them and the Middle Temple gentlemen." Abuses appear to have arisen in this system of letting, for in 1610 it was ordered "that, for the future, the Company's hall shall not be made use of by strangers for burials, county feasts, and the like, without leave of the wardens." And, in 1678, the Company's officers, making complaint that they were excluded on the hall being let to strangers "for dinners, funerals, county feasts or weddings," it was forbidden to be let unless they were employed. In 1641, the "Grand Committee of Safety" removed its sittings from Guildhall to Grocers' hall, and continued there at intervals for several years afterwards. In 1648 the Company narrowly escaped the quartering of Parliamentary troops in their hall under Fairfax. Next year a grand entertainment was made by the Company at their hall to Cromwell and Fairfax, when the latter was presented by the Company with a basin and ewer of gold, and Cromwell with £300 worth of plate and 200 pieces of gold. The grocers afterwards entertained Cromwell, as Lord Protector, in a still grander style, and finally at the Restoration, General Monk, when they expended £215 on the feast, and enrolled him a brother of the Company.

The great fire destroyed the roof and wood-work of Grocers' Hall, but left the walls standing. In recognition of Sir John Cutler's liberal contributions to its restoration, the court ordered "that his statue and picture should be placed in the hall as memorials of the Company's esteem and gratitude." The first meeting and festival held in the Hall after the fire were on Lord Mayor's Day, 1669. In 1691 the use of the hall was granted as a chapel to the parishioners of St. Mildred till their own church could be rebuilt. The court minutes of this period take note of "the unseemliness and disturbance of taking tobacco and having drink and pipes in the court room during court sittings," and it was consequently resolved that a fine of £5 should be imposed upon every member guilty of this offence; and if any person have "a desire to refresh himself with a pipe of tobacco or cup of drink, at a convenient time or interval of serious business," he was "to wothdraw into some retiring

room more suitable and fit for the purpose."

In the latter part of the seventeenth century Grocers' Hall was regularly let to the Lord Mayor for use as a Mansion House. Sir John Moore (Lord Mayor in 1681) was the first who kept his mayoralty in the new hall, and he paid the Company a net rent of £200 for it. About 1694 the tenancy was transferred to the newly-established Bank of England, who obtained a lease of the hall, yard, and offices for eleven years, for a fine of £5,000, and a loan of a similar amount without interest, the bank paying all rates and taxes, and executing all repairs. Subsequently, the £5,000 mortgage was merged into a fine, and the financial relief thus obtained formed a turning-point in the history of the Company. The bank directors held their courts here until the building of the bank in 1734. In the following year the Company's circumstances having much improved, the hall was forbidden to be let except for the mayoralty of an alderman who was a member of the Company. In 1802 Grocers' Hall was rebuilt, but so imperfectly that in 1827 a thorough repair was found necessary. The old buildings have recently given place to a handsome hall and offices, now nearly completed. The Princes street frontage provides a great architectural improvement to that important thoroughfare. Grocers' garden remained unchanged till the alterations of 1802, by which it was much reduced in size. By the formation of Princes street in that year the garden was nearly severed in half, but the Company made an excellent bargain, receiving for the slice of ground surrendered to the Bank of England more than £20,000, the land having cost them, in 1433, but £31 17s. 8d.

A brief notice must now be given of the important charities administered by the Grocers' Company. The Company has always regarded the London Hospital as having peculiar claims upon its support and assistance, owing to its situation in the midst of the poor population of the East of London. Their first gift to the Hospital seems to have been in 1796; in 1868 and subsequent years they contributed £500 annually. In 1873 they gave the substantial sum of £20,000 towards the erection of a new wing to be called the "Grocers' Wing," and on its completion in 1876, a further sum of £5,000 was contributed towards its furnishing when the wing was opened by Her Majesty the Queen.

In 1872, the Company established a middle class school for boys at Hackney Downs, under a scheme approved by the Charity Commissioners, by the provisions of which the income of certain obsolete charities was applied to this purpose. The income not proving sufficient for the purpose, the balance, averaging about £1,000 a year, has been made up by the Company, who also made a grant of £6,000 to the school at its establishment. The Company founded, in 1861, six scholarships for pupils of the City of London School, which have since been transferred to their middle-class school at Hackney Downs. They also purchased the right in perpetuity of presenting six boys to Christ's Hospital, and three children of deceased liverymen or freemen to the London Orphan Asylum.

They have also founded six scholarships for the sons of freemen at Oundle School. This school was founded and endowed, together with almshouses, in 1556, under the will of Alderman William Laxton, who placed the management of the charity in

the hands of the Grocers' Company. There is an upper or classical school, for which a new building has been erected capable of holding four hundred boys. A modern school is also provided at Oundle for the sons of farmers; sumptuous provision has been made by the Company for cricket and recreation grounds, boarding-houses, hall, library, museum, laboratory, etc. The Company are also trustees of two other endowed schools—the free school in Witney in Oxfordshire, founded by Henry Box, citizen and grocer, and the free school at Colwall, Herefordshire, founded by Humphrey Wallwin. They have the gift of eight exhibitions of £50 each, tenable for four years, four of them at the University of Oxford, and four at Cambridge. These were established by endowments left by Emma Backhouse and Mary Robinson in 1670. The Company has also founded two exhibitions of £25 each, for unattached students at Oxford, tenable for four years.

The Grocers' Company consists of a Prime Warden, three other Wardens, fifty-two assistants, and a large body of liverymen and freemen. The arms of the Company are: Argent a chevron, gules, between six cloves in chief and three in base, sable; a crest, a helmet and torse, a loaded camel trippant proper, bridled of the second; supporters, two griffins per fess gules and or; motto, "God grant grace."

More than one hundred and twenty Lord Mayors have belonged to this Company, and the roll of its honorary freemen includes numerous statesmen and other men of eminence in modern times. The mention of a few names will be sufficient: William Pitt, George Canning, Sir Robert Peel, the Prince of Wales, the Duke of Edinburgh, the Duke of Connaught, The Duke of Cambridge, Sir Leopold McClinton, Lord Napier of Magdala, Sir James Paget and the late Earl of Baconsfield.

BANK LOSSES AND MERCANTILE AGENCIES.

The following was included in a paper presented to the recent meeting of western bankers: "It is apparent that losses would be largely averted if the banker could be thoroughly and accurately informed as to the character and responsibility of his borrowers. Any plan, therefore, that will bring him into possession of this information should be promptly adopted and persistently pursued. The information now furnished by the various commercial agencies is of great assistance in ascertaining the responsibility of borrowers. Although their reports are not to be implicitly relied upon, being often incomplete and occasionally misleading, yet no prudent banker can afford to dispense with their services, especially where his field of operations is so extensive as to preclude the possibility of his having personal acquaintance with every customer, and accurate knowledge of their affairs. It goes without saying that access to these sources of information should be at the command of every bank officer whose sphere of operations is not purely local and confined to the narrowest field. In addition to this he should employ every proper means to ascertain and systematically record, in such manner as to be readily accessible, all facts which affect favorably or unfavorably the standing of those who are asking, or likely to ask, favors at his hands. In the end, however, the customer himself must be depended upon to make a full and com-

plete exhibit of everything affecting his present responsibility and future success. It is unwise to accept the account of any man whose truthfulness is not fully established, and prudence dictates that no person should be accepted as a borrower who is not willing to make in confidence to his banker a complete exhibit of his resources and liabilities. The age of mystery as related to business affairs is happily passing away. The time was when business men considered it akin to an insult to be called upon, when asking credit, for a statement of their affairs, and when the publication of a full report of the condition of a bank would have been considered unwise, if not absolutely dangerous. Fortunately wiser and sounder views now prevail, and no right minded man or well-managed institution now hesitates, when asking favors, to place the prospective creditor in full possession of the facts upon which credits can be intelligently extended. Modern methods make it necessary that all the barriers which a false pride has served to erect between a banker and his customer shall be completely removed, and that perfect frankness shall characterize their intercourse. This course is clearly for the interest of the borrower as well as the lender, for nothing places a customer on a better footing with his banker than a willingness to tell him the whole truth at all times and under all circumstances.

TRADE SALES.

The general stock of Thos. Fisher & Co., of Bolton, Ont., invoiced at \$6900, was sold at Suckling's to J. Taylor, at 47c. on the dollar.

On Tuesday next, the seventeenth inst., at 2 p. m., Suckling & Co. will sell at their warehouses in Toronto the general store stock, shop furniture and delivery service of John McConachie, Honeywood, Ont., at a rate in the dollar. The stock includes staple and fancy dry goods, hats, caps, furs, boots and shoes, groceries, hardware, crockery, etc., amounting to \$3,078.51. One-third of the purchase money is to be cash, the remainder to be paid in two, four and six months, with interest, secured.

The insolvent estate of R. Weatherell, general merchant, Oil City, Ont., is to be offered for sale by J. W. Jones, at his auction rooms in London, Ont., on the 13th inst. The store stock is a general one, including dry goods, millinery, hats and caps, boots and shoes, groceries, hardware, etc., valued at \$6,757.87

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.



SALES MADE OR PENDING.

The grocery stock of J. D. Martineau, Montreal, is sold.

Mrs. E. Ruttan, grocer, Picton, Ont., is succeeded by James Clark.

Robert Miller, grocer, Amherst, N. S., is succeeded by A. Scrimgeour.

W. J. Tippens, confectionery dealer, advertises his business for sale.

H. W. McCulloch, grocer, Toronto, has sold his stock and called a meeting of his creditors.

R. Dunsmuir & Sons, general merchants, Union Mines, B.C., have been succeeded by Simon Leiser.

The general store stock of Thos. Fisher & Co., Bolton, has been sold to A. Taylor at 47c. in the dollar.

The general store stock of John McConachie, Honeywood, Ont., is advertised for sale by auction on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

J. P. Coutlee and J. D. Coutlee are registered proprietors in the Canada Supply Co., Montreal.

Alexander T. Paterson and R. McD. Paterson are registered proprietors in the firm A. T. Paterson & Co., general merchants, Montreal.

Andrew Bros., general merchants, Middleton, N. S., have dissolved, Geo. M. Andrew continuing.

N. Carter & Sons, provision merchants, St. Stephen, N. B., have dissolved, Frank N. Carter continuing.

Connolly & Co., grocers and liquor merchants, Charlottetown, P. E. I., have dissolved, John Connolly continuing.

FIRES.

Norman Hayes, barrel manufacturer, Halifax, is burnt out.

The Little Bay Island Packing Co., Perry's Island, Nfld., is burnt out.

A. S. Harrison, grocer and confectioner, Norwood, Ont., is burnt out. Insured.

John Windsor, general merchant and fish dealer, Petit Rocher, N.B., is burnt out. Insured.

DEATHS.

Joseph E. Coulter, wholesale grocer, Fredrickton, N.B., is dead.

C. H. Slawson, dealer in dairy supplies and cheese, Ingersoll, Ont., is dead.

James F. Cochran, of J. F. Cochran & Son, general merchants, Brooklyn, N.S., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

G. L. Pelletier, general merchant, Matane, Que., has assigned.

E. Morin, grocer, Amherstburg, Ont., has assigned to Alfred Robinson.

W. A. Casselman, grocer, Cardinal, Ont., has assigned to Chas. P. Glasford.

The creditors of H. W. McCulloch, grocer, Toronto, have been called together,

Beaudry & Co. crockery merchants, Montreal, have assigned to Kent & Turcotte.

Demand of assignment has been made on A. Bisette, general merchant, Iberville, Que.

Cleophas Rousseau, grocer, Quebec, has assigned. His creditors meet on the 14th inst.

Paquette & Therien, general merchants, St. Remi, Que., are preparing a statement of their position.

The book debts in the estate of C. L. Ingraham, general merchant, Sydney, N. S., have been assigned.

Griffin & Co. (M. E.—Mrs. C. B.—Griffin only), general merchant, Ridgetown, Ont., has assigned to John Lennox, Hamilton.

HOW IT IS DONE.

A great many of the dormant retail grocers are constantly finding fault with their up-to-the-times confreres. The cause for complaint is that they (the live grocers) are selling too cheap. "Why," some of them will say, "I could not sell at that price, simply because I paid more by the case than he is retailing them by the single package." And their statement is true in every particular. But whose fault is it? The live grocer keeps posted by reading trade papers and watching the movement of the market, while the other would rather prefer to play pedro or else do most anything except what relates to and would benefit his business, and as for reading trade papers, that is time wasted; the reading is too dry; there is not the pith to it that is contained in an account of a prize fight; and so on. But when it comes to finding fault, then he can waste plenty of time. To approach one of these men with an application to subscribe for a trade paper produces about the same result as does the request of a slow paying customer who has already a large score recorded against his name, for the loan of fifty dollars to buy Christmas toys for the children.

However, it is the same with trade papers as it is with everything else, one must be brought up to the use of them in order to be able to grasp the benefit to be derived from their perusal. With a few lessons, such as some of the retail grocers will receive this summer, we think that many of them will become apt scholars and profit by their losses, not alone in having to pay more for their goods, but also on account of losing trade by not being able to cope with the up-to-the-times grocers. If less time were devoted to fault-finding and more to ascertain-

ing in which way they could be up to those in the same trade and sell at the same price and make a profit, it would be greatly to the interest of the dormant grocer, who expects that all matters in the trade should be shaped to a mould of his own making.—Retail Grocers' Journal, San Francisco.

THE CREDIT HYDRA.

Credit is the ball and chain around the leg of the merchant, the incubus of trade which there is no throwing off and which, in many cases, proves so heavy a load that it drags down the bearer thereof to commercial annihilation, says the Baltimore Commercial Advertiser. More has been written on the evils of credit than upon any other subject connected with mercantile affairs, and yet to-day the question how to eliminate its risks from the daily business transactions of wholesale merchant and retail trader alike is, as far from satisfactory settlement as ever. There is one thing which may be regarded as settled at all events. So long as business is done, just so long will the merchant, whether wholesale or retail, be obliged to accept a future settlement, of more or less definiteness as to date, for a present transaction. Whether the volume of this trade be much or little, that it will involve losses, may be taken for granted, for the most astute business man, even with the safeguards of modern business practice at his command, has not succeeded in protecting himself from the unforeseen.

Most men, we believe, who enter into business, whether upon a large or small scale, do so with the honest purpose to pay their debts. When a dealer has sufficient capital to make a fair start by paying cash for his stock, provided he is wide-awake and energetic, and has started in a locality where an enterprise of the kind in which he has embarked is needed, the chances are that he will ask very few favors from the jobber. This class of dealer is usually too anxious to make cash settlements and save every possible cent in the way of discounts. It is also the class whose trade the wholesale merchants are anxious to get. But as all men who depend upon their own exertions for a livelihood are not so favorably situated as to be able to make a beginning in this way, they are compelled in most cases to depend upon the forbearance and generosity of the wholesale dealer who, if favorably disposed on account of former knowledge of his customers, as the result of an investigation of his business character and record, will secure the required stock upon terms within the reach of the customer. A beginning is thus made which in after years may broaden out and bear fruit in a long business intercourse mutually profitable and advantageous to both, or else an experience in which misplaced confidence, worry and financial loss may result to the accommodating merchant, illustrating anew the risks of credit.

POOR BOYS.

Great men are a nation's choicest treasure. There are many stately and exclusive doors open only to those who bear titles and degrees, but to the hearts and homes of all true Americans, those who have risen by their own exertions from poverty and obscurity to wealth and eminence, find a welcome. It has been said, "Biography is the most universally pleasant and profitable of all reading." If we would understand what heroism is, we must study the lives of heroic men and women. A living patriot will teach us more of patriotism than a thousand books.

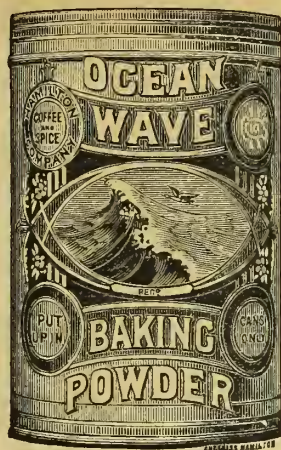
Let us recall the lives of some of the men in active life who were once poor boys; whose fathers' names are unknown in public; who by years of persistent endeavor attained wished for and deserved success. Washington, Franklin, Grant, Garfield, are men belonging to this class. They have made the world richer and better, and have passed away leaving others to make for themselves similar positions. We have poets, inventors, statesmen, divines who have become popular benefactors, not for an age only, but for all time.

Among inventors such as Morse, Whitney and Robert Fulton, Thomas A. Edison rises pre-eminent in his superior practical inventive power. Born at Milan, Ohio, young Edison began life poor. Though of humble parentage, yet he has surpassed the profoundest thinkers of our times. To him we are indebted for the electric light, the only artificial light whose brilliancy approaches that of the sun. Many of our inventors have died in poverty, receiving no pecuniary benefit for their genius, but Edison received \$100,000 for the discovery of the carbon telephone.

Our Presidents have been men whose early struggles against adverse circumstances strengthened and prepared them for their important positions. Benjamin Harrison, when a young man with his family at Indianapolis, living in three plain rooms, not ashamed of his poverty or the self-evident fact that clients would be received cordially at all hours, had no visions of living in the executive mansion; Mrs. Harrison, performing the monotonous duties of a housewife, could not see in the future the position she would hold in the American mind and heart. They began life in poverty, which is but the beginning of wealth and power, having the boundless possibilities of the future always before it.

In all these lives there have come patience by being poor, courage by coming in contact with opposition, knowledge of character they would not have gained had they been carefully shielded by the surroundings which money gives to the sons of the rich.—Merchant Sentinel.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.



It Never Varies..



Sold only in Cans by the Live
Wholesale and Retail
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AND COFFEE CO. . .**

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**MONTREAL,
BEEF AND PORK PACKERS,**

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Compressed Corned Beef.

Ox and Lunch Tongue.

Pure Lard a Specialty.

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Condensed Mince Meat.

Delicious Mince Pies
every day in the
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Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
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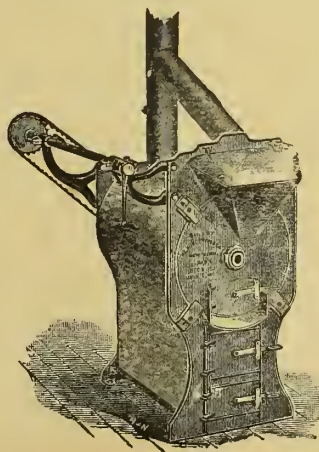
Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

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STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for whole-
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Send for new Illustrated Catalogue.

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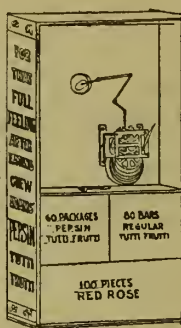
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BOOT PREPARATIONS
SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE

Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.
Prices on application.

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BRANTFORD.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen: or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c.
Won't Wear the Blades like others.

"INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

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ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
" gallons.....	1 75 2 00	
Blackberries, 2.....	2 00 2 25	
Blueberries, 2.....	1 00 1 10	
Beans, 2.....	0 90 1 00	
Corn, 2's.....	0 85 1 00	
" Special Brands.....	1 30 1 60	
Cherries, red pitted, 2's.....	 2 10	
Peas, 2's.....	0 85 1 00	
Pears, Bartlett, 2's.....	1 75 2 00	
" Sugar, 2's.....	1 50 1 75	
Pineapple 2's.....	2 75 3 00	
Peaches, 2's.....	2 00 2 25	
" 3's.....	3 00 3 25	
" Pie, 3's.....	 2 00	
Plums, Gr Gages, 2's.....	1 75 2 00	
" Lombard.....	1 75 1 65	
" Dunsen Blue.....	1 50 1 90	
Pumpkins, 3's.....	0 85 1 00	
" gallons.....	3 00 3 25	
Raspberries, 2's.....	2 00 2 40	
Strawberries, choice 2's.....	2 00 2 40	
Succotash, 2's.....	1 65 1 80	
Tomatoes, 2's.....	0 85 1 00	
" Thistle" Finnan Laddies.....	1 50 1 75	
Lobster, Clover Leaf.....	2 40 2 50	
" Crown flat.....	2 40 2 50	
" tall.....	1 90 2 00	
" Other brands.....	1 80 2 10	
Mackerel.....	1 00 1 10	
Salmon, talls.....	1 45 1 60	
" flats.....	1 70 1 85	
Sardines Albert, 1/2's tins.....	12 1/2 13 1/2	
" 1/2's.....	20 21 1/2	
" Martiny, 1/2's.....	10 10 1/2 11 1/2	
" 1/2's.....	16 17 18 19	
" Other brands, 9 1/2's.....	11 12 13 14	
" P & C, 1/2's tins.....	23 25 26 27	
" 1/2's.....	33 35 36 37	
Sardines Amer, 1/2's.....	6 1/2 7 1/2	
" 1/2's.....	9 10 11 12	

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans.....	\$1 60 \$1 75
" " 2 ".....	2 65 2 80
" " 4 ".....	4 80 5 00
" " 6 ".....	8 00 8 25
" " 14 ".....	17 50 18 50
Minced Collops, 2 lb cans.....	2 60
Roast Beef.....	1 50
" ".....	2 60 2 75
" ".....	4 75
Par Ox Tongue, 2 1/2 ".....	8 00 8 25
Or Tcague.....	7 85 8 00
Lurck Tongue.....	3 25
" ".....	6 00 6 25
English Brawn.....	2 75 2 80
Camb. Sausage.....	2 50
" ".....	4 00
Soups, assorted.....	1 35
" ".....	2 25
Soups & Bouilli.....	1 80
" ".....	4 50
Potted Chicken, Turkey, or	
Game, 6 oz cans.....	1 60
Potted Ham, Tongue or Beef, 6	
oz cans.....	1 35

Deviiled Tongue or Ham, 1/2 lb	1 40
cans.....	
Deviiled Chicken or Turkey,	
1/2 lb cans.....	2 25
Sandwich Ham or Tongue, 1/2	
lb cans.....	1 50
Ham, Chicken and Tongue, 1/2	
lb cans.....	1 75

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high	
class perfume. Guaranteed first	
class)	
Monte Cristo.....	180 pieces... 1 30
(with brilliant stone ring)	
Sappota.....	150 pieces... 1 00
Sweet Fern.....	230 " 0 75
Rad Rose.....	115 pieces... 0 75
Magic Trick.....	115 " 0 75
Oolah.....	115 " 0 75
Puzzle Gum.....	115 pieces... 0 75
Bo-Kay.....	150 " 1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery.....	100 " 0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell.....	150 " 1 00
Cracker.....	144 " 1 00
O-Dont-O.....	144 " 1 00
Little Jap.....	100 " 0 70
Dude Prize.....	144 " 1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
'Little Lord Fauntleroy' clock	
guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/2's.....	6 and 12 lbs. 0 30
Caracas, 1/2's.....	6 and 12 lbs. 0 35
Premium, 1/2's.....	6 and 12 lbs. 0 30
Sante, 1/2's.....	6 and 12 lbs. 0 26
Diamond, 1/2's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 07
Cocoa, Homeopatic, 1/2's, 8 & 14 lbs	30
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENS DORF'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.....	\$2 40
1/2 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/2's, 6 lb. boxes.....	0 40
Vanilla, 1/2's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40
"Fry's" Diamond 1/2's, 6 lb bxs.....	0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box.....	2 40
" 1/2's.....	4 50
" 1 lbs. ".....	8 75
Homeopatic, 1/2's, 14 lb boxes.....	0 34
" 1 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homeopatic Cocoa (4s).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins).....	40
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	22
Mott's French-Can Chocolate.....	20
Mott's Navy or Cooking Choc.....	26
Mott's Cocoa Nibbs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22 & 24.....	22
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30.....	

OOWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1/4 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/2, 1/4 in 10 lb bxs.....	90
Queen's Dessert.....	36
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/2, 1/4 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'mum No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12	
bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 13	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	4 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes,	
12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	30
48 Fingers to the lb, in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb, in cases 24 bxs	
6 lbs each.....	30
8 Cakes to the lb, in cases, 21 bxs	
6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pre Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1 lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKH & SONS, per box

5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 ".....	1 25
" 4 " cotton bags.....	0 90

COFFEE.

GREEN.....	c. per lb
Mocha.....	28, 53
Old Government Java.....	25, 35
Rio.....	20 22
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 26

TODHUNTER, MITCHELL & CO'S

Excelsior Blend.....	34
Our Own.....	32
Jersey.....	30
Laguayra.....	28
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

JAM. We have an immense stock of pure Jams and Jellies, put up in Glass Jars and 5 lb. and 10 lb. Tins, and in 14 lb. and 28 lb. pails. These goods are as fine and pure as the best imported. A trial will convince.

Tel. 528.

7 Front St. East, Toronto.

Pure in 1 lb. tins.....	0 40
Pure in $\frac{1}{2}$ lb. tins	0 42
Pure in $\frac{1}{4}$ lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13 14	
" Tarragona	15 16	
" Fornigetta	13 14	
Almonds, Shelled Valencia	28 32	
" Jordan	40 45	
" Canary	28 30	
Brazil	11 12 1/2	
Cocconuts	5 6	
Filberts, Sicily	9 10	
Pecans	11 15	
Peanuts, roasted	10 12	
" green	9 10	
Walnuts, Grenoble	15 16	
" Bordeaux	10 11	
" Naples, cases	...	
" Marbots	12 13	
" Chills	12 13	

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	...	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

(Wright & Copp, Toronto, Agents.)

	per doz
Home Made Tomato Catsup, qts	6 00
" " pts	3 50
" " 1/2 pts	2 00
Chili Sauce	4 50
" " 1/2 pts	3 25
Soups (in 3 lb cans).	
Tomato	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4 50
Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4 25

LEA & PERRIN'S, per doz	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" pints	6 25 6 50
LAZENBY & SONS Per doz	
Pickles, all kinds, pints	3 25
" quarts	6 00
Harvey Sauce—genuine—half pts	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.

DAIRY.		Per b
Butter, creamery, tubs.	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	
" store crocks	0 17	
Cheese	0 11	

COUNTRY

Eggs, fresh, per doz.	0 18
" limed	16
Beans	1 15 1 30
Onions, per bbl.	1 75 2 25
Potatoes, per bag.	60 70
Hops, 1891 crop	0 13 0 15
" 1892 "	0 16 0 18 1/2
Honey, extracted	0 05 0 07
" section	0 12 0 14

PROVISIONS.

Bacon, long clear, p lb.	0 08 1/2
Pork, mess, p. bbl.	16 50
" short cut	17 50 18 00
Hams, smoked, per lb.	0 11 1/2 0 12
" pickled	0 11
Bellies	0 12 0 12 1/2
Rolls	0 09 1/2
Backs	0 11 1/2 0 12
Lard, Canadian, per lb	0 10 1/2
Compound	0 08 0 08 1/2
Tallow, refined, per lb.	0 05 0 05 1/2
" rough	0 02

RICE, ETC.

	Per lb
Rice, Aracan	3 1/2 4
" Patna	4 1/2 5 1/2
" Japan	5 6
" extra Burmah	3 1/2 4
" Java extra	6 1/2 7
" Genuine Old Carolina	9 1/2 10

Grand Duke.	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca,	5 5 1/2

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	18
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	37

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and brls	4 1/2
1st quality white, 3 lb. cartoons.	5 1/2
Lily White gloss, crates	6 1/2
Brantford gloss, 1 lb.	7 1/2
Lily White gloss, 1 lb chromo	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartoons	8 1/2
" cubes	7 1/2

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8 1/2
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb.	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb "	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6 1/2

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2
Ivory Gloss, fancy picture, 1 lb. packs	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivory Starch in cases of 40 packages	\$3 00

SUGAR.

	c. per lb
Granulated	4 1/2 4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" " 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl	6
Powdered, bbls	5 1/2
" less than a bbl	5 1/2
Extra bright refined	4 1/2
Bright Yellow	3 1/2
Medium	3 1/2
Brown	3 1/2

SALT.

Bbl salt, car lots	1 20
Coarse, car lots, F.O.B.	0 70
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 45 0 50
Common, fine car lots	0 80
" small lots	0 95 1 00
Rock salt, per ton	15 00
Liverpool coarse	0 75 0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D.	bbls.	1/2 bbls
M		2 1/2
B		2 1/2 3 1/2

W. C. A. LAMBE & CO.,

GROCERY BROKERS

TORONTO.

GENTS FOR

The St. Lawrence Sugar Refining Co.,

MONTREAL.

JOHNSTON'S FLUID BEEF.

The Great
Strength-giver.The most perfect form of Concentrated
Nourishment.

STIMULATING. STRENGTHENING. INVIGORATING.

Kingsford's Oswego
STARCH.

STRONGEST.

PUREST.

BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

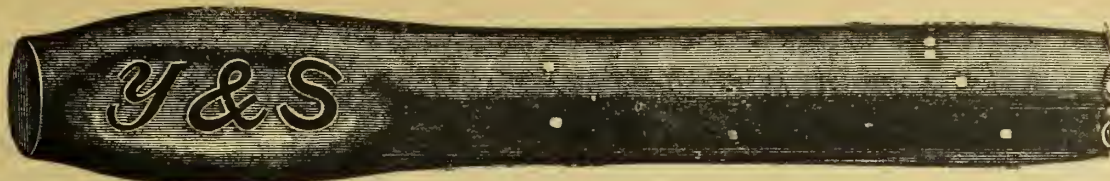
Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	22	2 1/2
E. Superior	22	2 1/2
XX	22	2 1/2
XXX	22	3
Crown	3	3 1/2

MOLASSES.		Per gal
Trinidad, in puncheons	0	35 0 37
" " bbls	0	38 0 46
" " 1/2 bbls	0	40 0 40
New Orleans, in bbls	0	30 0 52
Porto Rico, hdds.	0	38 0 40
" " barrels	0	42 0 44
" " 1/2 barrels	0	44 0 46

SOAP.		per lb
Ivory Bar, 1 lb. bars	5 1/2	
Do. 2, 6-16 and 3 lb bars	5	
Primrose, 4 1/2 lb bars, wax W	4 1/2	
" " 1	4 1/2	
John A. cake, wax W. per doz	42	
Mayflower, cake	42	
Gem, 3 lb bars per lb	3 1/2	
" " 13 oz, 1 and 2 lb. bars	5 1/2	
Queen's Laundry, per bar	5 1/2	
Pride of Kitchen, per box	2 7/5	
Sunshine, boxes, 100 tablets	6 50	
" " 50	3 40	

MORSE'S SOAPS.		Per lb
Mikado (wrapped)	0	04 1/2
Eclipse	0	04 1/2
Stanley Bar	0	04 1/2
Defiance	0	04 1/2
Toronto, 12 oz.	Per doz	0 50
Ruby, 10 oz.	"	0 30
Monster, 8 oz.	"	0 24
Detroit, 14 oz.	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz.	"	0 72

		Per box
Mottled in 5 box lots, 100 bars	5	00
" " 60 bars	3	00
Floater (boxes free)	6	50
Electric	2	75
Hard Water Electric	2	50
Royal Laundry	3	25
Octagon	4	00

		Per doz
Royal Magnum	0	25
" " 25 doz per box	0	20
Anchor, Assorted	0	40
" Castile	0	50
Morse's Assorted	0	45
Morse's Rose	0	45
" Windsor	0	45
" Castile	0	45
Bouquet, paper and wood	0	80
Prize Magnum, White Castile	0	72
" " Honey	0	72
" " Glycerine	0	72
" " Oatmeal	0	72

		Per box
" " Honeysuckle	0	72
Sweet Briar	0	85
Extra Perfume	0	55
Old Brown Windsor Squares	0	30
White Lavender	1	00

		Per doz
White Castile Bars	0	85
White Oatmeal	0	85
Persian Bouquet, paper	2	50
Oriental	0	45
Pure Coconut, 3 doz. bxs, wood	0	40
Heliotrope paper	1	50
Carnation	0	60
Rose Bouquet	0	60
Cocoa Castile	0	40
Arcadian	0	45
New Arcadian, per gross	4	25
Ocean Bouquet	0	45
Barber's Bar, per lb	0	25
Pure Bath	1	00
Magnolia	1	20
Oatmeal	0	85

Unscented Glycerine	0	90
Grey Oatmeal	0	60
Plain Honey	0	70
Plain Glycerine	0	72
Plain Windsor	0	70
Fine Bouquet	1	00
Morse's Toilet Balls	0	90
Turkish Bath	0	60
Infants' Delight	1	20

TEAS.		per lb
CHINA GREENS		
Cases, extra firsts	42	50
Half chests, ordinary firsts	22	38
Young Hyson—		
Cases, sifted, extra firsts	42	50
Cases, small leaf, firsts	35	40
Half chests, ordinary firsts	22	38
" " seconds	17	19
" " thirds	15	17
" " common	11	14

PING SUEYS.		
Young Hyson—		
Half chests, firsts	28	32
" " seconds	16	19
Half Boxes, firsts	28	32
" " seconds	16	19

JAPAN.		
Half Chests—		
Choice	38	40
Choice	32	36
Finest	28	30
Fine	25	27
Good medium	22	24
Medium	19	20
Good common	16	18
Common	12 1/2	15
Nagasaki, 1/2 chests Pekoe	16	22
" " Oolong	14	15
" " Gunpowder	16	19
" " Siftings	5	9

BLACK.		
Congou—		
Half Chests, Kaisow, Mon-	12	60
ing, Pakling	18	50
Caddies, Pakling, Kaisow	18	50

INDIAN.		
Darjeelings	35	55
Assam Pekoes	20	40
Pekoe Souchong	18	30
CEYLON.		
Broken Pekoes	35	42
Pekoes	20	40
Pekoe Souchong	17	35

TOBACCO AND CIGARS		
British Consols, 4's; bright twist,		
5's; Twin Gold Bar, 8's	67c	
Ingots, rough and ready, 8's	64	
Laurel, 8's	57	
Brier, 7's	55	
Index, 7's	50	
Honeysuckle, 7's	58	
Napoleon, 8's	54	
Royal Arms, 12's	55	
Victoria, 12's	53	
Brunette, 12's	50 1/2	
Prince of Wales, in caddies	51 1/2	
" " in 40 lb boxes	51	
Bright Smoking Plug Myrtle, T &		
B, 3's	60	
Lily, 7's	55	
Diamond Solace, 12's	50	
Myrtle Cut Smoking, 1 lb tins	70	
1 lb pg, 6 lb boxes	70	
oz pg, 5 lb boxes	70	

EMPIRE TOBACCO COMPANY.		
CUT SMOKING.		
Golden Plug, 2 oz. pkg boxes, 5		
lbs.	65	
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60	
Gem, 2 oz, packages, 5 lb boxes	61	
Gem, 3 oz tins in 6 lb cases	70	

PLUG SMOKING.		
Golden Plug	56	
Uncle John, 3 x 6, 3s. caddies	54	
16 1/2 lbs	53	
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	51	
St. Lawrence, 2 x 3, 7s. caddies	45	
about 17 lbs.	45	
Banner, 2 x 3, 7s. caddies about	46	
17 lbs.	46	
Sterling, 2 x 3, 7s. caddies about	46	
17 lbs.	46	
Louise, Solace, 12s. caddies about	42	
16 lbs.	47	
Florence, Solace, 12s. caddies	46 1/2	
about 17 lbs.		
Hawthorne, 8s. butts 23 lbs.		
Something Good, 6s. butts 21 lbs		

FANCY SWEET CHEWING.		
Good Luck, spun roll, 16 boxes	65	
4 lbs.	61	
Empire, 3 x 6, 4s. spaced 8s. bxs	60	
4 lbs.	52	
Joy, 3 x 12s., 1 1/2 oz. Spaced 6s.	50	
Top, 16 oz. spaced 8s. boxes 4 lbs	49	
Rough and ready. Butts 25 lbs	50	
Judge, 2 x 3, 8s. Flat. Caddies	49	
about 20 1/2 lbs.	49	
Curry, 3 x 3, 7s. Rough and		
ready. Caddies about 21 lbs.		
Kentucky, 1 1/2 x 3, 13s. Caddies		
about 21 lbs.		
Kentucky, 1 1/2 x 3, 7s. Caddies		
about 21 1/2 lbs.		

BLACK SWEET CHEWING.		
Star, Narrow, 12s. Butts about	47	
22 lbs.	43 1/2	
Morning Star, 12s. Butts about	44	
22 1/2 lbs.	42 1/2	
Montreal Twist, 12s. Caddies		
about 23 lbs.		
Anchor Twist, 12s. Caddies about		
23 lbs.		

CIGARS—S. DAVIS & SONS, Montreal.		
Sizes.		Per M
Madre E' Hijo, Lord Landsdow	\$60	00
" " Panetelas	60	00
" " Bouquet	60	00
" " Perfectos	85	00
" " Longfellow	85	00
" " Reina Victoria	80	00
" " Pins	55	00
El Padre, Reina Victoria	55	00
" " Reina Vict., Especial	50	00
" " Conchas de Regalia	50	00
" " Bouquet	55	00
" " Pins	50	00
" " Longfellow	80	00
" " Perfectos	80	00
Mungo, Nine	35	00
Cable, Conchas	30	00
Queens	29	00
Cigarettes, all Tobacco—		
Cable	7	00
El Padre	1	00
Mauricio	15	00

DOMINION CUT TOBACCO WORKS, MON-		
TREAL.		
CIGARETTES.		Per M.
Athlete	\$7	50
Puritan	6	25
Sultana	5	75
Derby	4	00
B. C. No. 1	4	00
Sweet Sixteen	3	50
The Holder	3	85
Hyde Park	10	50
CUT TOBACCOS.		per lb
Puritan, tenths, 5 lb. boxes	74	
Old Chum, ninths, 5 lb box	71	
Old Virgin, 1-10 lb pkg, 10 lb bxs	62	
Gold Block, ninths, 5 lb boxes	73	

CIGARETTE TOBACCO.		
B. C. N. 1, 1-10, 5 lb boxes	85	
Puritan, 1-10, 5 lb boxes	1	15
Athlete, per lb	10	50
Hyde Park		

VINEGAR.		
A. HAAZ & CO		
XX, W.W.	0	20
XXX, W.W.	0	5
Honey Dew	0	30
Pickling	0	30
Malting		0

WOODENWARE. per doz		
Pails, 2 hoop, clear	No. 1	\$1 70
" " " "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" " " "	"	1 80
" " " "	"	1 80
Tubs, No. 0		9 50
" " " "		8 00
" " " "		7 00
" " " "		6 00
Washboards, Globe	\$1 90	2 00
" " Water Witch		1 40
" " Northern Queen		2 25
" " Planet		1 70
" " Waverly		1 60
" " X X		1 50
" " X		1 30
" " Single Crescent		1 85
" " Double		2 75
" " Jubilee		2 25
" " Glob. Improved		1 90
" " Quick and Easy		1 80
" " World		1 75
" " Rattler		1 30

Matches, 5 case lots, single cases		
Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.	\$3	70
5 cases and under 10 cases		3 60
Steamship (10 gro. in case)		
Single case and under 5 cs.	3	50
5 cases and under 10 cases		3 40

Mops and Handles, comb.		per doz
Butter tubs	\$1 60	\$3 20
Butter Bowls, crates ast'd		3 60

WASHING COMPOUND.		
Housekeeper's Quick-		
Washing per case.		
5c pkgs 100 in case	3	50
10c " 60 in case		4 00

FEERLESS WASHING COMPOUND.		per case
1/2 lb packages, 12 doz in case	\$4	50
1 lb " 6 " "	3	90
1 lb " 3 " "	3	60
5 cts " 100 " "		3 50
YEAST.		
BARM MFG. CO.		per box
1 box containing 2 doz. 5c. pkgs.	0	50
" " 2 doz. 10c.		1 00
BREADMAKER'S		per box
5c packages 36 in box	1	00
2c " 45 in box	0	50



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ST. LAWRENCE SUGAR REFINING CO'S
GRANULATED
AND YELLOWS
AND SYRUPS
ARE PURE.

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATE

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

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Strictly first-class. The favorite commercial house along the line of C. P. R.

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Best sample rooms west of Winnipeg. Strictly first-class.

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The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

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THE RIPANS TABULES regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always effectual. A reliable remedy for Biliousness, Blisters on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Diabetes, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Pimples, Pains in the Head, Pimples, Salt Head, Scrofula, Skin Diseases, Stomach, Tired Liver, Ulcers, and every other disease that impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tablet after each meal. A continued use of the Ripans Tabules is the surest cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c., 1-24 gross 15 cents. Sent by mail postage paid. Address THE RIPANS CHEMICAL COMPANY, P. O. Box 672, New York.



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MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

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The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

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SOAP

SMOKED

Choice
Retailing
Godfish.

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H. W. NORTHRUP & Co.

St. John, N. B.

JOHN PETERS & CO.,
General Commission Merchants
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Kingston, Jamaica, W.I.

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Lemons, Cranberries,
Nuts of all kinds,
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Although the Sales
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Enormous the out-
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ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, JANUARY 20, 1893.

No. 3

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ASK YOUR
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RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

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FOR SALE BY ALL GROCERS.

DUNN'S BAKING POWDER
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Largest Sale in Canada.

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THE CELEBRATED IMPORTED

MENIER'S CHOCOLATE

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
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IN YOUR OWN NAME AMONGST
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Have advanced and are advancing.
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Japan Nibs 12½ to 14c.

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WE HAVE NOT CHANGED
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Full Supply of **DRIED FRUITS** Currants, Raisins,
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Lightbound, Ralston & Co.,
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Woodenware,

Washboards,

TEA, TOILET, TISSUE

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& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JANUARY 20, 1893.

No. 3

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

The Hon. N. Clarke Wallace takes the right way to fit himself for the duties of the office of Comptroller of Customs to which he has been appointed. He began by announcing his desire to become acquainted with the views of the mercantile class in relation to customs duties, appraisements, etc. When in Toronto last week, many of the leading importers, at his own request, waited on him and brought before him matters that they deemed anomalous or deserving of consideration with a view to reform. The questions discussed affected only the dry goods trade, and representatives of that trade alone were present at the meeting. The following day he went to Hamilton to meet the business men of that city and to talk over customs matters with them. No subject of direct moment to grocers or general merchants was brought up, but some matters important to other trades were broached, and closer relations between the business men of Hamilton and the customs department were established. It is to be hoped that this departure of the head of the customs department will be regularly followed up.

If he makes a practice of seeking the sense of the business community upon all matters vital to the importing trade, he will be pretty sure to prove a satisfactory Comptroller of Customs. Mr. Wallace's example is worth imitating by the chief of the Department of Trade and Commerce, of which the Customs is a sub-department. Commerce is probably better equipped with organs of opinion than any other interest that is under the administration of a department of state. Its special press, its Boards of Trade, and its business men's associations are all media through which its views can be ascertained and its wishes consulted. There is no need therefore for the Minister of Trade and Commerce, or either of his under-secretaries at the heads of the Customs and Excise Departments, to look to his office staff for guidance. Civil servants are notoriously attached to old routine, and the Minister who shapes his course according to their counsels is more likely to place the interests of his department under an elaborate office system than to effect any reforms for the benefit of the citizens concerned. That is red tapeism, and we are glad to hear Mr. Wallace say at the outset that he will not add a yard of the red tape that already fetters business despatch in the Customs Department. In the matter of diverse appraisements, the encouragement of informing by the allowance of a moiety of the goods confiscated, the duties on samples, etc., there is room for the introduction of salutary reform. X and Y may buy of the same line of goods from the same foreign manufacturer, but because X lives at Toronto and Y lives at Belleville, Y's goods may cost him more, owing to the fact that the appraiser at his port classifies them differently from the appraiser at Toronto, and exacts a higher duty. This difference between local appraisers is some-

times enough to settle which of two merchants shall command the trade of an intermediate district. Also, the fact that informers were rewarded with a portion of confiscated goods often led greedy but mistaken spies to cause a lot of trouble by false reports. These things need attention. Sir John Thompson announced at the meeting he addressed in Toronto last week, that his Government proposed to make some changes in the tariff during the coming session of Parliament. If the changes are made in the light of information obtained by Mr. Wallace's method, they are not likely to be followed by any great incursions of commercial deputations to Ottawa praying for modifications.

...

The annual report for 1892 of the American Sugar Refineries' Co., (otherwise the Sugar Trust), will not have a very depressing effect upon that company's standing in the stock market. Owing to a change which makes the company's year end with the 30th November instead of the 31st December, the report covers only the first 11 months of 1892. It shows that the net earnings for that time were \$8,615,837.52. From this semi-annual dividend of 4 per cent. on the common stock and 3 1-2 per cent. on the preferred stock were paid last July, and a quarterly dividend of 2 1-2 per cent. on the common stock was paid last October. Another dividend of \$2,206,380 was paid on the 3rd January, which leaves \$2,732,152.52 of a surplus. A surplus of \$1,637,822.70 was carried over from 1891, and this, added to the net residuum from 1892, enables the company to add to its coffers \$4,369,980.22. President Havemeyer said: "It is believed that but for the scale upon which the business has been done it would be impossible to furnish refined sugar at the price which has prevailed. There has been this

other advantage: By reason of the large stock of raw sugar which it is necessary to carry, the business has been made stable and put beyond fluctuations due to speculations and other temporary effects. An illustration was furnished by the cholera alarm which prevailed during the latter part of the summer. A serious check of importation was threatened. Under ordinary circumstances this was likely to have resulted in a large advance in the price of raw and a corresponding advance in the price of refined. The judicious purchase of large quantities of raw sugar contributed materially to the good showing of the year."

. . .

In the last issue of the American Grocer Editor Barrett gives the statistics of the canned goods pack of 1892. As our contemporary is in a position to obtain accurate information upon this subject—a subject which it has made its own—having for several years published annual statements as to the extent of the pack in the United States, its figures have come to be regarded as authoritative. The part of its report that will be scanned with most interest by Canadian canners is that relating to the tomato pack. The output of canned tomatoes in this country has been large, prices are unprecedentedly low, and canners are likely to realize but little profit on their product or to carry a surplus into the next crop year, if no new outlet is discovered. All this might be said with equal truth about other canned vegetables, but it is not these conditions that lead our canners to take an interest in the tomato pack across the border. The fact that gives them special interest in that vegetable is the higher price at which it sells in the United States. They naturally wish to see it advance to a point at which exportation to the United States from this country will be profitable. The tariff of the United States will, so far as that country is concerned, continue to confine our canners to this market, if the price does not go higher, but if it goes much further, then our neighbors across the border will be favored with a part of our tomato pack. The American Grocer shows that the United States tomato pack for the year 1892 was 3,223,165 cases, and that of Canada was 143,627. The total pack was therefore 3,366,792 cases. Contrary to the general belief that the United

States pack was a short one, Mr. Barrett's figures show that it was the largest but one on record, that of 1891 alone exceeding it, and exceeding it by only a few hundred cases. Moreover, the pack for both countries was not far above the average for the last six years, which is shown to be 3,179,214 cases. The Canadian, as our readers are aware, is not much short of twice that of 1891, that year's output being 83,000 cases, as against 143,627 cases for 1892. The American Grocer's explanation of the strong position of the United States market, with a stock so nearly equal in volume to the largest ever turned out, is that the consumptive demand has expanded very greatly. This is an influence that will ameliorate the condition of our market, if we mistake not, though it may not bring prices out of the Slough of Despond into which they have fallen. There can be no gainsaying the fact that canned vegetables have passed into the sphere of staple foods. Their cheapness and edibility are enlarging the domestic market every year, and it is possible that our people may make room this year for the greater part of the pack on the market. As cheapness is the main factor to be relied upon for this result, its possibility is but faintly encouraging to our packers, who have little to choose between selling without a sufficient profit and carrying over part of their product. To sell in the United States markets our canners would probably have to shade 70c. With the 45 per cent. duty on that, the price would be \$1.01 1-2. Freight would bring this above \$1.05, the price now quoted for 3-pound tomatoes in the New York market. But the United States market wants quality as well as, or more than, quantity, and it is unlikely our canners could supply choice quality on the low basis necessary for that market. It is also a question if it is not preferable to rely on our own demand for the absorption of all first-class goods, as in that kind our trade report the most business.

. . .

The high prices of pork, eggs and poultry are likely to brighten up the fresh fish market. The stocks of frozen salmon trout and white fish are now in a very good position to stand a run on the demand, if they should be favored with one. While they are ample for the requirements at present indicated, it is not to be forgotten that Lent begins in a month

and that there will be no relaxation of the rules of the church regulating its observance by abstinence from meat. The weather is cold, and if it remains so, stock can be carried and handled without deterioration. Added to these circumstances in the seller's favor are the chances for a transfer of the demand from pork, poultry and eggs, upon which at present the prices are very high. In cured fish the market is still more decidedly in favor of the seller, particularly in Labrador herring, in which the catch has been short. Grocers and general merchants should cultivate a fish trade. This year's fish sales ought to be a good source of revenue, and it comes in at a time when it is most acceptable. The butcher's loss if the fish seller's gain, and the grocer should aim to be the fish seller.

. . .

The intensely cold weather of the last fortnight has been not only uncomfortable, but to some traders it has been unprofitable as well. Unless there is a constant supply of heat circulating through shops there is danger from loss through the freezing of certain descriptions of goods, notably apples and some liquid goods. The latter may be none the worse of the freezing if they can be retained in their packages, but these, being usually glass, are liable to burst and allow their contents to escape. In cities most grocers find it necessary to attend to their stoves or furnaces through the night, both on account of the goods and the danger of the water pipes freezing. In some cases the latter have been guarded against by the keeping open of the taps. This, however, is a source of waste, and, in the present predicament of the water-works department in this city, such waste cannot be afforded. There have been some fines imposed upon Toronto grocers for wasting the water in this way. The retail trader will find it a good thing to keep his store cosy these cold days. Nothing is more grateful to the half-frozen customer than a genial fire in the shop of her grocer when she calls on him. In many instances customers run in on the way past, not to buy, but to break the hardship of a longer journey. They turn their trading connection to account in this way, and it pays to receive them warmly. Even if a customer is warm, the influence of a comfortable shop upon the salesman impresses her favorably. It takes just a little coal to make all the difference between a shivering, cowering, silent attendant and a bright, pleasant one. Which draws the more trade will soon be apparent in the drift of the custom.

TEA TESTING.

To be first-class at anything a man must abstain. A man to be a first-class tea-taster denies himself many things. He must only eat certain kinds of food and drink certain drinks; he must eat or drink nothing which will have a tendency to blunt his taste. A man cannot be a habitual smoker nor a habitual drinker, nor given to eating anything which is in any way flavored with essences. If he does he will be unable to detect the finest points in the character of certain teas. It is amusing to see some young travellers with their samples of teas under their arm starting out to try and sell them, puffing away with all their might at a cigar. Perhaps they throw the cigar away before they enter the store, but some of them take the butt end of it in with them. Now they have to compare samples. Their hands smell strong of tobacco, but they open up their samples, draw their hands through it several times, and the deed is done. "Look at that," they say, "for a fine tea," and the purchaser looks at it, puts his nose to it, perhaps he liquors it; but the tea is spoiled. Instead of the flavor of tea, it is a mixture of the flavor of tea and tobacco. If the buyer is a smoker himself he will not notice it. If he is not a smoker he will detect something wrong very quickly, and another man will come in with perhaps an inferior tea and make the sale. A man also who is in the habit of tasting intoxicating liquors of any kind is incapable of being a good judge of teas. There are many smoking tea-tasters who sell lots of tea, but that is sometimes because the men who buy from them have confidence in them, and never think to try their teas against others, and they run an account with the house. There are plenty of men in the city even yet who do not liquor their tea, but take its quality for granted; whereas, if they did liquor it they would find how far they were out. The tea taster who smokes before tasting his teas is not to be depended upon, and the man who wishes to excel and does excel as a tea taster is the one who leaves it alone. There are some men who have had such good training in this line that it takes a lot of drinking and smoking to blunt their keen sensibility entirely, but it gets there just the same.

THE COOK TAMPERS WITH THE SUGAR.

"Hello, Corrie! I wrote down to your house the other day." "Oh, did you; what for?" "To tell them that their icing sugar was not pure." "And what did they say?" "They said that it was absolutely pure, and I should be careful about making such statements as that." "Well, what then?" "I sent some over to H. and told him to analyze it. He did, and said it was absolutely pure.

Then I tasted it myself, and it seemed all right." "Oh, well, what made you think it was not pure in the first place?" "You see I used to sell it to the confectioners and they used to make icing for cakes, and they had some cakes sent back because the icing was bad. When I tasted the icing it seemed funny. I put a piece of it in some water and it began to fizz. I thought that funny for icing sugar. I tasted it again, and it tasted like carbonate of soda, which it turned out to be. The cook said she thought it would improve it, so mixed it, hence the mistake. Perhaps someone else was after their custom; I don't know. Sometimes they do funny tricks when it pays them better to deal one place than another."

A STRONG TEA MARKET.

The tea market is a decidedly interesting one at present, and it looks very much now as though holders who held off in the fall in the expectation of better terms were to be doomed to disappointment. In fact, the indications are all the other way, and it would seem from the large wholesale turnovers of the staple that have occurred at Montreal during the last three or four weeks, that buyers are at last convinced of the fact and want to provide themselves against future wants. This is the only way to account for the rush which led to sales aggregating from 5,000 to 6,000 packages, principally Japans, at Montreal, and the fact, coupled with the strong news from primary markets, has induced an appreciation in prices all round, so that it is doubtful if an order could be placed now except at an advance from 1c. to 2c. on the basis possible a fortnight or three weeks ago.

Cable news recently tends to confirm the strong position. For instance, recent advices from Japan state that the settlements for the season show a decrease of 25,000 piculs, or 3,000,000 pounds, and the fact has led to considerable speculation on the New York market, a lot of teas which had been held in Montreal on New York account being ordered to that centre, the owners having procured a better figures than the agent could procure in Montreal. This lot comprised 5,000 packages, and further reduces the stock of tea held in first hands in Montreal, so that holders now manifest extremely independent views as to the value of their property. In fact, the stock of low grades there is very small as compared with former years, and, as the market is now closed in Japan, there will be little or none of this class of tea coming forward. It is worthy of remark also that several round lots have been taken from Montreal on Chicago account, demonstrating a want in that section also.

At all centres the position on tea is remarkably strong. A letter from an English correspondent to a firm in Montreal, said: "Everything points to a hardening market. We have expected it, and are now looking back to old bought standards. Those who know anything of the subject must feel surprised at tea ever being allowed to go at such prices. It is only a short time since that useful Pekoe Souchongs were going beg-

ging here in London at 5-8-4d. per lb., and the cry was, 'We don't want common tea,' but it is curious that at the advanced prices the same tea does not look nearly so common. The position regarding low-priced tea is stronger in the case of Ceylon than others, as the quantity to be dealt in at the present time is ridiculously inadequate to the wants of the trade."

The tone of the letter indicates a pretty strong feeling across the water in England, and it may be argued that the shortage in the supply of tea is pretty general.

MONTREAL AS A FRUIT CENTRE.

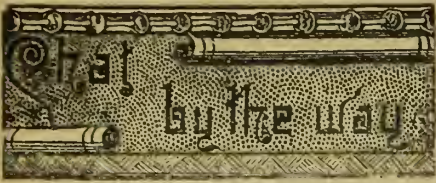
The superior merits of the St. Lawrence route for the shipment of perishable fruit are receiving recognition. THE GROCER has pointed this out before, the chief advantage that it possesses being its coolness as compared with New York, and with proper attention by the trade in Montreal it should be the means of making that centre one of the leading auction marts of the continent. At any rate, this is the future predicted for the port during the season of 1893, a well-known New York wholesale jobber of fruit being the prophet in the case. He is willing to wager that there will be as many lemons and oranges auctioned at Montreal during 1893 as at any other centre. The marked success of the sales at Montreal during the two previous years has shown the fruit growers and exporters at Palermo and Messina that Montreal is the only port on this continent, the voyage to which benefited the fruit, and enabled it therefore to command a higher price all round. All the talk that is sent out from New York every summer about damage to fruit by frost, etc., on the St. Lawrence, can be set down to pure fiction, and to the increasing fear of Montreal competition on the part of New York firms. All such reports are due to jealousy of the Canadian route, and are not likely to divert any shipments from it. In fact, it is anticipated as more than likely that the season's sale will reach a quarter of a million boxes, three large cargoes having been chartered already, which are expected to reach Montreal early in May; in fact, eight, or even ten, cargoes may come to the port during the next spring and summer.

Another new feature in the growing fruit trade will be the regular weekly sales of bananas by the car load, which was started last summer and will be continued throughout the next; also regular daily sales of California fruit at the depot just as they arrive from the Sacramento valley. In fact, if all the expectations are realized, Montreal will be a big fruit centre in very truth.

The Michigan Wholesale Grocers' Association has adopted the equality plan for the sale of sugars, it going into effect January 3, 1893.

T. A. Vickers, Owen Sound, was in Toronto this week endeavoring to purchase a bankrupt stock. He has made some very successful hits in his purchases of this kind.

C. A. Smylie, of Young & Smylie, Brooklyn, N. Y., is on a short trip to Canada. He has a great many warm friends in Toronto, Kingston and other cities on this side of the line.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The United States chewed 85 tons of tobacco last year.

The store of J. C. Price, general merchant, Dutton, Ont., was destroyed by fire on the 15th inst. Mr. Price's loss is estimated at \$4,000.

A deputation of the Winnipeg Board of Trade waited on Superintendent Whyte the other day and urged that the rule prohibiting commercial travellers from riding on freight trains be rescinded. No answer was given.

A number of fellows have recently been scouring the county of Essex in search of white turnips. The sharpers grind these up, season with fluid extract of horseradish, white mustard and vinegar, and then place the stuff on the market as first-class horse-radish for table use. An ordinary white turnip will yield the swindlers about 50 cents net.

At the annual meeting of the Ottawa Board of Trade held last week the president, J. M. Garland, who is wintering in California, sent an able review of the year's work, in which he suggested that the board co-operate with similar bodies in Canada for the reorganization of the Dominion Board of Trade, with headquarters at Ottawa, where it would be in touch with the Government.

The People's Almanac, prepared as a supplement to The Montreal Gazette, is issued for 1893 by the publishers of that paper. It is a convenient and well-filled repository of facts and figures, well chosen with an eye to the greatest benefit of the greatest number. Portraits of the Ministers, Provincial Governors, and other men prominent in politics, intersperse the reading matter. A very useful feature of the almanac is the list of events of 1892, presented in chronological order.

On the 11th inst., at noon, at the residence of the bride's mother, Mrs. Catharine German, Mary street, Picton, Ont., George Edward Boulter, of the firm of Boulter & Sons, eldest son of W. Boulter, was married to Miss Helen Blanche German, by Rev. Dr. McDearmid. Frank Boulter, brother of the groom, was best man, and Miss Alice Conger, of Hollowell, acted as bridesmaid. After the ceremony and congratulations the company sat down to an elegant repast. The happy couple left by the afternoon train for their wedding trip, followed by the good wishes of their host of friends.

At a recent meeting of the Victoria, B. C., Board of Trade, the question of Dominion legislation regarding insolvency was brought up, and a letter read from the Vancouver board. J. H. Todd said that the Attorney-General would have a bill brought before the Legislature framed upon the Ontario and Manitoba Acts. Robert Ward wished the matter placed in the hands of the Dominion members. He did not think this would inter-

fere with local legislation. J. H. Todd having moved that the Dominion Parliament members insist upon the passage of a Dominion Act. Colonel Prior, M.P., reminded the board that the matter has often been brought up in the Dominion House but there was no unanimity about the contents of the bill. There was great need of such an act. He would urge, not insist; the Government could not be driven.

The Commercial Travellers' Mutual Benefit Society held their annual meeting at the rooms of the association on Yonge street, Toronto, on Saturday afternoon. The attention of the meeting was directed chiefly to the election of officers and the revision of the by-laws. The officers elected were as follows: President, James Greenfield; vice-president, Thomas Dunnet; treasurer, Warren Kennedy. Trustees, T. M. Bayne, W. B. Dack and Joseph Taylor, for three years; H. Goodman, H. Lamong and John A. Ross for two years; R. L. Patterson, Robert Crean and S. R. Wickett for one year; E. A. Dailey and W. M. Bremner, Hamilton; T. C. Fleming, Brantford; C. Huber, Berlin; N. D. McArthur, Belleville; M. R. O'Laughlin, Winnipeg; J. W. Dillon, London; and M. S. Sutherland, Kingston. The association has paid out \$16,700 in death claims, and the reserve fund now amounts to \$15,573. The membership of the society is 1,954.

On Saturday, at noon, George M. Wilkinson, senior member of the grocery firm of Wilkinson & Sons, Kingston, died, aged 69 years. He was a very successful man, wealthy and influential. He was a native of Kingston. For three years he had been incapacitated because of nervous affection, and from its effects he died. Two sons, Henry C. and George, conduct the business. The deceased built many substantial blocks in Kingston.

At a meeting of the Patrons of Industry in Forest, Ont., Mr. Mallory, the president of the order, repudiated the notion that there is any antagonism between Patrons and storekeepers. The buying of goods at a reduced price was, he said, no part of the Patron constitution. Any number of neighbors can join and make a bargain with storekeepers for goods at a percentage on invoice prices. It requires no charter to do that. But the P. of I. have become an incorporated body for far higher purposes than buying sugar and tea. If Patrons have been benefited by getting their goods cheaper, that is simply an outcome of the organization.

C. H. Peebles, Hamilton, has a useful attachment to his front door that should be put on every shop door in the country. By it your door can be opened by any of the employees from behind the counter. A rope is attached to the latch of the door and run up to the top along the outside panel. From there it is carried diagonally across to the ceiling, and from there to a point behind the counter. Then by pulling a rope the latch is lifted, and the door opens wide. A spring attached to the door closes it again. "You don't know how useful and labor-saving an invention this is," says C. H. Peebles to THE GROCER'S representative last week. "If a lady happens to enter the store with parcels in her hand or even without, how nice it is to open the door for her. It saves a lot of time in running to and from the front door, and, as there is always someone behind the counter, we are always polite in opening our door for our customers. I saw this device in Buffalo some months ago, and it works to perfection."

ASSOCIATION ITEMS.

A paper was presented at the last meeting of the Grand Rapids, Mich., Retail Grocers' Association recommending an amendment to the present exemption laws, allowing delinquents only \$1 per day exempt from attachment, instead of \$25.

The Fort Wayne, Ind., Sentinel is responsible for the statement that the Retail Grocers' Associations of the state are preparing to march upon the general assembly with a large force to secure the passage of a bill to protect them from "dead beats." The measure proposed is on the principle of the mechanics' lien law, and will compel men to pay their grocery bills. It is claimed that with such a law in force the cost of groceries to consumers who are now paying the percentage on losses from "dead beats" would be greatly decreased.

The Retail Grocery Clerks' Mutual Benefit Association of Pittsburg and Allegheny, entertained its friends at a ball and reception at Armory Hall on Tuesday evening, January 3. The affair was well attended and was quite a success. The clerks' association is in a flourishing condition, and is doing a great deal of work.

About a year ago a resolution was passed by the New York Retail Grocers' Union, asking that all clerks applying for situations, of drivers and other employees of those who supply the retail grocery trade of this city, should be referred to the New York Retail Grocers' Union, Clerks' Department, where a proper entry of names and references could be made, thus aiding the work of ferreting out those who were dishonest, or incompetent. Letters were sent to all the large bakers and others, notifying them of the union's action. From the replies received it was understood that in the future the wishes of the union would be acquiesced in.—Retail Grocers' Advocate.

At the last regular meeting of the New York Retail Grocers' Union a resolution which is to be submitted to the State Board of Trade, and which is worded as follows, was unanimously adopted:

Resolved, That we, the State Board of Trade, condemn the limited price system now in vogue among manufacturers and jobbers, and urge the enforcement of all laws for the suppression of the same.

A. H. Gunn has re-entered the employ of the Dunwich Co-operative Association, Dutton, Ont. Mr. Gunn had withdrawn his services from that association, as was mentioned some time ago in THE GROCER, but his old employers have made it worth his while to re-engage.

Bottles! Bottles!

Ale, Wine, and Spirit Bottles.

For Sale

By

BLAIKLOCK BROS.,

17 Common St.,
Montreal.

*We were pleased
to note last week's . . .
Advertisement had its .
effect—let it continue—
You will always find .
us willing to meet your
views.*

LUCAS,

We are open to buy
Dried Apples. Write
us if you have any to
sell.

STEELE

73 Mc Nab
Street North
Hamilton

AND BRISTOL

A steadily increasing
Trade is the best evidence
that our Standard Lines of

TEAS.

Mallawalla is packed in ½ and 1 lb. lead pack-
ages, 50 lb. cases. Dalukola, Imperial, Con-
gou and Russian Congou are bulk (not
package) teas, and put up in 80 and 100 lb.
metal-lined cases.

Mallawalla . . .

Dalukola

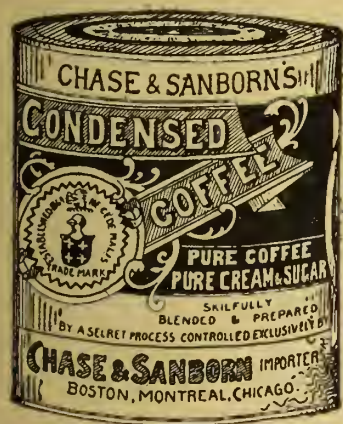
Imperial Congou

and
Russian Congou

--GIVE entire satisfaction. Retail
Merchants have told us that
their Black Tea Trade has steadily in-
creased since keeping one or more of
these lines. They retail at 45 to 50 cts
and show a splendid profit. If you are
desirous of working up a fine Tea
Trade try a sample package. To pur-
chasers of these Teas we give a novel
and most effective method of placing
it before consumers. If our travellers
do not reach your district drop us a
card for particulars.

W. H. Gillard & Co.,

WHOLESALE TEA AGENTS
FOR CANADA,
Hamilton, Ont.



The reputation of
the Manufacturers,

Messrs. Chase & Sanborn

Is a guarantee of the excellence of their

Seal Brand

Condensed Coffee,

A skilfully
blended
combina-
tion of

Pure Coffee,
Cream and Sugar

— PRICES AND SAMPLES ON APPLICATION TO

James Turner & Co.,

HAMILTON, ONT.

"MONSOON" PURE INDIAN TEA. Always relia-
ble, never changes. In cases of 60
1 lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,
IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE
FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCEL-
LENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.

THE TARE IN DATES.

TORONTO, July 17, '93.

DEAR GROCER,—Will you please ascertain for the subscriber what is the customary tare allowed by the grocery and fruit trade on dates. If we mistake not it has been customary for the grocery houses to allow the retailer 8 lbs., but evidently the fruit dealers are only allowing 7 lb. We have tared several lots lately and find that 8 lb. is the about proper tare, and any merchant receiving only 7 lbs. from wholesale fruit dealers is just 1 lb. out on every box. It might be well for fellow retailers to know the proper tare when purchasing these goods.

Your kind attention will oblige,

Yours truly,

"QUEEN ST. WEST."

[THE GROCER has look into the matter in accordance with the wish expressed above and finds that though the usual allowance is 8 lbs., there are instances where 7 lbs. are allowed. In one case 9 lbs. was given as the regular tare. EDITOR GROCER.]

A CAUSE OF FAILURE.

Among many causes of failure in business none is more common than the impatience of individuals. The average man, coming to years of discretion, after working for a salary, feels able to manage for himself, and embarks in a venture of one kind or another with more or less capital. He is sanguine of success, or he certainly would not risk his time and money, but it is seldom that he realizes the length of the journey before he can feel certain that he has an established connection. Some men acknowledge to themselves that there are such things as bad debts, dull seasons, and losses of all sorts to be faced, but even these men do not realize the time that must elapse before a business

advertises itself, as one may say, or brings in money solely by reason of its being well conducted.

Through not considering how long it takes to make a business, many get discouraged and sell out at a loss, or fail wholly, when, if they had been satisfied with the day of small things, they might have lived to see them grow larger. The hare and the tortoise of *Æsop's* fable exist to-day in trade, and the business hare is just as confident of his ability to make a trade in a day as his congener was of outstripping the hard-shell conservative who went slower, but got there first in the sequel; for it is not so much brilliancy that is wanted as sturdy sticking to trade through thick and thin. It matters not what calling, or what line men take up in any one of them, certain qualities must be manifested, and ordinary business faculty will succeed with perseverance, where the erratic, can't-wait man misses every time.—Commercial Enquirer.

THE CURRANT SITUATION.

The immediate future of the currant market is considered in doubt at the present time, owing to the liberal quantity with which the situation appears to be burdened. During the past week three cargoes have been landed in port, the R. F. Mathews with 5,100 bbls., 500 half do. and 12,500 half-cases; the Southwold with 3,800 bbls. and 36,800 half-cases, and Persian Prince with 900 bbls., 600 half do., 700 cases and 12,000 half do., or say a total of 9,800 bbls., 1,100 half do., 700 cases and 61,500 half do. The British Prince is the only boat posted on the way, her cargo consisting of 1,200 bbls. and 300 half do. Previous to the arrival of above vessels the market was well supplied with the various packages, and the principal holders sought in vain for sufficient interest from the trade to reduce the quantity upon offer; but buyers, confronted with the heavy prospective arrivals, continued to act indifferently when approached, with the result of a slow distribution into the channels of consumption and sagging prices. By easy stages the value has receded for some time past until now the quotation rests upon the nominal basis of $3\frac{1}{4}$ c for barrels and $3\frac{1}{2}$ c for ordinary quality in cases. These prices it is said, do not cover the average cost of the goods recently landed, the bulk of the stock received standing the importers $3\frac{1}{4}$ to $3\frac{1}{2}$ c. while in some instances the equivalent of $3\frac{1}{2}$ was paid laid down in this market. The condition of affairs is certainly embarrassing to importers, for to recede from their present position means to increase the losses they are sustaining, and to stand their ground is to deprive themselves of orders, as the majority of the trade, particularly at this period of the year, are not pressed for additional stock, hence negotiations are opened only when necessities compel. Though currants are to-day regarded by many in the

trade as cheap, there have been times in the past when with a duty of one cent per lb. the value has been as low, or approaching very closely the present quotation of the market. The crop of the past season in Greece is estimated to have been in the neighborhood of 150,000 tons a quantity certainly liberal when to it is added a considerable quantity carried over from the previous crop. In the face of this supply the Greek market has been sustained with remarkable strength during the entire period since the harvesting, and is to-day cabled at a point considerably above the value ruling here. From all accounts there yet remains a rather full supply at primary sources to be marketed, but the Greeks are looking with expectant eyes to the wine-makers of France for relief from their holdings. Should the demand from that country materialize, a firm, if not a higher, market may be counted upon, under which circumstances our importers would be encouraged to maintain their position and take the chances of the market later; but should the stock in France prove sufficient to carry them through the season without additions from Greece, it is more than probable that the firmness now prevalent in the latter country would give place to weakness, and possibly a decline. Upon this feature, therefore, depends entirely the course of this market. Our stocks to-day are large, some estimating the quantity as sufficient to carry the trade through the greater portion of the coming season, but should the market abroad break, the result would undoubtedly be additional quantities purchased or consigned, the effect of which at the present time can only be conjectured. California is beginning to loom up as a competitor with Greece in the production of the higher class of stock. Some few years ago it was said that no country in the world possessed the soil and climate for the production of this berry. The same was once said in reference to Spain and Turkey regarding the growth of raisins, but Yankee push and enterprise, brought to bear upon the soil of California, produced wonderful results with the raisin, and it looks now as if with a few years to propagate the vines the banner State of the Pacific Coast will be putting currants upon this market in the same liberal manner with which she is now dealing out raisins. Samples of the fruit have recently come to hand, indicating that the State is making progress in the new industry, and the quality of the goods submitted compares favorably with the best Vostizza coming from Greece.—N. Y. Commercial Bulletin.

Sneak thieves have troubled Port Hope merchants for sometime back. The culprits always managed to escape, until the other day when two of them were arrested for robbing the grocery store of James Dunfee. Their plunder in that robbery amounted to nearly \$100. They also damaged the store and stock in their rummaging search for the more portable and valuable wares. The thieves turned out to be two boys. Part of the property was recovered in a shanty near the home of one of the boys. Both boys have a bad record.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

Ceylon and Indian Teas

We are offering big values in Ceylon and Indian Teas. It will pay you to see our samples before buying

H. P. ECKHART & CO. - - Wholesale Grocers - - **Toronto**

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**Puddings
Custards
Ice Cream**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., NEW YORK. Sole Agents.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds.
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

SYRUPS - We have a splendid Assortment at Bottom Prices

See our Travellers or write us for Samples and Quotations before buying

CAVERHILL, ROSE, HUGHES & CO., WHOLESALE GROCERS

. . MONTREAL . .

MAY TEAS.

We have still a fairly large stock of

FIRST CROP JAPANS

And would advise our friends to buy NOW as the visible supply of these Teas is nearly exhausted.

REGAN, WHITE & CO.,

1, 3 and 5 St. Helen St.,

MONTREAL.

THE ASSOCIATION'S AT HOME.

"The glad circle yield their souls
To festive mirth and wit that knows no gall."

The seasons in their annual round deal out no brighter hours to the grocery trade of this city than those chosen for the yearly At Home of the Toronto Retail Grocers' Association. The spirit in which the guests come together and the felicitous arrangements of the committees, are admirably and always successfully calculated to drive out dull care and make the general enjoyment spontaneous and unalloyed. The evening is always looked forward to with the most pleasurable anticipations, and the fact that these are always realized is the reason that larger numbers are present each succeeding year.

This year's At Home was held on Wednesday evening in Webb's assembly rooms. The splendour of past At Homes in the history of the Association was not only revived but was eclipsed by the magnificent success of this one. The committees to whom were allotted the various divisions of the work of preparation acquitted themselves, or the perfection of their work acquitted them, without a fault. All circumstances that could be invoked to produce a contagion of enjoyment appeared to be happily secured and combined by the forethought of the members in charge, so that pleasure was not a matter of seeking but of enjoying upon offer.

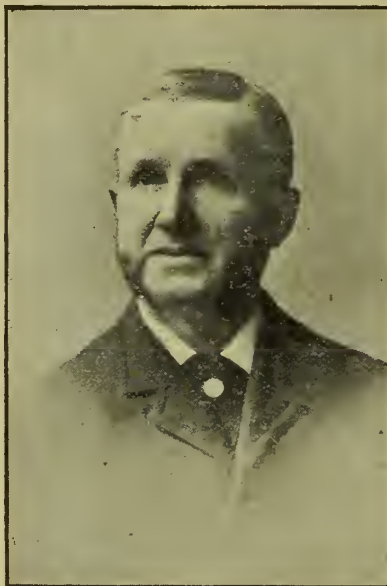
The programme for the concert was all that could be desired to while away the time before the company repaired to the hall-room, the parts being selected and rendered specially with the object of amusing. The committees were named in our last issue. In this we present portraits and sketches of the newly elected officers. They are given below:



D. W. CLARK, PRESIDENT.

Mr. David W. Clark, the President of the Association, is a young man, now in the thirty third year of his age. The fact that this is

but the land of his adoption—for he was born of Scottish parents in South Africa—does not make his affection for Canada less ardent than if it were a native sentiment. Twenty-three years ago his family left the Cape, and he has ever since dwelt in this city. Thus the years of his life when he was most open to impressions, most susceptible to the moulding influence of his surroundings, were spent in Canada, and it is small wonder that his tastes, habits of thought and patriotic instincts became thoroughly assimilated to the corporate life of the country into which he was thrown so early. His training as a grocer was begun under Kinnear & Lang, continued under J. W. Lang & Co. and finished under Fulton Michie. His connection with the Association began with the founding of that body in 1885. He is an energetic member, goes in for making the Association of practical use to everybody in it, and is both a thoughtful worker and conscientious attendant at its meetings. He has traded for nine years on the corner of Bellevue Avenue and Nassau street, has built up a sound and extensive business, and will soon put his sign out before a larger store in a more prominent part of the city. He goes upon the right principles to succeed.



J. G. GIBSON, VICE-PRESIDENT.

Mr. J. G. Gibson, the Vice-president, is an Englishman. He was born at Long Crendon, in Buckinghamshire. His training as a grocer he received in Wendover, where he was bound in a three years' apprenticeship. Drilled in the inflexible Old Country school, Mr. Gibson came to Canada eminently fitted to succeed. As well as a thorough training, he had tact, great force of character, and integrity. Upon his arrival in this city, he opened a grocery up Yonge street, where he has carried on business the whole subsequent period of twenty-two years.

Mr. Gibson made a specialty of the tea and butter trade, two of the most sensitive articles kept in a grocery, and his success in these lines is the foundation of the present trade. Mr. Gibson has always been an active member of the Association, and has rendered it good service by his abilities as a financier.

Martin McMillan, Treasurer of the Association, is a very prominent member of the retail grocery trade in this city. He is well known as a sterling unpretentious man. For ten years he carried on a successful business at the corner of Yonge and Gerrard streets, and removed from there because the



MR. McMILLAN, THE TREASURER.

building was to be pulled down and replaced by another. He bought out the stock of McCormick & Co., on the corner of Yonge and Ann streets, to which stand he transferred his business and a great deal of the custom he had attached in his former store. In four years he has built up a big trade in his present premises. He is a very capable business man and does not know what it is to fail.



R. M. CORRIE, SECRETARY.

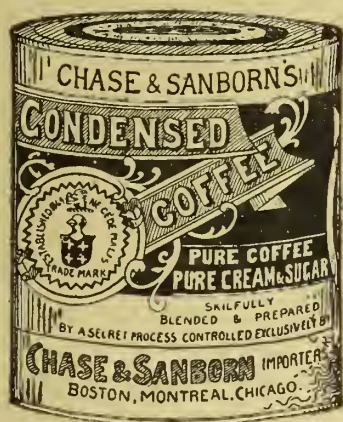
The son of a wholesale baker and confectioner, Mr. Corrie was born on the High street, Dumfries, Scotland. Left an orphan in the care of guardians at the early age of five, he was schooled in Liverpool at Liverpool College, Shaw street. At the same time he learned the grocery business from a foster brother who had six stores in Liverpool. The brother failing, R. M. left there, and was engaged as cashier for Dakin & Co., No. 1 St. Paul's Churchyard and Oxford Circus, London, Eng., one of the oldest tea houses in London. This place he filled with satisfaction to his employers for five years. He left there to better his fortunes in Canada.

The Hamilton Retail Grocers' Association

J. F. EBY.

HUGH BLAIN.

SEAL BRAND COFFEE



Is not a manufactured substitute for **Coffee** but the absolutely pure concentrated strength, flavor and aroma of the **Finest Java Coffee**, blended with Pure Cream and Granulated Sugar. A capital article and a good seller. Note name of manufacturer:—

CHASE & SANBORN

FOR SALE BY

Eby, Blain & Co. WHOLESALE GROCERS Toronto, Ont.

tion was represented at the At-Home by Messrs. Adam Ballantine and Chas. Bremner, both of whom expressed themselves highly delighted with their friendly reception and paid the committee of management unstinted praise for the unqualified success of the affair.

Among the prominent lights present we noticed the great N. P. Soap Morton. Mr. Simpson's ventriloquial joke at the expense of the Hamilton Soap King was highly appreciated by Mr. Morton.

ECHOES OF THE DANCE.

It would be difficult to say who was the belle of the ball, there were so many.

President Clark is just a bit modest yet, he has the ability and the information, and Mr. Gibson says he should not be afraid to let out.

The opening official set of lancers was made up of President Clark, and Miss Gibson, Mr. and Mrs. A. Dennis, Mr. and Mrs. A. M. Piper and Mr. and Mrs. Sloan; next them was a set made up of Mr. George and Miss Barron, P. C. Larkin and Miss White, W. W. and Miss Park, Mr. and Miss Taylor; next them came sets formed by Mr. and Mrs. Butcher and Mr. Saunders and Miss Bradley, Mr. Shields and Mrs. Shields, Mr. Kempton and Mrs. Kempton, Mr. Gordon Crean and Miss Butcher.

Orillia was represented by Miss Moore, daughter of Chas. Moore, the well-known merchant of that town.

The "green grocer" was represented by a gentleman with a green tie.

The ventriloquist got off several capital hits. One of his dummies was Irish and the other colored. "Where's Henry Wright?" said the Irishman. "I want some Surprise Soap to clean the nigger." Again, "Ah, there, Larkin, I see you; Have you joined

the combine?" "Kinnear, do you want a city traveller?" "Mills, how about the peddlers?"

Among those present we noticed:—

Mr. W. R. Armstrong, Mrs. Andrews, Mr. and Mrs. P. Andrews, Miss Adams, Mrs. A. S. Anderson, Mr. James Austin, Mr. J. Adams.

Mr. and Mrs. Adam Ballantyne, Hamilton; Mr. P. Baigent, Mr. and Mrs. E. Y. Barker and Miss Barker, Mr. and Mrs. A. G. Booth, Mr. and Mrs. John Butcher, Miss Butcher, Mr. A. A. Beard, Mr. D. Bennett, Mr. and Mrs. J. D. Bond, Mr. and Mrs. Brock, Mr. and Mrs. J. L. Borwick, Mr. A. Beattie and Miss Beattie, Mr. J. F. Beaid, Mr. Chas. Bremner, of Hamilton, Mr. Geo. Barron, Miss Barron, Miss Bradley, Mrs. Barclay, Mr. Chas. Bain, Miss Buck.

Miss Cewker, Miss Clayton, Mr. and Mrs. D. W. Clark, Mr. R. Calhoun, Mr. and Mrs. Clark, Mr. and Mrs. J. F. Cleary, Mr. Connell, Mr. E. H. Copp, Mr. F. W. Cowan, Miss Cowan, Mr. A. E. Clemes, Mr. Crean.

Miss Dalley, Mr. E. B. Dewey, Mr. and Mrs. Chas. Dimmock, Miss Dimmock, Lieut. Col. J. I. Davidson, Mr. W. Dallimore, Mr. Fred Dixon.

Mr. and Mrs. Eddows, Mr. and Mrs. F. Everest, Mr. C. Edmonds, Miss Edmonds, Mrs. Findlay, Mr. and Miss Findlay, Mr. H. C. Fortier, (Toronto Biscuit Co.) Mr. R. S. Flint, Mr. D. Fitzgerald, Mr. and Mrs. C. S. Fairbairn, Mr. and Mrs. Farewell.

Mr. and Mrs. J. G. Gibson, Miss Gibson, Mr. I. Godley, Mr. A. Gardiner, Miss Gardiner, Mr. and Mrs. W. H. Gibson.

Mr. J. H. Huntsberger, Miss Harris, Mr. and Mrs. Hoskin, Mr. and Mrs. G. C. Husband, Mr. A. Hutchinson, Mr. and Mrs. C. Husband.

Mr. and Mrs. Chas. Kempton, Mr. T. Kinnear, Miss Kinnear.

Mr. H. and Misses Lindsay, Mr. J. W. Lang, Miss Laing, Mr. P. C. Larkin.

Mr. and Mrs. McMillan, Mr. Jas. Moir, Mrs. S. H. Moore, Mr. Moill, Mr. McKenzie, Mr. and Mrs. McCleary, Mr. J. Mortimer, Miss Mortimer, Mr. W. K. McCurry, Mr. S. McKenzie, Mr. S. K. Moir, Mr. D. Morton, Jr., Hamilton, Miss Macpherson, Mr. and Mrs. Mills, Miss Macfarlane, Mr. W. Mason, Mr. W. A. Mitchell, Mr. and Mrs. Mullholand, Mr. and Mrs. W. J. Massey, Mr. D. McDonald, Mr. J. F. Morrish and wife, Mr. John Meharg, Mr. John Mathers, Mr. and Mrs. G. McWilliams, Mr. J. A. McGuire, Miss McCaw, Mr. and Mrs. W. M. Milligan, Mr. W. H. Miln, Mr. J. B. McLean, Mr. H. C. McLean, of THE CANADIAN GROCER.

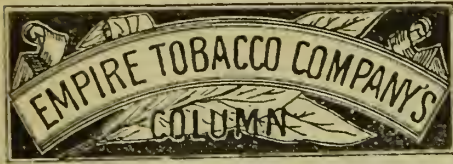
Mr. P. Pearson, Mr. and Mrs. A. Park, Mr. C. S. Parsons.

Mr. and Mrs. R. Radcliffe, Miss Richardson, Mr. S. S. Richardson, Miss Alice Richardson, Mr. A. Pinker, Mr. G. F. Rupert, Mr. C. H. Rose, Miss Hewson.

Mr. and Mrs. A. B. Smith, Mr. and Mrs. W. K. Stewart, Mr. A. M. Sinclair, the Misses Sinclair, Mr. and Mrs. C. Shields, Mr. B. H. Spence, Mr. R. T. Sinclair, Mr. and Mrs. Snow, Mrs. S. H. Scott, Miss Scott, Mr. Henry Simpson, Mr. and Mrs. A. E. Saunders, Miss Smith, Miss Saunders, Miss S. Smith, Mr. W. H. Spencer, Mr. and Mrs. J. W. Sparrow, Mr. and Mrs. J. Sloan, Mr. W. H. Seyler, Mrs. Sullivan.

Mr. R. Thompson, Mr. R. W. Thompson, Mr. and Mrs. Trent, Mr. A. Thompson, Mr. and Mrs. Tomlin, Mr. H. W. Thorpe.

Mr. and Miss White, Mr. and Mrs. White, the Misses White Mr. A. Wilber, Mr. Walker, Mr. J. M. Wright, Mr. Henry Wright, Mr. B. Woodman, Mr. and Mrs. R. J. Woods, Miss Walsh.



Empire Tobacco.

DO YOU SELL IT?

DRY GOODS.

The past week has seen very few buyers on the market, as most of the retailers are either stock-taking or preparing for it, and hence are not visiting the markets. Travellers' orders are coming in quite satisfactorily; in most cases they are ahead of the same period last year. Winter stocks are being steadily lightened by retailers, and this gives a more animated spirit to spring ordering.

Remittances are fairly good. They are better than at the close of the year and are fully up to the average for this time of the year. The North-west and British Columbia, which were slow in December, were very good the first ten days of the new year, but they are slacking off again.

Chadwick's spool cotton has advanced another 10c. to \$3.40 for regular and \$3.50 for special labels. It is not improbable that there will be advances in other makes in the near future. The Chadwick spooling factory in Montreal, though running night and day, is unable to catch up with their orders, the demand being so large and increasing.

Some makers of Canadian braces have advanced 20 per cent. on the figures at which they sold in November last.

A number of agents selling Japanese goods have been on the Toronto and Montreal markets this month showing novelties in embroidered, initialed, and hem-stitched handkerchiefs. Prices will be lower than last year, owing to our increasing trade with Japan. One agent came direct from Tokio, Japan; he is a gentleman of German birth, but has lived in Japan for 20 years.

Mufflers have sold well this season. Dark patterns took the lead, with a tendency towards a better class of goods.

NOTES.

Wyld, Grasett & Darling are showing some special lines in negligé shirts. These come in flannelettes of lowest grades, very effective patterns in Bedford cords, and silk striped Madras shirts. In regatta shirts they have some neat lines, including short stiff bosoms, with attached collars; soft bosoms with stiff collar and cuffs, colored pique bosoms with soft white body, as well as the staple lines. They have received another very large shipment of neckwear. This about completes their regular purchase of neckwear for the spring and summer trade. They claim to show very special value in block neckwear of all kinds, and carry a well assorted stock. They are showing a line of English braces with saddler's ends, a feature which makes them very strong and durable without losing the stylish appearance.

Mr. Begg, buyer of the woollen department of John Macdonald & Co., sailed on the 13th for Great Britain. His mission is to find the leading lines and patterns for the fall trade.

John Macdonald & Co., are receiving large shipments of their spring woollens. Their range this year in both domestic and imported is ahead of previous seasons. Serges in hop-sack and diagonal weaves will be very fashionable this season. They are making a specialty of black worsteds in all the best makes, and they aim to have a full stock of these goods all the year through. Their stock of tailors' trimmings is also very complete at present; every thing in this line that can possibly be required is being shown. They carry a neat range of mantlings for the spring trade, in serges,

box-cloths, fancy brocades, in all the latest colorings.

Gordon, Mackay & Co., are receiving their spring importations of neckwear. In knots, the newest thing is the Dude, being a very small tapering knot, with a wide, flowing end. In four-in-hands the width is about the same as last season, namely, 2 1-2 to 3 inches. They come in handsome dark and light effects. In wash ties, their range of piques and Derbys is very attractive, and the designs are new. In ladies' Windsor ties they have an almost endless variety, including cottons, pongees and surahs. They run in self shades, polka dots and fancies. In their curtain department they are showing a strong range of fancy art muslins in the latest colorings, with and without borders. In chenille curtains they have an extensive range, both in plain centres, with dado at top and bottom, and in clever combinations in all figured goods.

HYMEN IN THE PURE GOLD.

Cupid has been very active lately among the staff of the Pure Gold Manufacturing Co., of this city. Two of their number, James Litster, chemist, and Geo. Stacey, their popular young Manitoba traveller, have fallen victims to his art, and both have passed over to the Benedicts. Mr. Litster was married in Old St. Andrew's church here to Mrs. Bell Pollie, of Kingston, and started off the same day to spend his honeymoon in a tour through some of the American cities.

The office of the company presented an unusually lively appearance on the previous Saturday at noon, when 40 of the employees trooped down, and Mr. Litster was called in and presented with a handsome walnut secretary and book-case combined. He afterwards entertained Mr. Jardine and the heads of departments to a sumptuous lunch at the Dodega, when speeches were in order, and many congratulations and much good advice given the groom elect.

At the same hour on Tuesday, Mr. Stacey was married at his old home, St. Thomas, to Miss Mary V. Wood, daughter of A. J. Wood, of that place. Miss Weltha Haight attended the bride, and Arthur Wood supported Mr. Stacey.

After the ceremony the happy couple started for Winnipeg, where they will make their future home. Among the many handsome and valuable presents to the bride was a beautifully bound set of Sir Walter Scott's works, sent by express from Toronto by the Pure Gold staff.

Both weddings were very quiet, only the immediate relatives being present.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.

John Jamieson & Co's LOCHFYE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

DRESSED POULTRY

We are now booking orders for shipment on or about December the fourth next, to points in British Columbia, delivery in time for Xmas trade. Poultry will be thoroughly frozen and packed in either close or open cases, weighing two hundred pounds each. We offer special prices on large lots.

PARSONS PRODUCE CO.,
WINNIPEG, - - MANITOBA.

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tullymet Distillery, Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.
VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
2 at 33c., " " "
3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

EPPS'S COCOA

4 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow.

England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Butter is booming, at 19 to 22c.; Eggs sell
well, at 22 to 24c. for fresh, and 15 to 16c. for limed;
Dried Apples in demand, at 5 to 5½c.; Green
Apples dull; 1.00 to \$2.00; Potatoes, 85 to 90c. per
bag; Beans, 1.20 to \$1.40; Poultry is still in good
demand, Turkeys, 12 to 14c.; Geese, 9 to 10c.;
Chickens, 40 to 75c.; Ducks, 50c. to \$1.00

Consignments of above
Solicited

J. Y. Young & Co.

Strictly
Commissions

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES :

Oysters, Oyster Carriers,
Smoked, Salt and Fresh
Fish. Consignments and
Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

PURE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 23½ cts. per lb., cash; single
tubs 50 lbs. each, will be shipped as samples on receipt of \$12.

JACKSON & HALLETT,

EXPORTER OF CREAMERY BUTTER
GUELPH, ONT



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 19, 1893.

GROCERIES.

The distinguishing feature of this week's grocery trade is a more active business in sugar. The conviction that the price may go higher is sufficiently widespread, and coupled with the means to buy in advance of present requirements, to support a fairly strong demand. Tea has not fully opened out, mainly because a tentative policy is relied on to bring advantages to buyers. Dried fruit is dull, and Malaga raisins are plentiful enough to be a cause of anxiety to some holders. Canned goods are in better shape, and in good present demand. The trade in miscellaneous goods is reasonably active. Taken all in all, the wholesale grocery trade is much better than it was a year ago. In nearly everything prices are in better tone. Doubtless the abundance of snow and the continuance of weather hard enough to maintain sleighing, have been favorable factors. Milder weather might have done more in the way of improvement, as it is probable the reaction from extreme mildness may have over-shot the mark. Collections are generally satisfactory as collections go. Out-of-town dealers are probably making fewer renewals than they were. The farmers are realizing good prices for butter, eggs, poultry, pork, and the grain market is looking up. These conditions are favorable to collections as well as to current business.

COFFEE.

Upon this market the conditions are rather constant. The demand fluctuates but little on either side of the line of a medium trade. The variations in price outside very slightly affect the volume of business done here. The market for Brazil coffees is still strong, and on spot the quotation runs from 20 to 21c. Mild coffees are as firm as ever. Green Java coffee is quoted at 25 to 30c. Padang coffee is 28 to 35c. Colory V.O.G. Javas are quoted at 40c.

DRIED FRUIT.

The amount of custom now presenting itself for business in dried fruit is very limited. There is no excess stock of staple goods in any local hands. Prices are for the most part steady. The views expressed by reports of the outside current market show that New York is selling on a lower basis than the fruit could now be bought at in Greece. The only easing in price is, therefore, on the part of New York holders. From Patras the latest advice reports an advance of 6d. The price of barrel currants here is 53-4 to 6c., according to quality. Heavy deliveries due at New York, along with liberal stocks already in store there, tend to the expectation of easy prices here, as nobody is heavily stocked, and if future

buying can be done at a comparative advantage, retailers will probably reap the benefit. Valencia layers are not in free movement, but jobbers are not tempting trade by any offers below 5c. for acceptable fruit. The majority hold out for 51-4c. London layers are quoted as low as \$2.25, but there are lines not openly quoted, but available to the retailer at advantageous prices. It is possible to buy London layers and black baskets at a very slight advance, or probably without the encumbrance of any advance, on cost. Prunes are unchanged. They are firm, and appear to be in scant supply locally. Offers made some time ago by Toronto importers were turned down, and no subsequent overtures have been made, the standing-off attitude being resorted to to see what it will yield. B's are quoted at 81-2c., U's at 71-2. There are some cheap bag figs offering, 41-2 being susceptible to buyers' influence. Nuts are inactive and call for nothing but quotations, which we give in Prices Current.

RICE AND SPICES.

The rice trade is a small and featureless one. B rice is steady at 37-8 to 4c., Japan rice at 5 to 51-2c., according as the latter is home or foreign milled.

There have been some slight advances outside in pepper, ginger and cloves. Upon this market there has been no change. The range for pepper is 10 to 15c., for African ginger 16 to 18c., and for cloves 14 to 20c. The spice trade generally is considered good for the month of January.

SUGAR.

The quantity of sugar leaving the refineries for distribution throughout the country is said to be the largest ever known for this time of the year. This indicates the state of the market, and shows that buyers are impressed with its strength. The quotation now made by jobbers is 43-4 to 47-8c. for granulated. Yellows quote from a basis of 1c. lower than this. The firmness of the beet market gives the key note to the whole sugar situation, and the estimates of the shortage in the beet crop bring up the market. The refiners are steadfast in their restriction of present prices to strictly present business, and offers for future delivery on the basis of current quotations are not accepted. Among jobbers there appears to be unusual unanimity in the maintenance of prices. They have evidently concluded not to urge business any faster than it will move under the impulse of essential market conditions. If the market promises to advance, retailers are supposed to be prompt to secure stock in anticipation of such advance, and wholesalers are just now in a temper that does not regard it as part of their duty to stimulate business by shading.

Willett & Gray, New York, in their Weekly Sugar Statistical, say:

Raw—During the week the market has not varied in quotations at New York or Philadelphia, but for Boston an advance of 1-16c. has been paid for a cargo of centrifugals. A strong tone has prevailed, and all invoices offered have been freely taken. The transactions in the local market, however, represent only small amount of the actual business, which includes large purchases made in the Cuba and other markets. At the close the limit of bids is 37-16c. for 96 centrifugals and 8c. for 89 Muscovados, with light offerings, but with no indications of any immediate advance. The Cuba crop will soon be fully under way, and with more pressure to sell. Its size is not yet determined, but less is said about

a 10 per cent. deficiency. The Brazil crop is being used more largely than usual at home, and shipments to the United States will be much curtailed. Accounts from the West Indies generally are of good average crops.

Refined—A strong market and increasing demand most of the week kept refiners pushed to the utmost extent of present production to deliver orders without delay, and caused a moderate advance in several grades on which the demand runs most largely. Towards the close the orders fell off somewhat and the week closes quiet and steady. There is more or less enquiry all the time for foreign refined, which can be landed at 1-8c. per pound below American, but buyers do not seem willing to take the risk of importation without a larger margin. There are no indications of any change in quotations except as to certain grades of soft sugars subject to special demand.

SYRUPS AND MOLASSES.

The sale of syrups is rather limited. The market has nothing that can be bought in a jobbing way at a lower price than 2½c. From this to 3c. the grades in most request are quoted.

Molasses has no special circumstances in its favor this week, and the trade is therefore confined to the fitful minor business that is characteristic of it on this market. West Indies stock is sold at prices ranging from 30 to 35c. New Orleans molasses is 30 to 50c.

TEA.

The tea market presents the same unbroken front to the buyer, despite the prolonged suspension of business on wholesale account. There was an idea that the figures of sellers were too high to stand neglect. Orders were sparingly submitted, and some jobbers allowed themselves to run low, in the hope that they would be able to establish a bear influence by the time the demand should begin on retail account. But for the past three months the market has been steadily ascending. The position of Japan teas has improved remarkably, and stocks held in this country have been withdrawn to supply wants that have developed in New York and Chicago. There are no Japans of the last crop now available to the retailer at a lower price than 15½ to 16c. Lower prices are not quoted on anything but 1891 crop tea, which is obtainable at 14c. Congous are steady, and far from plentiful in low and medium grades, at from 15c. upwards. Young Hysons are in stock at prices ranging from 15c. upwards. Indian and Ceylon teas are in a very strong position. Higher prices are quoted at Calcutta, and the shipments from Colombo were unexpectedly short in December. The droughts of Southern India are reported to have extended to Ceylon; there are fewer flushings of leaf, and consequently a smaller crop is looked forward to. The cheapest Indian tea now on the speculative market is quoted at 8½c. in London up to July. Nearly all Indians and Ceylons are now held in London. A price below what Indian tea would cost laid down here is still quoted by jobbers, namely 17c. This is the lowest figure going for Pekoe Souchnings in Indian and Ceylon teas. In common Pekoes 25c. is asked, for choice Pekoes 32 to 35c., for broken Pekoes 30 to 40c., for broken orange Pekoes 35 to 50c.

The following are McMeekin & Co.'s notes on Indian and Ceylon teas for the month of December:

INDIAN—The offerings were 92,000 packages, against 109,000 packages in the same month of 1891. The quality generally was

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

Are prepared to enter into correspondence
regarding purchase or consignments of all
Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40
years and have Travellers all over England.
Highest References. SP



The Standard
of Excellence!

Always Reliable.

Never Vary.

If your wholesale
grocer does not
keep "Kent" Bot-
tled Pickles, write
direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS**
packers have adopted it. To prevent the
public from being imposed on we have in
addition lithographed the word "**BOULTER**"
across the face of each label in a distinctive
color. Look out for the word "**BOULTER**"
if you want first class "canned goods."

Bay of Quinte

Canning Factories.

PICTON and DEMORESTVILLE.

W. COULTER & SONS,

PROPRIETORS,

PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET
QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to BUY THE BEST

Goods. Fresh Fruits and Vegetables can
be had every day, by using the Lakeport
Preserving Co's Canned Goods. All goods
guaranteed. Try them once and you will
use no other.

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
BEAVER BRAND
PICKLES
INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTLE & CO.,
Vinegar Manufacturers,
TORONTO.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the
largest Maple product territory in the world. We offer to the trade,
all Maple products of the finest quality, in quantities and packages
suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



BUYERS!

OUR interests are identi-
cal. It has paid us to pack
a superior quality of Canned
Goods. It will pay you to
sell them. Our sales for
1892 have doubled 1891.

You may double yours by securing now, while the
price is right and stock fresh and complete, a full
assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES: Delhi, Ont., and Niagara on the Lake.



MARKETS.—Continued

of a useful character, and above that of the corresponding month in the previous season. The auctions in the second week were heavy, and at that time the better sorts did not meet with so ready a demand; but, with this exception, all grades were distinctly firmer, and the month closes with higher prices, especially for all teas under 1s. per lb. The average of public sale prices for the month was about 10¼d. per lb. against 8¾d. per lb. for the corresponding month last year. The imports were 17,353,000 lbs., and the deliveries 9,595,000 lbs., leaving in stock on 31st Dec., 46,069,000 lbs. Although the imports in December show a very heavy total, and there is at the close of the year an unusually large quantity of tea unprinted in importers' hands, the available supply does not appear to be in excess of the probable requirements.

CEYLON.—The offerings were 42,000 packages, against 47,000 packages in the same month of 1891. The high level at which the month opened rather tended to discourage buyers, and, in consequence, the course of the market was slightly irregular throughout, and prices showed a downward tendency; but any decline observable was not material. The quality generally was not equal to that of earlier arrivals. The average of public sale prices for the month was 10¼d. per lb., against 9¾d. per lb. for the corresponding month last year. The imports were 5,735,000 lbs., and the deliveries 4,202,000 lbs., leaving in stock on 31st December, 12,738,000 lbs.

4,600 packages of Java toas were offered, and met with good competition, there being more enquiry for them from the home trade owing to the higher prices for common Indians and Ceylons. For China teas, quotations were very firm for all the lower grades.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Davidson & Hay have Brooke's Crystal soap in stock.

Smith & Keighley are offering a line of bag figs at very low prices.

Sloan & Crowther have just received two more car loads of Little Chief tomatoes.

D. W. Port & Co. have received a car load of splendid white fish from Manitoba.

The prices of Japan teas have advanced in New York 11-2c. since the first of December.

The St. Lawrence Starch Company has advanced prices of Canada laundry to 4c. The discounts remain as before.

W. T. Harris, Chatham, N.B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

A Toronto wholesale house received an enquiry from Chicago on Tuesday for a quotation on 3-lb. tomatoes. In the latter city the price is \$1.10.

The lobster market is firm. It is reported that one large packer in the Maritime Provinces has sold to English buyers the whole of his output for 1893.

Eby, Blain & Co. have a few packages left of No. 1 fresh water herring. As the market is rapidly becoming bare of this fish, orders should be forwarded without delay.

James Turner & Co. find the sales of Ram Lal's teas steadily increasing. The

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap M'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

trade find these goods always give satisfaction. The sale of one package always leads to repeats.

P. C. Larkin & Co. report their Salado package tea to be meeting with exceptional success, telephone and mail orders coming in freely from all parts every day.

It is quite fashionable to serve Burnham's Clam Bouillon at afternoon teas, same as cocoa. Instantly prepared with hot water. It is very nourishing and strengthening.

Eby, Blain & Co. are advertising in this week's GROCER Chase & Sanborn's "Seal" brand condensed coffee and milk. The reputation of these manufacturers is a guarantee of its quality.

J. T. Sturgis, representing Francis D. Moulton & Co., New York, is visiting Ontario in the interests of Eureka Salt. Mr. Sturgis attended the creamery convention held last week in Harriston.

W. H. Gillard & Co., of Hamilton, are offering new "Sair" dates very low, viz., 4 3-4. These goods were shipped in error to Canada, and are being sold much below market prices.

At London J. W. Jones on Friday sold the stock of R. Weatherell, of Oil City, general merchandise, insolvent, to W. T. Trapp, of that place, for 50 1-2 cents on the dollar. The stock was valued at \$6,757.87.

The manufacturers of canned meats have advanced their prices. The prices of the Canadian Meat Canning Co. have been put up 10c. on one's and two's, but jobbers continue to sell at former quotations to the retail trade.

The Pure Gold Manufacturing Co. are putting on the market a new blend of coffee named the Golden Crown, which is likely to meet with a hearty reception from the trade. It is put up in an attractive and saleable form in 2-lb. tins only.

Perkins, Ince & Co. are offering some genuine bargains in London layers and black baskets.

Samples of new crop Japan rice now at hand are generally described as of very excellent quality and calculated to attract prompt attention. Advices from primal points of late have shown some irregularity, and the last cable communi-

cations report ruling rates at about 5c. per 100 pounds under the cost of previous export deals, but that was due mainly to reduced freight charges and irregularity in exchange. Holders of rice in Japan were sustaining full former figures.—N. Y. Commercial Bulletin.

Representatives of the Halifax and Moncton sugar refineries have protected to Mr. Bowell, Minister of Trade and Commerce, against the abolition of the discriminating duties upon sugar and molasses imported through the United States. They say the action taken by the government in abolishing those duties is contrary to the genius and designs of the national policy, and will divert a large amount of trade from Halifax and St. John to United States ports. The sugar men say it is wrong to allow foreign cities to be built up by means of Canadian trade. The complaint of the United States Government against the duties in question is the only reason given by the Ministers for abolishing them.

CANNED GOODS.

TORONTO.

A slightly better feeling is perceptible in the canned goods market. Orders for current needs are numerous and of a good average magnitude, showing that consumption is stimulated by the easy prices going. There is a pretty well defined belief that the unusually big pack will be crowded down by our population before renewal from the factories is due, and the very low prices are depended on for this result. An inquiry from Chicago this week points to the possibility of the difference between Canadian and United States prices affording relief through exportation. It is almost a temptation to our packers to sacrifice on that market to raise prices here. Assorted vegetables are steady at 85c. to \$1. Gallon apples are mostly held at \$2, but as the fruit in its natural state is still cheap and plentiful, there is little demand for the canned product. Salmon is quiet but firm, most jobbers wanting \$1.50, but \$1.45 is known to be not unacceptable if a sale of any importance is involved. Lobster is firm and unchanged at from \$1.80 upwards.

TORONTO, - - Dec. 30, '92.

WE—**PAYING**—ARE

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

4³/₄ C.
F. O. B.

WE **BUYING** ARE
NEW

- **DRIED APPLES** -

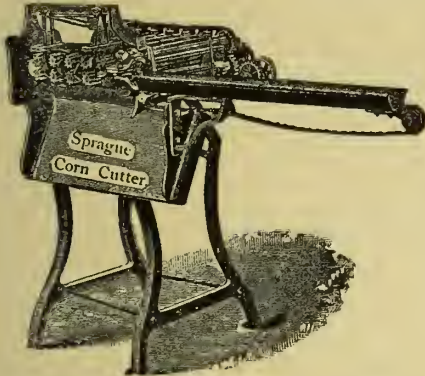
ADDRESS
STANWAY & BAYLEY,
42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE--Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT--Or local pay-orders honoured, 10 days after shipment made.

QUALITY--Bright, dry, and sound new-crop stock.



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers.

Our Factory New Throughout.

The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

“**NEW**” Pickles and “**NEW**” Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

“JERSEY BRAND” CONDENSED MILK.



It is guaranteed Pure and Unskimmed.

An excellent food for Infants.

We make only the one quality—**THE BEST.**

Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

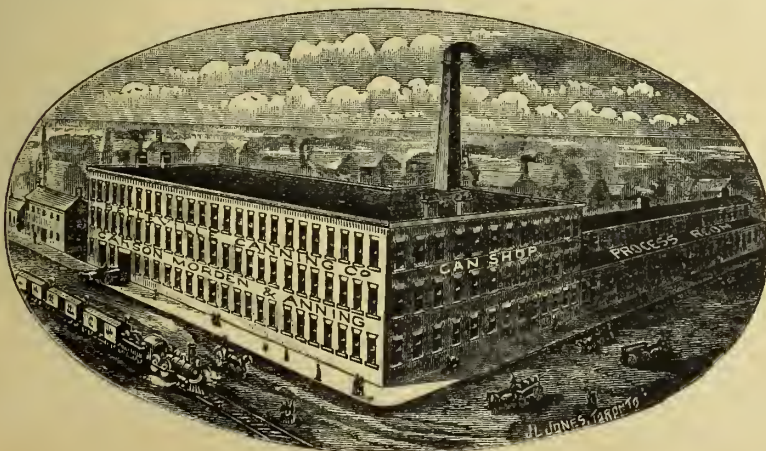
“**Queen Brand**”

Fruits and Vegetables.

All our goods are packed with the greatest care and cleanliness, and as we are on the market to stay we will only put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers.



MARKETS—Continued

PETROLEUM.

A steady market, with a slight decrease in business, incidental to the growing daylight, is about all there is to take note of in a market report. The quotation for Canadian refined continues to be 14 to 14½c.

BUTTER AND CHEESE.

Large rolls are in declining supply and are appreciating in value. The price paid now is 17 to 18c. for first class stock, while a cent lower is touched for anything that is not of prime quality. The country is turning out a very limited supply of butter in any form. Tubs of good table butter are worth 18 to 20c., and grades of dairy tub that are in request for bakers' purposes worth 15c. Cold weather, though favorable to delivery in good condition appears to be unfavorable to production and to marketing. The capacity of this market is much beyond the compass of the supply even at current prices, for all the really good butter goes very rapidly, and lower qualities are taken very often in sheer default of a sufficient supply of choice stock.

Cheese is very firm. Late fall makes are selling in a jobbing way at 11½ to 12c., and for late summer and early fall cheese the quotation is 11c.

COUNTRY PRODUCE.

BEANS—Variety in quality still causes the range between lowest and highest prices to be a wide one. Choice handpicked are jobbed at \$1.35. Lower grades are quoted all the way down to \$1.15.

DRIED APPLES—Buyers are paying 4¾c., and the jobbing price is 5¼c.

EVAPORATED APPLES—The market is brighter, but prices do not ascend. The price paid to sellers is 7¼c., and in a jobbing way re-sales are made at 8c.

EGGS—Strictly fresh eggs are 25c. a dozen, and are very scarce. Lined eggs are 16c. Cold storage eggs are firm at 19 to 20c.

HONEY—There is no change in the dull honey market, which is well stocked with extracted to sell at 7 to 10c. The price of sections is 13 to 15c.

HOPS—The price at which business has been done this week is 18 to 20c. for last crop stock. Buyers are not eager to pay these figures, and are not anticipating future wants.

ONIONS—Cold weather has reduced trade almost to the vanishing point. The price quoted is still \$2.25 to \$2.50.

POTATOES—Offerings are few, as well on account of hard weather as on account of firm views on the part of growers. Cars are 75 to 76c. Out of store lots are 85c.

DRESSED POULTRY—Receipts are almost nil. Turkeys bring 12c., geese 8½ to 9c., chickens 45 to 60c., ducks 70 to 90c.

GREEN FRUIT.

The extreme cold of the last week has had a very adverse influence on the fruit trade. Sales of every kind have been rather few, small and far between to satisfy the jobbers. Prices are as follows: Oranges—Valencias \$4.50, Jamaicas (boxes) \$2.75 to \$3, Floridas \$3 to \$3.50, lemons \$3 to \$3.50; Malaga grapes, nearly done, at \$8; bananas not in stock; cranberries \$10.50 to \$11 for choice, \$1 for Canadian baskets; pineapples 20 to 25c.; cocoanuts 5½ to 6c.; apples \$1.50 to \$2.85; grape fruit 6c.

HOGS AND PROVISIONS.

The almost unparalleled value of hogs has had the effect of closing out the demand on packers' account, and for the time being none of the hogs that come to market are allowed to go to the butchers. The price

rose as high as \$8.90, and of course that figure for raw material would almost certainly preclude business in products. All hog products are very high and firm.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—Are 13c.

LARD—Pure Canadian is 11c. in tubs, and 12½c. in pails. Compound is 10 to 10½c.

BARREL PORK—U. S. heavy mess is \$20 to \$21. Canadian short cut is \$21.50 to \$22.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

SALT.

The sale of salt is not up to the volume of corresponding periods in former years. The pork packers are unable to render the same strength to the demand as it used to have, for the packers will be obliged to curtail their output very much on account of the shortage in hogs. The break in the salt combine affects the price of barrel salt more than any other line. The following are present prices in car lots:—Barrels \$1, coarse 65c., dairy \$1, quarter sacks 40 to 45c., common 75c., rock salt \$12 per ton.

FISH AND OYSTERS.

Trade in fish has not yet rallied as it was expected to do since hogs rose in price and the cold weather supervened. Stocks of fresh fish are full enough for all requirements that are signified or appear to be in prospect. The prices are as follows: 7c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B. C. salmon, 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for flounders, 6½c. for skinned and boned codfish, \$6 for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, oysters \$1.25.

MONTREAL MARKETS.

MONTREAL Jan 19th 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

The grocery market has shown a satisfactory degree of activity during the week, and although the volume has not been of such wide dimensions as the previous week, the movement is still large and far more general in its character. It was jobbers who were buying before; now it is the retailers who are making their wants felt, and everything makes it plain that their supplies are very light. With this demonstrated therefore, and the light supplies of leading staples in first hands here, it is natural to look for a firm tone to values, and this is the case. In fact, the general tendency of the grocery market is to a higher level of volume on almost everything. Molasses and sugar have already advanced; tea is stiffening under remarkably light supplies, so that there is nothing but firmness to report. Payments are somewhat unsatisfactory, but after the first couple of weeks of the new year better things are expected.

SUGAR.

The improved demand noted for sugar in our last report has been well maintained, and if refiners were willing it is likely that they could book orders a con-

siderable way ahead. The position of the raw sugar market, however, predisposes them against doing so, and they are following a conservative course in this respect. A fair quantity of refined has been moved, however, from the refineries at 4 5-8, while round lots of bright yellows have been sent out at 4c. to 4 1-8c., and lower grades at 3 1-2 to 3 3-4c. A gratifying fact also is the good demand that jobbers are receiving both on local and outside account, the movements in this connection being of fair proportions also. Advices from all primary centres continue firm.

SYRUPS.

The advance referred to last week in Barbados molasses is firmly maintained, and we hear of a round lot of Barbados changing hands at 34c. Stocks here are as we have pointed out before, very light, and holders consider their property very good, with the prospects in the immediate future of still higher prices.

Syrups have been moving fairly well also, at a range of 13-4c. to 21-4c. per lb., according to quality. American stock has changed hands at 22c. to 23c. per gallon.

TEAS.

Jobbers report orders from the country as showing a better volume, and everything points to the fact that stocks in retailers' hands throughout the country are exceptionally low. With the light stocks in first hands here, therefore, especially of low grades, a strong market is the natural sequence, and the tea market is certainly strong. In addition to the round lots that were moved last week, we hear of further business of the sort, so that it is evident that jobbers also are urgently in want of fresh supplies. Low grade Japans in straight wholesale lots have changed hands at 12c. to 14 1-2c., according to grade, and a round lot of mediums brought 17 1-2c., while fine to finest has sold all the way from 22c. to 31c. Chicago buyers took two or three lots, and a quantity comprising 160 packages were placed in Wisconsin. On the whole the week in tea has been brisk and encouraging.

COFFEES.

Coffee has shared in the attention devoted to tea, but owing to light supplies here the movement has not assumed large dimensions. The indications all favor prices being maintained, so that holders are very independent in their views. We quote Jamaica 18 1-2 to 20c., Maracaibo 22 to 23c., Rio 20 to 21c., Java 26 1-2 to 29c., and Mocha 27 to 30c.

SPICES.

Spices are strong and upward in tendency also, while a fair demand has been experienced. We quote black pepper firm at 7 1-2c., cloves 7 1-2 to 8 1-2c., and nutmegs 50 to \$1, according to quality.

RICE.

The rice market is shady and unchanging, and we quote standard \$3.85 to \$4.25, higher grades \$5 to \$7.

DRIED FRUIT.

Business has not shown much change in dried fruit during the week, but a few straight wholesale parcels of off-stalk Valencia good seconds have sold at 4 1-2c., and prime 5c. net 30 days. The common stock offering here is not wanted and cannot be given away, so that it looks very much as though the fate predicted by THE GROCER at the time of its receipt here would be verified. Valencia layers have furnished quite a few

FLOUR AND FEED.

TORONTO.

Rising ideas on the part of millers are not productive of an increase in business, as sellers have resorted to this course to influence the market but have only succeeded in diminishing their sales. The export trade is now at a low ebb. Prices are as they were for flour, but have advanced on bran and shorts.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.40; Manitoba strong bakers' \$3.75 to \$4.90; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.30; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED.—Bran is \$12, shorts is \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 30 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$6.

MONTREAL.

There has been a larger business in flour all round, and although holders are asking somewhat higher prices they do not care to let a sale go past them. Local dealers and brokers are quietly laying in stocks, and show a disposition to anticipate wants much further ahead, which shows plainly that they think values are down to bed rock. We quote the following:—Winter wheat \$4.25 to \$4.50; spring patent, \$3.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.65 to 2.90; city strong bakers' \$4.10 to 0.00; strong bakers \$4.00 to \$4.10.

ST. JOHN, N. B.,

The higher prices for flour has caused a little more activity for that commodity and as the market is likely to be firm, a still better demand is anticipated, it is selling here now for less than it can be landed at. Quotations given are Manitoba \$5.20 to \$5.30; High Grade Ontario \$4.35 to \$4.50; Medium Patents \$4.20 to \$4.30; Oatmeal is reported higher; Corn Meal steady at \$2.75 to \$2.85; Feed an advance of \$1 per ton is reported.

FIGS

Choice Natural
in bags
about 55 lbs.

4¼c.

10 lb. boxes
Choice Elemé
4 Row

10½c.

.. (LEMES BROS) ..

Phone. 1766

TORONTO

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embros
Oatmeal
Mills

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --

(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



MONTREAL Markets Continued.

sales at 6 to 6 1/4c. in round lots, a parcel of 500 boxes fetching that range.

Currants are quiet and firm at 5 1/4 to 6c., according to quality. The great bulk of the stock here is controlled by one firm, and anyone who wants supplies have to pay the price.

NUTS.

Business in nuts has been moderate, but prices are nominally unchanged. We quote: Pecans 11 to 12 1/2c., Terragona almonds 16 1/2c., Grenoble walnuts 13 1/2 to 14 1/2c., filberts 10 to 10 1/2c., Ivica 14 1/2c., Brazil 15c., marbots 12 1/2c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

The demand for oranges has been somewhat better this week and prices are steady at the following: Fancy Floridas \$3.25 to \$3.50 Valencias \$4.00 to \$4.25 Messinas \$2.50 to \$2.75 Jamaica in barrels \$5 to \$6. Mandarins \$4 in boxes and \$2.25 in half boxes.

The continued cold weather has improved the demand for lemons and a fair business has transpired at the following: Messina \$3.30 to \$3.50, prime \$2.75 to \$3.00, common \$2.00.

There is a fair call for figs and the market is steady to firm at 5 1/2 to 6c. in bags.

Dates meet a good demand at 5 1/2 to 6c. in boxes.

Spanish onions are steady at 80c. to \$1 per crate, red and yellow stock in barrels, \$2 to \$2 25.

FISH.

The fish market generally is firm, both for pickled and smoked fish. We quote: Haddock 4c., cod 3 to 3 1/2c., steak cod 4 1/2 to 5c., lake trout 7c., white fish 7 to 7 1/2c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$5.50; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$5.25 to \$5.50 per brl.; C.B. and N. S. herring, \$5.25 per brl.; tommy cods, \$2 to \$2.25 per brl.; fresh herring, \$1.85 per hundred.

APPLES.

The apple market fails utterly in developing any improvement. Stocks both here and in the west are ample and holders hardly know what to do with them. That they will concede a good deal is attested by the fact of sales made to California buyers at \$3 delivered, which is less than first cost at the orchard. On spot here \$2.25 is certainly the extreme figure obtainable for a car lot.

POTATOES.

Potatoes are firm, two cars selling on the track here at 90c., and we quote round lots firm at 90 to 95c. per bag.

DRESSED POULTRY

The market has been firmly maintained, all receipts being steadily absorbed. We quote: Turkeys, 11 1/2 to 12c. for choice, and ordinary 10 1/2 to 11c.; dry picked chickens, 8 to 9c.; fowls, 5 1/2 to 6 1/2c.; geese 6 1/2 to 7 1/2c., and ducks 9 to 10c. The last named are very scarce.

DRESSED HOGS.

Dressed hogs continue firm and in light supply, in fact the special reference made to the situation last week is as apt to-day as it was then. We quote \$8.75 to \$9 as a range for car lots. A case is reported where \$8.75 was offered for one car and refused, the holder wanting \$8.77, while quotations from the west to operators here now are nearly equal to \$9 laid down in Montreal. The ordinary

jobbing demand is good on a basis of \$9 to \$9 25.

PROVISIONS.

There is a fair business doing in provisions but the market on the whole is quiet. The tone is very firm however. Canadian short cut is very strong, being now held at 21 to 22c. We quote as follows: Canadian short cut, per brl. \$21 to \$22; Mess pork, Western, new, per brl. \$21 to \$22.00; Hams, city cured, per brl. 12 1/2 to 13c.; Lard, Canadian, in pails 10 1/4 to 10 1/2c.; Bacon, per lb., 11 1/4 to 12c.; Lard, com, refined, per lb., 9 to 9 1/2c.

EGGS.

A brisk export demand on American account has sprung up for eggs since our last, and the market is very firm in consequence. Some five car loads go out this week to New York and Boston, but stocks here are too small to permit of much more being shipped, as it is all wanted on home account. Montreal limed are now quoted at 20 to 21c., while held fresh are firm at 23 to 24c. No southern American eggs are expected here for some time yet, as the receipts at the western and southwestern markets are light and dealers say that none can be brought to Canada until prices drop considerably.

BUTTER AND CHEESE.

Butter continues quiet but firm, with a moderate demand on local account. We quote creamery, 22 to 23c.; Townships 20 to 22c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese has been brisk in an export way, and now holders want fully 1/4c. more. About 10,000 boxes have been moved during the week, making some 20,000 since the first of the year, and now 40,000 is an outside estimate for the stock remaining on spot. We quote export prices from 11 to 11 1/2c.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Jan. 19, 1893.

GROCERIES.

Very little if any change in groceries. Retailers report an improvement chiefly on account of better travelling, as the recent snow has greatly improved the roads and given our country cousins a chance to do their buying here, which also helps the wholesaler. Collections are quite up to expectations, and prospects for further improvement encouraging.

SUGAR—The very firm tone of the sugar market has caused a more general demand than for some time, and dealers are not very anxious to give quotations, which at present are: Granulated, 4 40 to 4 5/8c.; yellows, 3 1/2 to 3 3/4c.; extra, 3 3/8 to 3 7/8c.

TEAS—A better demand is noticed for fair to medium grades.

DRIED FRUITS—Are without any special feature, a fair trade and no change in values. Off-stalk 5 1/4 to 6c., Valencia layers 6 1/2 to 7c., dates 4 1/2 to 5c., prunes 7 to 8c., dried apples 6 to 6 1/2c., evaporated apples 9 to 9 1/2c.

EGGS—The market is firm, but small quantity offering, which is quickly bought up at prices from 21 to 23c.

BUTTER—A very limited supply, and prices likely to be higher, is selling at 19 to 21c.

CHEESE—Steady demand at regular prices 10 3/4 to 11c.

FISH—The condition of the market is unaltered, large stocks are held with small in-

quiry for all kinds of dry and pickled fish. Fresh smoked Haddies are higher at 6 1/4 to 6 1/2c.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Rox 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Dowie & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

GOOD BUSINESS CHANCE—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERI-ence in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative
48 Front St. East, Toronto.

GENTLEMEN:—

At close of stock-taking we find our stock of goods much larger than ever before, and all well bought. Our boys are out again; gladden their hearts with the biggest order you can and it will have our prompt attention.

The Snow Drift Co.,
BRANTFORD.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA.

FAMOUS "STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

ESTABLISHED 1851.

JUST RECEIVED

**4,500 Boxes
Valencia Raisins**

WRITE FOR OUR PRICES.

**N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.**

**BALFOUR & CO.,
IMPORTERS OF TEAS**

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

**SPECIAL TEA
SALE**



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices and Samples

J. W. LANG & CO. 59, 61 and 63 FRONT ST., E. Cor. Church

COOKING FIGS.

In Bags about 50 lbs. each.

Fine Quality and Cheap.

**SLOAN & CROWTHER,
W WHOLESALE GROCERS,
19 Front St. E., Toronto.**

VALENCIAS

Our shipments now arriving ex S. S. Ardengorm and Broomhaugh, were purchased at the lowest point.

Layers, very choicest quality.

Best value in market.

**WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.**

—: : We are offering a : :—

Blended Tea AT **25^{C.}** Per Lb.

For Strength and Flavor it is Unequalled.

Ask our Travellers to show it, or write us for Samples. . . .



**Smith and
Keighley**

9 Front St. E., Toronto.

TEAS - -



A SPECIALTY.

PERKINS, INCE & Co.,

41-43 Front St. East,

TORONTO.

**JOHN BURGESS & SON
SAUCE
AND
PICKLE**

**MANUFACTURERS,
107 STRAND** Corner of the Savoy Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

**Wholesale Grocers
LONDON, ONT.**

SPECIAL BRAND TEA.
LOOK OUT FOR

GOAT

JAPAN TEA

Nothing equal to it at the price.

See our travellers.

Write for samples and prices.

THOS. KINNEAR & CO.
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

Bagter's
Nonpareil Jellies,
All Flavors



Bagter's
Jams, Jellies,
Marmalade

IMPORTANT

Having bought out the Stock and goodwill of Messrs. Tees, Wilson & Co, we intend giving our customers some bargains during the next two weeks. Special value in Syrups See our travellers before buying, or write us for samples and quotations.

CAVERHILL, ROSE HUGHES & CO. Wholesale Grocers **Montreal**

BUSINESS CHANGES.

SALES MADE OR PENDING.

J. Pentney, grocer, Barrie, Ont., has sold out to J. Addison.

E. Houle & Co., grocers, Montreal, have sold out to —, Agincourt.

Samuel Kedy, grocer, Arnprior, Ont., has sold out to D. McPherson.

J. H. Paquin, grocer, Montreal, is advertising his business for sale.

The general store stock in the estate of R. Parker, Hillsdale, Ont., is sold.

The stock of J. F. Copeland, grocer, Toronto, is advertised for sale by tender.

J. E. Morrison, grocer and confectioner, Aylmer, Ont., has sold out to Tibbits & Son.

The stock of L. Woodcock, grocer and fruit dealer, Cobourg, Ont., is advertised for sale by auction.

The general store stock of Wm. H. Leef, Orillia, Ont., is advertised for sale by auction on the 24th inst.

The grocery and crockery stock of J. A. Lockhart, Owen Sound, Ont., is advertised for sale by auction.

Asa Hoyt, grocer and waggon maker, Grafton, Ont., has sold out his grocery business to J. Gillard & Son.

PARTNERSHIPS FORMED AND DISSOLVED.

Charles Fleischmann is registered proprietor in the firm Fleischmann & Co., manufacturers of compressed yeast, Montreal.

DEATHS.

H. A. Leed, fruit dealer and confectioner, Winnipeg, is dead.

W. H. Davis, of Rice & Davis, wholesale fruit merchants, Toronto, is dead.

FIRES.

John C. Price, general merchant, Deton, Ont., is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

S. Stroud, general merchant, Eden, Ont., has assigned to C. B. Armstrong.

Wm. H. Leef, general merchant, Orillia, Ont., has assigned to John Ferguson.

James Gerry, flour and feed merchant, Toronto, has assigned to Chas W. Laker.

J. F. Copeland, grocer, Toronto, has assigned to C. C. Bennett and W. W. Keighley.

S. C. Corin, fruit and provision merchant, Toronto, has assigned to Wm. B. Well.

J. L. Hopkins, wholesale and retail tobaccoist, Toronto, has assigned to H. Vigeon.

Demand of assignment has been made upon Marchand & Co., flour merchants, Montreal.

Jacob Halliday, grocer and crockery merchant, Harriston, Ont., has assigned to A. G. Campbell.

F. A. Campbell, grocer and dealer in boots and shoes, Shelburne, Ont., has assigned to W. A. Campbell, Toronto.

Tees, Wilson & Co., St. Peter street, Montreal, have ceased doing a general wholesale grocery business, and have sold their good will as such to the enterprising firm of Caverhill, Rose, Hughes & Co., St. Peter and Commissioners streets, Montreal. The late customers of Tees & Wilson need have no fear of the manner of their treatment by Caverhill, Rose, Hughes & Co, but may feel sure that they will be dealing with one of the best houses in Canada. Tees, Wilson & Co. in the future confine their efforts to their tea, coffee and spice trade.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada.

FRESH FISH - -
: : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL' SMELTS,
FLOUNDERS, Etc.

Orders
Promptly
Filled.

D. W. PORT & CO.,
Wholesale Fish Agents,

Esplanade, - - TORONTO.

We would refer our readers to the advertisement in another column of Messrs. Jackson & Hallet, of Guelph, exporters of creamery butter, cheese, etc. It may interest them.

You can lose more than we do by not subscribing for this paper.



SPECIAL BLEND

PACKED BY

THE KURMA TEA ESTATE,
SYLHET, INDIA. $\frac{1}{2}$ lb. and 1 lb. Packages and 5 lb. Tins.

DAVIDSON & HAY,

Sole Agents for Canada,

36 YONGE ST.

TORONTO.



...  **HIGHLAND** ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
...  **EVAPORATED**
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

Prepared by ..

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.

Toronto

L. H. DOBBIN, Montreal,

Quebec Agent.

BURNHAM'S
CLAM
BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

BATTY & CO'S PICKLES AND SAUCES

Are the Finest Quality and Guaranteed Pure.

A full line of these celebrated Goods are now kept
in stock by

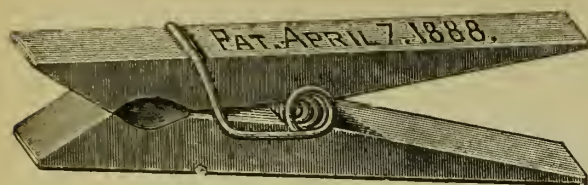
Caverhill, Rose, Hughes & Co.,
Montreal.

Sloan & Crowther,
Toronto.

James Turner & Co.,
Hamilton.



123 and 125 FINSBURY PAVEMENT, LONDON. WRIGHT & COPP, Dominion Agents, TORONTO.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

THE FINEST
IN THE LAND.

CHOCOLATES
(G.B.) (G.B.)

EVERY CHOCOLATE IS STAMPED
G. B.

GANONG BROS., Ltd.
ST. STEPHEN, N.B.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made,"
"Perfection,"
"Lemon Jelly Marmalade,"
"Lime Fruit Marmalade,"

Made from
Seville Oranges,
Messina Lemons,
West India Limes.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc., etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

SITUATION WANTED.
MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care 15-93 B., this office.

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers.

MUNN'S
Famous
Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

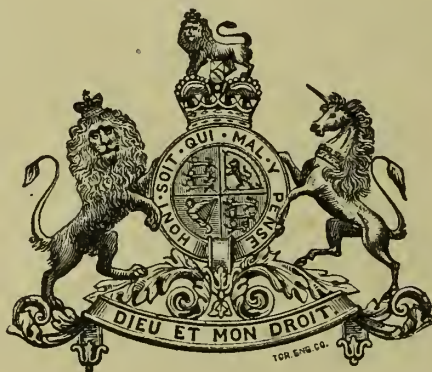
Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S
Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

Stewart, Munn & Co.,
MONTREAL.



CELEBRATED FOR

Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



—SOLD BY—

All Grocers in Canada

GROCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS

Manufacturers, TORONTO.

Crosse &
Blackwell



RETAIL GROCERS

WILL FIND IT

To their Interest

TO BUY

BRANTFORD STARCHES

The Purest and Best
in the Market.

BRITISH AMERICA
STARCH CO.,
LIMITED,
Brantford, Ontario



It Never Varies..



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON SPICE
AND COFFEE CO. . . .

HAMILTON, ONT.



THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

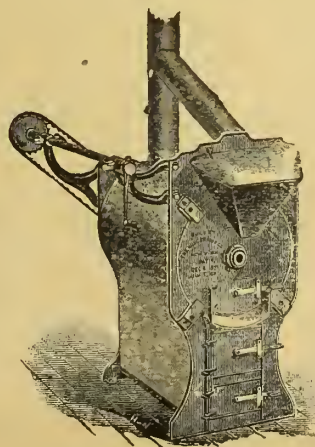
Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

—ALSO—

STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for whole
sale trade.

Send for new Illustrated Catalogue.

THE HUNGERFORD CO.,

67 Pearl Street, New York.



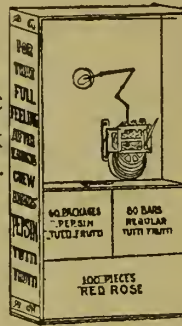
EXTERIOR VIEW.

A GREAT HIT!

Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window. Send for circular.

ADAMS' & SONS CO.,

11 and 13 Jarvis St.,
TORONTO, ONT.



INTERIOR VIEW.



USE
SPANISH BLACKING
THE KING OF BLACKINGS

F. F. DALLEY & CO. - - HAMILTON, ONT.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS
SOLD EVERYWHERE.



**MELTONIAN
BLACKING**

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



**MELTONIAN
CREAM**

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



**ROYAL
LUTETIAN
CREAM**

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



**NONPAREIL
DE GUICHE**
Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.

Prices on application.

Wm. Paterson & Son
BRANTFORD.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black **NO DUST**
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c.
Won't Wear the Blades like others.
6d. and 1s. Tins.

INVICTA
KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

—MANUFACTURED BY—

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, and net	\$3 60
2 " " " "	3 20
2 " " " "	2 90
XXX Hurl 4 " " "	2 90
1X " " " "	2 65
2X Parlor 4 " " "	2 50
3 " " " "	2 25
4 " " " "	1 85
5 " " " "	1 50
Warehouse 4 " " "	3 25
Ship 4 " " "	4 00
1 Cable 2 wire bands, net	3 25
2 " " " "	4 00

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
" gallons.....	2 00	
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00
Corn, 2's.....	0 85	1 00
" Special Brands.....	1 30	1 60
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 85	1 00
Pears, Bartlett, 2's.....	1 75	
" Sugar 2's.....	1 50	
Pineapple 2's.....	2 75	
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	2 00	
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard.....	1 75	1 65
" Munson Blue.....	1 50	1 90
Pumpkins, 3's.....	0 85	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	2 00	2 40
Strawberries, choice 2's.....	2 00	2 40
Succotash, 2's.....	1 65	
Tomatoes, 3's.....	0 85	1 00
" Thistle, Finnan haddies.....	1 50	
Lobster, Clover Leaf.....	2 40	2 50
" Crown flat.....	2 40	2 50
" tall.....	1 90	2 00
" Other brands.....	1 80	2 10
Mackerel.....	1 00	1 10
Salmon, talls.....	1 45	1 60
" flats.....	1 70	
Sardines Albert, 1/4's tins.....	12 1/2	
" 1/2's.....	20	
" Martiny, 1/4's.....	10 10 1/2	
" 1/2's.....	16 17	
" Other brands, 9 1/4's.....	11 16 17	
" P & C, 1/4's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/4's.....	6 1/2	8
" 1/2's.....	9 11	

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans	\$1 60	\$1 75
" 2 " "	2 65	2 80
" 4 " "	4 80	5 00
" 6 " "	8 00	8 25
" 14 " "	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2 " "	2 60	2 75
" 4 " "	4 75	
Par Ox Tongue, 2 1/2 " "	8 00	8 25
Ox Tongue.....	7 85	8 00
Lurch Tongue.....	3 25	
" 1 " "	6 00	6 25
" 2 " "	2 75	2 80
English Brawn.....	2 50	
Camb. Sausage.....	4 00	
" 2 " "	1 35	
Soups, assorted.....	2 25	
" 2 " "	1 80	
Soups & Bouilli.....	4 50	
Potted Chicken, Turkey, or		
Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6		
oz cans.....	1 35	

Devilled Tongue or Ham, 1/4 lb	
cans.....	1 40
Devilled Chicken or Turkey,	
1/4 lb cans.....	2 25
Sandwich Ham or Tongue, 1/4	
lb cans.....	1 50
Ham, Chicken and Tongue, 1/4	
lb cans.....	1 75

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom.....	1 00
(each box contains a bottle of high	
class perfume. Guaranteed first	
class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
'Little Lord Fauntleroy' clock	
guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.'S

Chocolate—	Per lb
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatec, 1/4's, 8 & 14 lbs	30
" Pearl.....	25
" London Pearl 12 & 18 " "	22
" Rock.....	30
" Bulk, in bxs.....	18

EPP'S.

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENSBOEP'S ROYAL DUTCH COCOA.

1/4 lb. cans, per doz.....	\$2 40
1/2 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
" Fry's " Diamond 1/4's, 6 lb bxs.....	0 26
" Fry's " Monogram, 1/4's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's.....	4 50
" 1 lbs.....	8 75
Homopathec, 1/4's, 14 lb boxes.....	0 34
" 1/4's, 12 lb boxes.....	0 34

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopathec Cocoa (1/4's)	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins)	40
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	22
Mott's French-Can Chocolate.....	20
Mott's Navy or Cooking Choc.....	26
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 92 & 24	
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30	

OOWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/4, 1/2 lb. boxes.....	70 75
Iceland Moss 1/4 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs.....	30
Queen's Dessert, ".....	40
Vanilla, ".....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12	
bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	4 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes,	
12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	50
48 Fingers to the lb., in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs	
6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs	
6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1/2 lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., 1/4 lbs	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKH & SONS. per box

5 gross, single & 10 box lots.....	0 75	0 80
Star, 4 doz. in package.....	0 85	
" 6 " ".....	1 25	
" 4 " " cotton bags.....	0 90	

COFFEE.

GREEN c per lb

Mocha.....	28, 33
Old Government Java.....	25, 35
Rio.....	20, 22
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	22, 23

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	34
Our Own.....	32
Jersey.....	30
Laguayra.....	28
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

JAM

We have an immense stock of pure Jams and Jellies, put up in Glass Jars and 5 lb. and 10 lb. Tins, and in 14 lb. and 28 lb. pails. These goods are as fine and pure as the best imported. A trial will convince.

TORONTO BISCUIT AND CONFECTIONERY CO.,

Tel. 528.

7 Front St. East, Toronto.

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	30
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	30 30
Say's Parisien, in 1/2 and 1 lb tins	30

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03 1/2	
Borax	0 12	0 14	
Camphor	0 65	0 75	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07 1/2	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 01 1/2	0 02	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
" boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb.	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	6 00	
Insect Powder	0 30	0 35	
Salpêtre	0 08 1/2	0 09	
Soda Bicarb, per keg	2 50	2 75	
Sal Soda	1 00	1 25	
Madder	0 12 1/2		

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	Per doz.	2 20
Brass hoops, oiled and varnish.	3 25	
No 1 tubs	9 50	
No 2 "	8 50	
No 3 "	7 50	

EXTRACTS.

Dalley's Fine Gold, No. 3, p. doz.	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 2 oz.	1 75
" " " " 3 3 oz.	2 00

(SEELY'S FLAVORING)

Concentrated, 3 oz. full measure	1 75
4 oz. "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	per doz	\$2 75	\$3 00
" No. 2, 4 oz tins	4 50	5 00	
" No. 3, 8 oz tins	8 00	8 75	
" No. 4, 1 lb tins	12 60	14 25	
" No. 5, 2 lb tins	25 00	27 00	

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	52
" " bbls	6
" Filiatras, bbls	52
" " bbls	6 82

Currants, Patras, bbls	5
" " bbls	6
" " cases	7 7
" Vostizzas, cases	7 9
" " cases	8 1/2 10
" 5-crown Excelsior (cases)	8 8 1/2
" " case	5 6 1/2
Dates, Persian, boxes	11 11 1/2
Figs, Eleme, 14oz., per box	11 12
" 10 lb boxes	15 16
" 30 lb bxs. 7 crown	4 1/2 5 1/2
Prunes, Bosnia, casks	8 1/2 8 1/2
" " cases, new	8 1/2 8 1/2
Raisins, Valencia, offstalk old	7 4 1/2
Selected	7 1/2 8 1/2
Layers	7 1/2 8 1/2
Raisins, Sultanas	6 1/2 10

" Eleme	2 25	2 50
Malaga:		
London layers	2 25	2 50
Loose muscatels	4 00	4 50
Imperial cabinets	4 00	4 50
Connoisseur clusters	4 00	4 50
Extra dessert	4 00	4 50
" qrs.		
Royal clusters	3 00	3 30
Royal Vega boxes	3 00	3 30
Black baskets	3 60	3 80
" qrs.		
Blue	3 00	3 30
Fine Dehesas	2 75	3 00
" qrs.		
Lemons	2 75	3 00
Oranges, Jamaica	2 75	3 00
" Valencia	3 00	3 50
" Florida	3 00	3 50
Seedlings		
Navels		

DOMESTIC

Apples, Dried, per lb.	0 04 1/2	0 05 1/2
do Evaporated	0 07 1/2	0 08

FISH.

Oysters, per gallon	1 25
" select, per gallon	...
Pickrel	per lb 0 06
Pike	do 0 07
White fish	do 0 07
Manitoba White fish do	0 7 1/2
Salmon Trout.....	0 07
Lake herring.....	p. 100 1 50 2 50
Pickled and Salt Fish :	
Labrador herring, p. bbl	6 00 6 25
Shore herring	5 00 5 00
Salmon trout, per 1/2 bbl	5 00 5 50
White Fish, 1/2 bbl.....	5 50 5 75

Smoked Fish:		
Finnan Haddies, per lb	0 07 1/2	0 08 1/2
Bloaters	1 00	2 25
Digby herring	0 05	0 20
Sea Fish: Haddock, per lb	0 05	0 05 1/2
Cod	0 07	
B.C. salmon	0 09	0 13
Market Cod		
Frozen Sea Herrings	1 75	2 00

GRAIN.

Wheat, Fall, No. 2	0 66	0 67
" Red Winter, No. 2	0 65	0 66
Wheat, Spring, No. 2	0 64	0 65
" Man Hard, No. 1	0 91	0 92
" " No. 2	0 84	0 85
" " No. 3	0 77	0 77 1/2

Oats, No. 2, per 34 lbs	31	32
Barley, No. 1 per 48 lbs	49	50
" No. 2 extra	43	46
" No. 3	38	39
Rye	59	60
Peas	58	60
Corn	56	57

HAY & STRAW.

Hay, Pressed, "on track	....	9 00
Straw Pressed, "	6 00	6 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto		
50 to 60 dy basis	2 30	
40 dy	2 35	
30 dy	2 40	
20, 16 and 12 dy	2 45	
10 dy	2 50	
8 and 9 dy	2 55	
6 and 7 dy	2 70	
5 dy	2 90	
4 dy A P	2 90	
3 dy A P	3 30	
4 dy C P	2 80	
3 dy C P	3 30	

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg 3 65

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 7 1/2 p.c.	

WINDOW GLASS: (To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.)

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00

ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap	0 04 1/2	0 05
" Screw, hook & strap	0 03 1/2	0 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons	per lb	4	4 1/2
No. 1	"	5	5
No. 2	"	4 1/2	4 1/2
No. 3	"	4	4

TURPENTINE Selected packages, per gal

LINSEED OIL	per gal, raw	0 56 1/2	0 57 1/2
Boiled, per gal	0 59 1/2	0 60 1/2	

GLUE: Common, per lb 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	34 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1	15 60
" 2	13 25
" 3	11 00
Nests of 1	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.	
6d London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins	
" per lb.	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex Sup. in bulk, per lb	30
" Superior in bulk, p. lb	20
" Fine,	15

CHEERY'S IRISH

Pure in 1 lb. tins	0 40
Pure in 1/2 lb. tins	0 42
Pure in 1/4 lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15½	16
" Fornigetta	12	14
Almonds, Shelled Valencias	28	32
" Jordan	40	45
" " Canary	28	30
Brazil	11	12½
Cocoanuts	5	6
Filberts, Sicily	9½	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	...	...
" Marbots	12½	13
" Chilis	12	13

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	...	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00
(For prices at Petrolia, see Market Report.)		

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents,	per doz	
ome Made Tomato Catsup	qts	6 00
" " " "	pts	3 50
" " " "	½ pts	2 00
hili Sauce	pts	4 50
" " " "	½ pts	3 25
Soups (in 3 lb cans).		
Tomato		3 50
Fancy—Chicken, Mock Turtle,		
Cream of Corn Pea, Celery,		
Asparagus	4 50	
Fancy—Chicken Gumbo, Or		
Tail, Consomme Bouillon,		
Mulligatawny, Mutton Broth,		
Beef, Pea, Printanir, Julienne		
Vermicelli, Vegetable	4 25	

LEA & FERRIN'S.		per doz
Worcester Sauce, ½ pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.

DAIRY.		Per b
Butter, creamery, tubs.	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	8	0 20
" store crocks	8	0 20
Cheese	0	11½

COUNTRY

Eggs, fresh, per doz	0	25
" limes	1	17
Beans	1	15 1 35
Onions, per bbl	1	75 2 25
Potatoes, per bag	60	70
Hops, 1891 crop	0	13 0 15
" 1892 "	0	16 0 15½
Honey, extracted	0	05 0 07
" section	0	12 0 14

PROVISIONS.

Bacon, long clear, p lb.	0 11	0 11
Pork, mess, p. bbl	18	00
" short cut	17	50
Hams, smoked, per lb.	0	13
" pickled	0	12
Bellies	0	13
Rolls	0	10½
Backs	0	13
Lard, Canadian, per lb	0	12½
Compound	0	10
Tallow, refined, per lb.	0	05½
" rough	0	02

RICE, ETC.

Per lb	
Rice, Aracan	3½ 4
" Patna	4½ 5
" Japan	5 6½
" extra Burmah	3½ 4
" Java extra	6½ 7
" Genuine Old Carolina	9½ 10

Grand Duke	6½ 7½
Sago	4½ 5½
Tapioca	5 5½

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12½	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	16	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and brls	4½
1st quality white, 3 lb. cartons.	5½
Lily White gloss, crates	6½
Brantford gloss, 1 lb.	7½
Lily White gloss, 1 lb. chromo	6½
Canada Laundry, Boxes	4½
Pure Prepared corn	7½
Challenge Corn	6½
Rice Starch, fancy cartons	8½
" cubes	7½

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb " "	8½
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " ½ lb. package	9½
40-lb " ¼ lb. "	10
40-lb " assorted ½ and ¼ lbs.	9½
6-lb " sliding covers	9½
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8½
20-lb " "	8½

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6½

Laundry Starches—

No. 1, White, 4 lb. Cartons	4½
" " Bbls	4½
" " Kegs	4½
Canada Laundry	4
Ivory Gloss, six 6 lb. boxes, slid- ing covers	6½
Ivory Gloss, fancy picture, 1 lb packs	6½
Patent Starch, fancy picture, 1 lb. cartons	6½
Ivory Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	4½	4½
Paris Lump, bbls and 100 lb. bxs	5½	5½
" " 50 lb. boxes	5½	5½
Extra Ground, bbls	5½	5½
" less than a bbl	6	6
Powdered, bbls	5	5½
" less than a bbl	5½	5½
Extra bright refined	4½	4½
Bright Yellow	3½	4
Medium	3½	3½
Brown	3½	3½

SALT.

Bbl salt, car lots	1	00
Coarse, car lots, F.O.B.	0	85
" small lots	0	85 0 90
Dairy, car lots, F.O.B.	1	00
" small lots	1	25
" quarter-sacks	0	40 0 45
Common, fine car lots	0	75
" small lots	0	95 1 00
Rock salt, per ton	12	00
Liverpool coarse	0	75 0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
	bbls.	½ bbls
D	2½	2½
M	2½	2½
B	2½	3½

W. C. A. LAMBE & CO.,

GROCERY BROKERS

TORONTO.

GENTS FOR

The St. Lawrence Sugar Refining Co.,

MONTREAL.

STICKING TO ONE LINE OF GOODS, satisfy yourself that
it is THE BEST, then RECOMMEND IT! PUSH IT!
EDUCATE YOUR CUSTOMERS TO USE IT!

This is better than keeping a collection of everything advertised to
enable you to

--: Supply anything anybody asks for.

Johnston's Fluid Beef IS A
GOOD LINE

ALWAYS WANTED. [ALWAYS APPRECIATED.]

Kingsford's Oswego
STARCH.

STRONGEST.

PUREST.

BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imita-
tions of our brand)

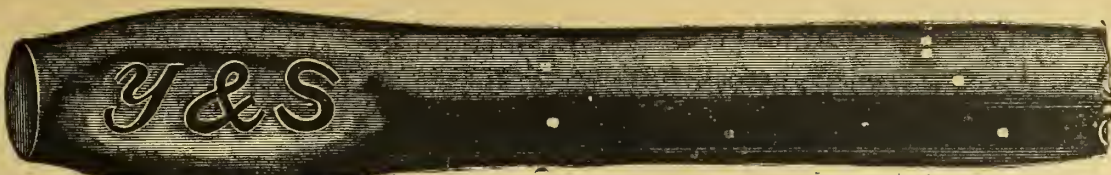
Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	2 3
E.V.B.	2 2 1/2
E. Superior	2 2 1/2
XX	2 2 1/2
XXX	2 3
Crown	3 3 1/2

MOLASSES.	Per gal
Trinidad, in puncheons...	0 35 0 37
" bbls	0 38 0 46
" 1/2 bbls	0 40 0 40
New Orleans, in bbls...	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb 5 1/2
Do. 2, 6-16 and 3 lb bars	" 5
Primrose, 1/2 lb bars, wax W	" 4 1/2
John A. cake, wax W. per doz	42
Mayflower, cake,	42
Gem, 3 lb bars per lb.	3 1/2
" 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar.	6 1/2
Pride of Kitchen, per box.	2 75
Sunshine, boxes, 100 tablets	6 50
" 50	3 40

MORSE'S SOAPS.

Mikado (wrapped)	Per lb 0 04 1/2
Eclipse	0 04 1/2
Stanley Bar	0 04 1/2
Defiance	0 04 1/2
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz	0 30
Monster, 8 oz	0 24
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz	0 72

Mottled in 5 box lots, 100 bars...	5 00
" 60 bars...	3 00
Floater (boxes free).....	6 50
Electric	2 75
Hard Water Electric.....	2 50
Royal Laundry	3 25
Octagon	4 00

Royal Magnum	Per doz 0 25
" 25 doz per box.	0 20
Anchor, Assorted.....	0 40
" Castile.....	0 50
Morse's Assorted.....	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood.....	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72

" Honeysuckle	Per box 0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

White Castile Bars	Per doz 0 85
White Oatmeal	0 85
Persian Bouquet, paper.....	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Hellotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Aradian	0 45
New Aradian, per gross.....	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85

Unscented Glycerine	0 90
Gray Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.

CHINA GREENS	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30
Broken Pekoes	36 42
Pekoes	20 40
Pekoe Souchong	17 36

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
6's; Twin Gold Bar, 8's	67 0
Ingots, rough and ready, 8's	64
Laurel, 3's	67
Brier, 7's	65
Index, 7's	50
Honeysuckle, 7's	68
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	60 1/2
Prince of Wales, in caddies	51 1/2
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 6 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 6	
lbs	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING,

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16 1/2 lbs	64
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs	51
Banner, 2 x 3, 7s. caddies about	
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs	46
Louise, Solace, 12s. caddies about	
16 lbs	46
Florence, Solace, 12s. caddies	
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roli, 16 boxes	
4 lbs	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
41bs	61
Top, 16 oz. spaced 8s. boxes 41bs	60
Joy, 3 x 12s, 14 oz. Spaced 6s.	
Rough and ready, Butts 25 lbs	52
Judge, 2 x 3, 8s. Fiat. Caddies	
about 20 1/2 lbs	50
Currency, 3 x 3, 7s. Rough and	
ready, Caddies about 21 lbs	49
Kentucky, 1 1/2 x 3, 13s. Caddies	
about 21 lbs	50
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs	47
Morning Star, 12s. Butts about	
22 1/2 lbs	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs	44
Anchor Twist, 12s. Caddies about	
23 lbs	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	56 00
Ei Padre, Reina Victoria	66 00
" Reina Vict., Especial	60 00
" Conchas de Regalia	50 00
" Bouquet	66 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	36 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	16 00

DOMINION CUT TOBACCO WORKS, MON-

TREAL.	
CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Suitana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOES.

per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpgk, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N.1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 2c
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" 3	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" 3	"	1 80
" 3	" painted	1 80
Tubs, No. 0		9 50
" 1		8 00
" 2		7 00
" 3		6 00
Washboards, Globe		\$1 90
" Water Witch		1 40
" Northern Queen		2 25
" Planet		1 70
" Waverly		1 60
" X X		1 60
" X		1 30
" Single Crescent		1 85
" Double		2 75
" Jubilee		2 25
" Globe Improved		1 90
" Quick and Easy		1 80
" World		1 75
" Rattler		1 30

Matches, 5 case lots, single cases	
Parlor	1 60
Telephone	3 60
Telegraph	3 80
Safety	4 20
French	3 60

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb.	1 25
Butter tubs	\$1 60
Butter Bowls, crates ast'd	3 60



WASHING COMPOUND.

Housekeeper's Quick-	
Washing per case.	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

FEERLESS WASHING COMPOUND.

per case	
1/2 lb packages, 12 doz in case	\$1 50
1 lb " 6	3 90
1 lb " 3	3 60
5 cts " 100	3 50

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 6c. pkgs.	0 50
" 2 doz. 10c.	1 00



BREADMAKERS'

per box	
3c packages 36 in box	1 00
2c " 45 in box	0 50

— THE —
ST. LAWRENCE SUGAR REFINING CO'S
GRANULATED
AND YELLOWS
AND SYRUPS
ARE PURE.

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATE

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
 and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

THE LELAND HOUSE,

Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly first-class.

WM. NEVINS, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,
Proprietor.

PURE CONFECTIONERY, FINEST BISCUITS.

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TELEPHONE
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**Celebrated
Flavoring
Extracts.**

**VANILLA, LEMON,
and Assorted Flavors.**

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

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And
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When
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Appropriation
For
Advertising
For
1893
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THE
CANADIAN GROCER

THE RIPANS TABULES regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always effective. A reliable remedy for Biliousness, Blisters on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Diabetes, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Pimples, to the Head, Pterion, Salt Head, Scrofula, Stomach, Tired Liver, Ulcers, and every other disease that impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tabule after each meal. A continued use of the Ripans Tabules is the sure cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c, 1-24 gross 15 cents. Sent by mail postage paid. Address THE RIPANS CHEMICAL COMPANY, P. O. Box 672, New York.



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MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

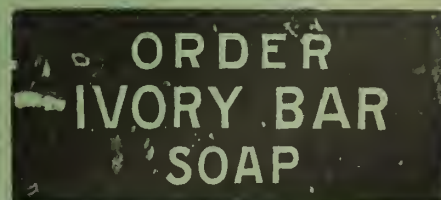


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The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.



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Choice
Retailing
Godfish.

HERRING.

H. W. NORTHRUP & Co.

St. John, N. B.

JOHN PETERS & CO.,
General Commission Merchants
and Brokers,

Halifax, N. S. and
Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,
HULL, P. Q.

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The E. B. Eddy Agencies. Mfg Co., Hull, P.Q.
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TORONTO SALT WORKS,
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Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,
32 WEST MARKET ST.,
TORONTO.
Telephone 1471.
Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



MACLAREN'S
IMPERIAL
CHEESE

IN GLASS JARS.

LARGE, MEDIUM, SMALL,
1 Doz. Case. 2 Doz. Case. 2 Doz. Case

— ALSO —

ROQUEFORT, SWISS, Etc., Etc.
GORGONZOLA,

WRIGHT & COPP,
Dominion Agents, TORONTO.

Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

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LONDON, TORONTO, MONTREAL, WINNIPEG.

HANGING BANQUET



VASE PIANO

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ARE AWAKENING
TO THE FACT . .
THAT THE BEST



LAMP IN THE
WORLD IS . .

.. THE .. **PITTSBURG**

Although the Sales
of this Lamp in the
past year has been
Enormous the out-
look for this year
is still better . . .

GOWANS, KENT & Co.,

Sole Wholesale Agents
for Canada

TORONTO and WINNIPEG



HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

VOL. VII.

TORONTO, JANUARY 27, 1893.

No. 4

Manufacturers by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

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Only Prize Medal London. 1882 • Only Silver Medal Paris. 1875
Only Medal Dublin. 1885 • Grand Gold Medal Moscow 1872 &c

Left side: TO THE COURT OF HOLLAND AND THE KING OF ITALY. TO THE BULLS HEAD TRADE MARK. Right side: PURVEYORS TO H.R.H. THE PRINCE OF WALES. 1878. CROSS OF THE LEGION OF HONOUR.

ASK YOUR
WHOLESALE GROCER
—FOR—
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

H. A. NELSON & SONS
Manufacturers and Wholesale Dealers
56 AND 58 FRONT ST. W.
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MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
Largest Sale in Canada.

Dont fail to handle

THE CELEBRATED IMPORTED

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ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:
C. ALFRED CHOUILLOU AGENT MONTREAL.

The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
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OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

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WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

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CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

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Inquiries and Correspondence Solicited.

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PEERLESS WASHING - COMPOUND - IS THE BEST

SAVES LABOR, SAVES EXPENSE,
SAVES TIME.

Is not Injurious to the Finest Fabric

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**Pure Gold
Mfg. Co.**

31 FRONT STREET EAST, TORONTO



We have removed
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No. 146 & 148 Car
ling St. Call and see
us when in our City.

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ECKERT
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ABOUT the 1st of February we will offer to the trade, the largest collection of import samples ever shown by any house in Canada. The assortment will comprise a great variety of China and Glass, both staple and fancy, and buyers will consult their own interest by looking through our show rooms before placing their orders for importation.

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Pure Concentrated

COCOA.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

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Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

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The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



FOR preserving Butter, Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the Warmest Weather.

Wanted, one Dealer in each District to sell Preservitas to Dairymen.

G consignments of Butter, Cheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

Agent **M. F. EAGAR**, Halifax, N. S.

JAPAN TEAS

Have advanced and are advancing.

We can offer special values in

Japan Nibs 12½ to 14c.

IN Japan Teas 13 to 15c.

Barbadoes Molasses Advanced 2c. per gallon.

WE HAVE NOT CHANGED
OUR PRICES FOR

Choice Porto Rico in barrels 32c.
Half barrels 34c.

Full Supply of **DRIED FRUITS** Currants, Raisins, Prunes, etc., etc.

Lightbound, Ralston & Co.,

Wholesale Grocers,

MONTREAL,

THE E. B. EDDY CO'S

MATCHES

Indurated Fibre Ware,
Woodenware,

Washboards,

TEA, TOILET, TISSUE

and WRAPPING PAPERS,

Are sold by all Wholesale and Retail Dealers in Canada,

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JANUARY 27, 1893.

No. 4

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

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Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

In his inaugural address before the last meeting of the Toronto Retail Grocers' Association President Clark strikes the keynote of progress. He has our congratulations and best wishes of success for the course he therein briefly outlined. If he is well supported by his fellow-members—and the hearty acceptance of his views by the meeting indicates that he will be—the current year will be a bright one in the history of the Association. There is a large amount of latent usefulness in each member which can be developed by the plan Mr. Clark recommends—that is, the preparation and reading of papers upon matters of moment to the trade. It will be educative in two ways, both to those who give and to those who receive, the exercise of the observing and investigating faculties being of mental value to those preparing the papers, while the diffusion of the information so imparted will enlarge the general stock of information. The idea of a question drawer broached by Mr. Clark is also an excellent one, in fact one of the very best that could be adopted. If it is made liberal use of it will be a fertile

source of enlightenment upon obscure or doubtful points, and will be a means of unifying the action of members in many ways. The practice of inviting wholesalers to address the Association upon special subjects cannot but tend to draw more closely together the wholesale and retail branches of the trade in this city, and that feature of it is as valuable as its educative purpose. THE GROCER will do all it can to further these and other useful objects of the Association, by keeping track of association movement in this country, the United States and England, and by publishing from the proceedings of other bodies whatever is analogous to doings here or is worthy of imitation. For THE GROCER believes that the more the Toronto Association improves, the more the general trade of the country will be benefited by this paper's reports of its meetings.

* * *

While the year is young it is a good time for the members of the Retail Grocers' Association, both as individuals and as a body, to insert punctuality as one of the unwritten principles of their constitution and their undeviating practice. The adoption of 10.30 p.m. as the hour of adjournment of all meetings puts it out of the question to make up by lateness of sitting for lateness of assembling. There should be a unanimous purpose on the part of members to come early. The delays in waiting for the arrival of a quorum at meetings of committees have been a cause of annoyance to such members as are usually on time, and prove that the lack of punctuality at the regular meetings is not chargeable altogether to members not in office. At the last monthly meeting, Mr. Gibson, the Vice-president of the Association, who is chairman of all committees, declared upon taking office that he would not give any indulgence to this practice during the current year. He would make it a point

to be on hand promptly at 8.30 on the evening appointed for any committee meeting, and if his colleagues were not there at that time he would not remain. Let all be prompt to the minute of meeting, and business will be lighter and brighter. When the proceedings are dragged out to late hours they partake of the dull spirit of sleepy men.

* * *

A partially disabled pumping service, the upheaval of the steel conduit that carries Toronto's water supply across the bay, and the fractures at several of the joints of that conduit threatened at one time to leave the city with an empty reservoir. The week before last indeed the pressure was so feeble that people living on the higher levels were without water for domestic uses, hydraulic elevators could not be run and the city was left almost without fire protection. This last condition was the most serious. The apprehension of such danger caused some disquietude, as the most trivial fire, which could be quenched by a few pails of water, might be the beginning of a terrible conflagration through the want of a pressure sufficient to throw a stream on the flames. The fire insurance companies looked upon this state of things with some alarm, and the Board of Underwriters showed an inclination to raise the rates. This would have been most heavily felt by the business men of the city, just at a time too when they would be most likely to avail themselves of insurance protection. The city underwriters had the reservoir and pumping station inspected the other day, and as they found a great improvement in the supply, it is supposed the inspectors will not report for an increase in the rates. They will, however, recommend that the city at once secure two large steam fire engines. Until the waterworks system is in better shape, merchants in this city will need to be very careful to take no chances from danger by fire. Carelessness as to

matches, stoves, furnaces, etc., may be the beginning of a disastrous ending.

* * *

The Markets and License Committee of this city has blotted itself out of existence. The question which its self-effacement brings before the interest of the local grocery trade is : Upon what authority shall its duties devolve ? It is pretty certain that they will be divided up. Some of the aldermen are apparently in favor of putting all licenses under police control. The inspection of fruit and provisions is proposed to be added to the functions of the health department. Both of these changes would probably be satisfactory to the grocers. They have long recognized the difficulty of enforcing the observance of the pedlars' by-laws, with so small a staff as the license inspector has at his command. On the other hand they look upon the police as the fittest persons to be the guardians of these laws. At present a pedlar may have a license or may not ; he may display his badge or conceal it ; he may have more assistants than his license calls for ; and may be trading irregularly under the noses of a dozen police men, and remain unmolested. The offering of diseased and contagion-spreading fruit by unwashed Italians is a matter that should be checked by the Board of Health, and long ago THE GROCER recommended that all pedlars' fruits, etc., and the conditions of storage be regularly examined by health inspectors. This would lead to the condemnation and destruction of much of the cheap and dangerous trash that now is so injurious to the trade of rent-paying grocers. The pedlars have their friends, however, in the new council. Ald. Stewart, the chairman of the committee that has just extinguished itself, has a motion before the council to remove the restrictions confining pedlars to particular streets, and another one providing that no increase be made in pedlars' licenses. Ald. Frankland has declared the licenses in many cases tyrannical. He is the mover of a resolution requiring that the license department be abolished and that the business of issuing licenses and weighing of potatoes be done by the City Commissioner's department ; that the outside inspection be done by the police, and the inspection of meat, cattle and fruit be done by the Medical Health Department.

* * *

The accident insurance companies will no doubt look with satisfaction upon the change that is proceeding by degrees in the

street railroads of the country from horse cars to electric cars. The change ought to be a good thing for their business. Traders who place any value upon their delivery service will find it a prudent thing to get horse and wagon under an accident policy, and the intrepid man who has the driving of the horse had better advise with himself if it is not wiser to drive more carefully and look to safety rather than despatch in landing his parcels. People on the street report some hair-breadth escapes of reckless drivers who have tried to take precedence of trolley cars at crossings. Owners should caution drivers that this is dangerous to situation as well as life.

* * *

It is not altogether certain that the grocers of Toronto will have pure ice for their refrigerators next summer. Ice dealers, in disregard of the by-law, are cutting on the Don and other forbidden places, and the brewers are supporting them in doing so, the latter claiming that they can better afford to pay the fine than to pay the difference in the cost of ice brought from outside points. Charges have been laid before the Police Magistrate, but he has adjourned all cases until a pending appeal decided. In the mean time cutting goes on. The Grand Trunk Railway Co. has further complicated matters by withdrawing the special rate it had allowed to ice dealers, on the understanding that ice would be brought from Lake Simcoe. It now returns to the rate of 85c. a ton. Its reason for cancelling the 55c. rate is the action of the city in granting permits to cut ice on the Don and elsewhere. Another element in the caldron of trouble the ice-question is involved in has been added by the Grenadier Ice Co. A member of that company has issued a writ against the city of Toronto claiming \$30,000 damages by reason of the medical health department condemning and prohibiting the cutting of ice on the Grenadier pond. The plaintiff claims that analysis has shown that the water of the pond is absolutely pure.

* * *

It is now time for Canada to stand upon her rights in the British market. There may have been a time when it was prudent to keep the term "Canadian" in the background, when either the quality of our products or the prejudice of British consumers stood in the way of a consumptive demand in the United Kingdom for goods bearing Canadian labels or brands. In those cir-

cumstances British shopkeepers found it to their interest to represent our goods as of domestic or foreign production. Thus, not so long ago, our butter was not much to our credit, and both Canadian shippers and British retailers were content not to obtrude the name "Canadian" upon consumers. Now, however, our butter is rising in the esteem of the British people and we begin to want the advertisement that should accompany its better standing. Prof. Robertson, in the report he has prepared of his visit to England, draws attention to the fact that our cheese is to a very large extent retailed as "best English." The retailers who thus deprive us of our rights are of course reaching out for high prices, but they could get them just as readily if they would give us our due. They could easily show that "best English" is no better mark than "choice Canadian," and if they would lend their influence to make the latter the distinguishing term for the best cheese they would make as much money. We object to United States shippers using the name "Canadian" to cover inferior cheese. We just as logically and as strongly object to English sellers suppressing our merit.

* * *

A reader draws our attention to the advertisement of a retail competitor in a local paper, and asks if this is legitimate business. There can be no two opinions about whether it is or not. The advertisement announces that a list of prices therein given will hold for but two hours, on Saturday evening. The prices are marked down forty to fifty per cent. below regular quotations. The advertiser takes the precaution to say the supply of goods is limited, and that therefore they will not be sold in large quantities, nor sold to other merchants. This sort of offer is used as a crowd bait. People are expected to muster in droves and make a lively two hours, not only in the lines sacrificed but in other goods as well. It is on the other goods that the salesmanship will be concentrated and the profit will be made. There will be no forcing of business in canned corn and peas at 5c. The warning of the advertisement that the stock of these cheap goods is low will come in handy to cover a timely retreat when orders are too numerous. The goods will run out, but that is no reason why the crowd should be allowed to go. They will be plied hard with offers of something else, and will probably be induced to buy liberally and pay liberally too. Such trade has its disadvantages. It does not build up public confidence in a man, and is therefore not a stable basis to go either far or long upon.

SUN-DRIED AND EVAPORATED APPLES.

The course of the dried apple market has this year been peculiar. Though the supply was large it had the benefit of a demand of unusual capacity. This latter favorable condition was due to shortage in the crop of raw material in the United States, a shortage which occurred in spots, the spots coinciding with the districts convenient for the production of dried apples and always connected with that industry. United States exporters consequently had to cast about for supplies, and that brought them on this market. Of course the price in that country ever reached a point that the people of the United States could afford to consume our apples. The duty would prevent that. But there was an unusually large quantity of sun-dried fruit bought here by United States shippers, and carried through in bond for export. Though the demand was a roomy one it did not favor any price-nursing policy on the part of holders. If the fruit could not be got at a price that would leave the shipper a margin it would be left with the holder. The bulk of the purchases have been made from country holders at $4\frac{3}{4}$ to 5c. There is still a good market, but stock appears not to be offering freely. The very large quantities already handled by buyers would indicate that this backwardness is due to the want of stock, and not to any rise in the ideas of holders. Of course the supply can be replenished. There is undoubtedly a good deal of whole fruit in the country, for which, unless it is superior stock, there is not an inviting market. It will depreciate with holding, and can be sold at about \$1 a bushel if made into dried apples. This is the most profitable way of disposing of it, and this plan will almost certainly be followed. The buyers of green fruit last fall, who had such bright visions of the future export market, often purchased at prices that could not be realized. Many of these, though they had paid their forfeit, allowed the contract to lapse and left the apples with the growers. In this way it comes about that there are considerable quantities of raw material in the country that holders had expected to get rid of at high prices early in the season. The demand will widen in spring, and it is likely there will be a place found for every quarter that can be picked up.

The call for Canadian evaporated apples has likewise been strong and steady, and has swallowed up an unusually large pack, for this year's output has been a very large one and there is a very small remnant of it left unconsumed, or at least unshipped. Its speedy absorption is also owing to the shortage in the United States crop. The price has ranged from $7\frac{1}{2}$ to 9c. But the demand has drawn a sharp distinction between old and new stock. Nobody wants old fruit, and it would be no trouble to col-

lect five or six cars of it at easy prices, some of it being purchasable at $5\frac{1}{2}$ c. This oldstock is reminiscent of the dreary failure to effect a corner in evaporated apples a year ago. Operators bought a good deal of stock, but found that their fiat could not make the price it was to be again sold at. Exaggerated ideas spoiled the market and spoiled some of the fruit too, some of the residue now offering being rather sour smelling stock.

Dried apples have been a satisfactory line this year to the general merchant. He may not have realized a big margin of profit upon them, but they have been more readily convertible into money than most other lines of produce. Where he has taken them in trade or on account, this is no small consideration, as it enables him to bring a barter trade pretty closely to a cash basis. The fruit being marketed in the fresh state, and not held for high prices, its value was always obtained and the market was always receptive.

THE COUNTER TEA MIXER.

W. H. Gillard & Co., wholesale grocers, Hamilton, are introducing to the trade an article that certainly has not appeared before its time. It is the Counter Tea Mixer, an indispensable adjunct of the retail grocery trade. The need of such an article has been strongly felt for a long time, and it is that need which has summoned this particular Mixer into existence. It is an entirely new thing, it is admirably adapted for its purpose, a well-defined want awaits it, and it will soon over-run the whole grocery trade. The grocer now rightly looks upon his tea business as the mainstay of his trade. His customers' taste, happily run towards mixtures and thus in the direction of his own profit. People are becoming more and more sensitive to the odor and flavor of foreign substances in their tea, and the handling of fish, soap, onions, tobacco, oil, and like goods is fatal to the cleanly intermixture of different kinds of tea by the hand process. These facts have created the conditions which called for the Counter Tea Mixer, and very fully the Mixer corresponds with all the circumstances of the want it is intended to fill. Everywhere that Gillard & Co.'s travellers have shown the Mixer, it has commanded an order, though it has been but a matter of days since the travellers had samples to show.

The Mixer is made entirely of hard brass (highly polished), and with ordinary care will last a lifetime. It is handsome in appearance and an ornament to any counter. It can be placed on the scale with a counter weight and the tea weighed in the Mixer. It saves time—a pound of tea can be mixed perfectly in two seconds. A few revolutions of the Mixer and the tea is better mixed than if mixed by a scoop or by hand for half an hour. It attracts attention and increases sales. It pleases customers to see tea thoroughly and nicely mixed. The verdict of

present users is, that it is the handiest article ever placed on a counter, and a grocer using it a few days would feel lost without it. Sent by express to any address on receipt of \$1.50. Nickel-plated 50c. extra. Readers are referred to the advertisement on another page.

THE CHEAP VALENCIAS.

THE GROCER has referred from time to time, both specially and in its regular market reports, to the offerings of cheap trashy Valencia raisins to the trade this season, and the likelihood of importers who were tempted by the low offers and bought the goods losing money. This becomes more and more of a certainty as the season advances, for the fruit is offering for almost anything, and the unfavorable reception that it has got must be disheartening to interested importers. The fact that the fruit has to be sold, if possible, is working an immense amount of harm to business, for buyers in the country who hear of low offers at the big markets like Montreal and Toronto don't stop to consider the pros and cons of the subject, or realize thoroughly what such low figures mean, in the face of comparatively high prices on sound fruit. If so they would see at once that a seller could hardly afford to sell merchantable goods at 4c. and under with seconds regularly quoted at $4\frac{1}{2}$ to $4\frac{1}{2}$ c. in round lots from first hands in Montreal.

A comparison of the range of prices on this cheap fruit since it was first offered, considered in relation with the regular course of the market, is another argument for careful discrimination. Valencia raisins have ruled in light supply throughout the fall and winter, and the basis of value on seconds to firsts has been a pretty steady one, between $4\frac{1}{2}$ to $5\frac{1}{2}$ c., according to quality. Yet in the face of this, offers of this cheap stock have been made at steadily declining figures. On its first appearance it was offered at $4\frac{1}{4}$ c., and some were sold, but the quality was so disappointing that the buyers would not accept delivery. This was followed by offers at steady fractional declines—first to $4\frac{1}{8}$ c., then 4c., and now less than 4c. would certainly be accepted to effect a sale. It must be something very special that induces this spirit of concession, especially as several consignments of good seconds have been received and turned over between the 20th December and the present time in Montreal on a basis of $4\frac{1}{2}$ c. from first hands. Buyers no doubt can argue for themselves on these premises, and although the market cannot be called active, the moderate but steady volume of business that transpires in good to prime fruit on a fairly steady basis, infers that a good number have made up their minds and are acting accordingly. The reluctant ones will no doubt follow suit and in this event a still lower offer on the poor stock may be expected.

A BIG JUMP IN EGG PRICES.

The egg market is a decidedly interesting one at present, and some Montreal operators who got control of respectable supplies earlier in the season are correspondingly happy. The past week was one of the most successful of the season, and the wholesale turn-overs have had a very satisfactory effect on prices. A jump of from 4 to 5c. has been made. This is due principally to the demand on American account, which has averaged over 400 packages daily for the past fortnight, which means a respectable aggregate. As high as 22c. has been paid for Montreal limed, in lots, and 23c. has been made on single cases. The light supply is another strong factor for arguing higher prices, Montreal picklers claiming that they have very little more than enough to meet actual requirements. Of course the local consumptive demand is somewhat restricted on account of the advance in prices, but this does not bother holders at all, as they are confident in view of the condition of the market, of realizing their own prices.

MOLASSES A GOOD THING.

The available supply of Barbadoes molasses in Montreal at the present time is smaller than it has been in years, and holders have a correspondingly high idea of the value of their property. At the end of the year it is doubtful if there was much over 2,000 puncheons to be had. Since that time the absorption on account of the regular consumptive demand has pulled stocks down materially, so that everything will be wanted to supply the trade between now and next spring. In fact 1,000 to 1,200 puncheons is given as the stock, and as it is all in second hands and principally controlled by two French wholesale houses, it would take a considerable inducement in the shape of an advance to make them deprive themselves of supplies for the benefit of others. Accordingly no offer for a round lot will be considered now, as the steady jobbing demand to fill actual wants on the basis of 34c. is quite satisfactory to holders. In fact, there are some who calculate on the possibility of a shortage between now and the time new supplies are received in the spring, and look for higher figures. This position of affairs means some handsome profits to some Montreal dealers who bought when prices were around 28 to 29c., and the word "molasses" brings a complacent smile from some and a disappointed grimace from others. Reports differ of the margins made, but they ran all the way from \$3,000 to \$8,000.

ASSOCIATION ITEMS.

Here are a few of the questions asked at a meeting of a grocers' association in Michigan:

How many grocers in the city know how to run a good grocery?

What would be the result to our association if we would all change to the cash system, and not take orders?

Do grocers, as a rule, give a treat to a customer each time he pays his account—say weekly?

Is it profitable for dealers to take orders?

What makes cleaned currants worth from three to four cents per pound more than uncleaned?

What benefit does a grocer derive from cutting prices?

An agent has been employed by the Minneapolis Retail Grocers' Association to work among the grocers, to see that agreements are lived up to, and to work for the general interests of the association. So many grocers of the city appeared indifferent to their own welfare that the association found it necessary to resort to something like heroic measures to bring about a better state of things. The whole time at the last meeting was taken up in discussing the question of giving the special agent method a fair trial, and it is hoped good results will follow.

The Boston Retail Grocers' Association had a big reunion at its twelfth annual dinner last week.

A new grocers' association has been started in Brockton, Mass. The members have signed an agreement to stop giving credit to chronic dead-beats. If any member trusts a blacklisted consumer, that member is fined \$25.

THE INDIAN AND CEYLON TEA CROP.

In all probability, says The Englishman, the Indian tea crop of 1892-3 will not exceed that of the previous season, and even the most sanguine can only look for an infinitesimal increase. With the prices ruling at the opening of the season such a falling off in the anticipated increment for the season of 10,000,000 of pounds would have meant ruin to many planters, but fortunately the home market during the past three months has awakened to the fact that the supply from India will be far short of that anticipated, and with Ceylon equally deficient, and China showing its annual decline in export, prices have risen. The averages realized at the last few public auctions in Calcutta must have gratified managers as well as shareholders. It may be said that the rise in price has more than compensated for the falling-off in out-turn, and that prospects for the coming season are brighter than they have been for several years past. The supply of tea is certainly not equal to the demand, and stocks at home

will be depleted before the next crop can be placed on the London market. In former years, when Ceylon had not entered the arena as a serious competitor, the prospects would have been more than bright, but with this vigorous competition the spring season at home is no longer what it was for Indian planters. The new Ceylons now reach the London market at the very time when India is barely beginning to manufacture for the new season, and of necessity it will benefit first from the depleted state of the home market. But India must also gain with every pound of tea sent forward early in the season. Under the circumstances the question of pruning will occupy the serious attention of the planter during the next two months, for he must know that as he prunes so he will reap, either early or late. This is specially true of those parts where the China plant predominates. The fact to bear in mind is that in the coming season the race will be to the swift, and the advantage will rest with those who get their teas first to market. Darjeeling and the Duars are to a certain extent favorably situated in this respect. Although the heavy prices that are now being realized will more than compensate for the shorter out-turn, the remark must be taken in general sense. There are districts such as the Darjeeling Terai, where, owing to the ravages of mosquito blight, no rise in price can cover the disastrous yield of the present season. So serious, indeed, is the situation in some parts that there is nothing for it but abandonment, and that means instant sacrifice of invested capital. In many instances not a third of the estimated crop has been gathered. Mosquito blight set in unusually early, and with its appearance many gardens ceased to yield. It is no exaggeration to say that the many lacs of rupees that have been spent in opening up the Darjeeling Terai have been practically thrown away. All endeavors to deal with the blight have been unavailing, and in many instances it has been decided to allow the garden to run into jungle for a period of, say, two years. So far, the low China plant has succumbed to the attack of the pest, but in some cases even the best plant has begun to feel its effects, and the neighboring district of the Duars has this year found it spreading. Mosquito is as deadly as the leaf disease in Ceylon, and it is but poor consolation to learn that other districts have so far escaped the blight. It would surely be worth while if the Tea Association were to secure one of the abandoned gardens in the Terai, and institute at the general test a series of experiments with the object of discovering a cure for the disease. This very blight at one time threatened North Assam with ruin, and it is said to have disappeared after a few years, but nothing certain is yet known as to the causes which led to the sudden migration of this terrible pest. It is indeed lamentable to see a model tea garden, otherwise healthy and well cultivated, and to know that every shoot that appears is doomed by this plague. An expert is now in the country from the Tea Association analyzing the various soils, and this may lead to some good. But so far his services have not been directed to the district where blight is so prevalent, and which is now on the point of being abandoned wholesale. Obviously that is the point to which the investigations of the expert should be directed, for it is the latest battle-field upon which this pernicious insect has inflicted a serious reverse on human industry and enterprise.

DINNY CALLAHAN AT THE TORONTO RETAIL GROCERS' "AT HOME."

"Oi wuz to the Groshers' 'At Home' lasht noight, Moike, an' such a tolme ez Oi had—yez niver saw the loike. Oi wuz invited be the boss. Sez he, "Dinny, me bye, would yez loike to go to the ball this evenin'?" "Fwhat Ball?" sez Oi. "Why, the Toronty Retale Groshers' Annual Consert and Ball down to Mishter Harry Wibb's Atin' House," sez he. "It will be a grand trate fer yez, Dinny, Yez will see all the grate min an' mashter moinds o' the thrade there, an' the purty gurls—think o' that, Dinny; an' the atin' an' drinkin'."

"All roight," sez Oi, thinkin' o' the purty gurls an' the lushins an' that, "much obloiged to ye, Oi'm shure," an' wid that the Boss raches me out a pashteboard wid some writin' printed on.

Win Oi had the ould horse comfortably tucked away for the noight in the barn an' grabbed a bit o' tay, Oi goes to me room above the shtable an' drisses me self in me besht clothes, me softesht brogans on me fate, wid a high rollin' shtand up collar around me shwan loike nick, an' an illigant green nicktoil shpotted wid rid, an' a pair o' brown mitts on me fingers, an' shteps on the throlley an' down Oi sails to Wibb's.

Win Oi raches the Atin' House Oi walks through the dure an' up to a table where a foine lookin' gntleman wuz sittin' shtrokin' his flowin' moustache an' lookin' purty, an' whisperin' funny things to a dark haired son o' Paistoline by his soide. Ez Oi walks up the foine lookin' gntleman shtops me, an', lookin' me up an' down, sez, "Oi think yez hev mish-taken the place, moi frind, this is not a fancy driss carnival, or are yez lookin' fer yer brother freaks at the Musee?" "Bad cess to ye ye grinnin' shpalpeen," sez Oi, "d'yez know who Oi am? Oi'm Dinny Callahan as drives the delivery waggon for Patrick Doolin, the Queen shtreet grocer, an' here's me card," an' wid that Oi shlaps down the pashteboard Mr. Doolin hed given me, an' marches up wid a lot o' other fashionable ladies an' gntlemin just coming in.

Win Oi gets to the back part o' the room another illigant arishtocrat shtops me and sez, "Lave youre ulsther an' fur cap down here before interin' the ball room." "All roight," sez Oi, wid a wink. "Fhwat interist d'yez charge for four months on me coat an' cap?" He looks at me wid olys loike two saucers an' sez, "This is not York shtreet, moi frind; yez don't see three balls here—only wan," an' wid a grin loike an alligator he hands me out a shlip o' paper wid a number printed on it, an' thin Oi sees at wance it wuz a new game.

Ez Oi wint up the shtairs a'feelin' noice all drissed in me besht clothes Oi runs agin me ould Hamilton Boss, Mishter Adam Ballantine, whose beautiful shtore is the pride of John shtreet south and an ornament to the rsidents of Corktown. Wid Mishter Ballantine wuz a ladin' grocer o' the Ambitious City, Mishter Chas. Bremner. Oi wuz plazed beyant exprission to see me ould frind, an' loike the gntleman he is, he introduces me to all the grate groshers, green an' dry (an', judgin' by their looks, mosht o' them wuz very dry indade), drissed in shwallowtail coats, white gloves, an' a whole billed shirt all visble to wanst. Ah, Moike, they wuz illigant gntlemen, but they didn't seem to know fwhat to do wid their hands an' fate, they wuz shquirmen' round so an' feelin' o' their

white necktoils an' shtand-up collars an' pressin' out the crases in their new shtore pants.

There wuz Mishter Booth, the re-toiled ex-president, and Martin McMillan (bless his honest sowl) sittin' on the table in the hall, handin' out programmes an' pressin' out the wrinkles in their new pants an' pressin' fresh wrinkles in the tails of their cutaway coats, both of them tryin' to look "At Home," wid the odds agin 'em tin to wan. An' then Oi wuz presented to President Clark, an' a foine gntleman he wuz, indade. He wuz a troille nervous in his new suit, but had a shmoile fur ivirbody, an' although his new kid gloves wuz two soizes too shmall an' burstin wid "suppressed feelin'," (moind the joke, Moike), he niver moinded it wan bit.

Mishter Clark took me into the concert hall an' prisinted me to His Honor Judge Gibson, the celebrated butther, eggs, an' dairy expert. Sez Oi to the Judge, win he had prodded me in the ribs, "It's a foine noight to-noight, an' it's a foine crowd yez do be havin' here." Wid a couple o' licks o' his rosy lips an' a dozen or so winks o' his ristless olys, he sez, "Yes, it's foine, very foine, an—" (stoopin' down an' wishperin' in me ears so ez Clark couldn't hear him) an' Oi did it, me an' Mills over there lanin' up agin the lunch counter. Wid a wink at Mills that gntleman comes over to us, an' Mishter Gibson introdushes me to the distinguished missionary to the pedlars.

Ah, Moike, it wuz wid feelin's of satisfaction an' proide Oi grasped the hands of the different distinguished merchant princes, an' Oi wur wizhin' yez had been wid me. But, Moike, me heart nearly burst wid joy win Oi looked around the ball room, an' me oiyes rested on the picture of beauty forninst me. Ah, Moike, yez may brag about the gurls in the west or the east or inywhere, but the shweet gurls of Toronty thet wuz at this ball war the prittlest the sun shines on. They wuz purtier than pictures in gilt frames, wid their purty drisses an' flow-ers an' plisant shmoiles.

Then there wuz the illigantest shweetest music by Glionna's (divil a bit can Oi pronounce the nagur's name) Oitalian band. Oi niver took much shtock in them Dagos, but, Moike, them fellers can make a corpse dance. Me feet wuz ristless at the ind o' the second bar.

Oi could tell yez much more o' interestin' things o' this grate ball, about the concert, the singin' of Mishter Cowan's Dimmock, the radin' an' recitin' of Mishter Smiley, and the wonderful ventriloquistic performances of Mr. Simpson, but Moike, I know yez would loike to hear about the distinguished company more than anything.

Oi wuz lookin' around the room whin me oi risted on Mishter Kinneer (Tommy) for whom yez used to travel in the city till yez asked him fur a raise, whin he foired ye to break in another unsuspectin' duck like yourself. Oi had me oiyes on him, an' thought Oi saw him lookin' about in the crowd fur a new traveller, but Oi wuz mishtaken; he wuz lookin' round for his bosom frind, Mishter Lang. Thin Oi saw Mishter Larkin in the corner of the room wid wan hand on Mishter Butcher's shoulder an' the other in his trouser-pocket, an' I knew then he wuz lecturin' on Salada tea.

Genl John Shioan wuz there an' cast-in' his beamin' shmoiles around in his usual happy manner, an' Oi noticed ivirbody wuz tryin' to shake hands wid hi to wanst. Oi did not see his partner Mishter Crowther, but wuz towld later

in the evenin' that that gntleman wuz tryin' to foind the profits they had made in canned goods lasht year, but the hopeless tashk wuz loikely to make him walk more stoop-shouldered than iver.

Oi heard a frightful noise from a corner of the room an' then a breakin' o' the bass fiddle in the band. Percy Eckhardt had laughed. Mishter Eckhardt wuz relatin' to a blvy of friends how he had shtuffed Mishter Kinneer wance about the travellin' expinses of his min, how they could thravel illegantly on wan dollar per day, and Mishter Kinneer had gone right to his shtore an' charged up all back expinses, including postage on orders sint in an' car fare of his city traveller as well.

An' thin there wuz Mishter Willie an' Mashter Jamie Ince hobnobbin' wid Quartermaster Adams of the 48th Highland Regiment. Mishter Adams wuz drissed this noight; he had on his breeks—he wuz not wanderin' round in dishabile. Oi notished Mishter Adams was dancing ivery dance an' perspiring loike it wuz July 1st an' he on parade.

Thin there wuz Mishter Harry McCuaig, bither known among the byes as the "Monsoon" brand of pure Indian tay. He troid for half an hour to make me belave he wrote Ta-ra-ra-boom-de-ay. He left early in the evenin'. He intinded goin' to Brantford.

Mishter Boomer, like Mishter Crowther, wuz conspicuous by his absence. He was at the Athenaeum Club practishin' a new walk, but Willie Warren towld me it is a hopeless job; he had been tryin' to inshtuct him for several years. Another prominent gntleman, whose prisence I noticed by his absince, was Joseph Fisher Eby, but Mishter John I. Davidson towld me at supper time that he wuz out huntin' up votes for the Board of Thrade election in the interests of Mishter E. B. Osler.

Moike, it wuz a grate soight to see Mishter Gibson arrum in arrum wid the grate Kurnel Davidson of the 48th Regiment, introducing the grand warrior to the ladies an' gntlemen, an' gainin' reflected honor in the transaction. It wuz a grate noight fur Mr. Gibson; he wuz makin' himself solid wid ivirbody—the nlt ilections are comin' on.

An, Moike, yez ought to ha' seen the liberality o' the Toronty Biscuit and Confectionery Co. The whole gang wuz there, up in the shmokin' room, lookin' at the purty picture cards Mishter Wibb had forgotten to take off the tables, an' how the progrissive young hustlers wuz dalin' out cigars, at their own expense, too, d'ye moind that. They handed me wan, but Oi wuz sober an' didn't shmoke it. Oi'm kapin' it fur you, Moike, yez hev a strong shtomick.

But, Moike, the greatest soight of this mimorable noight wuz win Mishter Tommy Kinneer and Mishter J. W. Lang wuz sittin' at the table together in the dinin' room, atin' so ppaceable loike an' frindly. Think o' that Moike. It wuz a touchin' soight, an' Oi had to lave the table an' go out into the hall an' shld tears o' joy. Thin there wuz Archie Hutchinson, wid a package of St. Lawrence Corn Starch stickin' out of his trousers' pocket. Oi wuz kapin me oi on Archie; he's a loikely lad, win there's purty gurls about. Archie was tryin' to thrade a package of cookin' starch for a bar o' Surprise Soap with Mr. Wright, but Henry towld him it wouldn't wash—manin' the soap, af coorse.

Ah, Moike, Oi could kape yez interested all noight, there wuz so much to see an talk about, but whin Oi see ye agin'

next summer at the Groshers' Picnic O'll tell ye all about the greatest and best At Home iver held by the Toronty Retale Groshers' Association. Yure frind,

DINNY CALLAHAN.

P. S.—Oi wuz nearly forgotten something v'ry important. Mishter Richard Donald, jr., wuz there, too, but in a very inconspicuous attitude, and not wanst durin' the whole blessed evenin' did Oi hear that basement voice o' his castin' the pearls o' his wisdom before the assembled thousands. An' thin, ez I wuz lookin' pasht Mishter Donald Oi sees Mishter Stephen Hustwitt, the great tea reformer, down on his knees, down on his knees before Mishter W. G. Campbell openin' up a tea debate wid prayer. Ah, it wuz very touchin' indade.—D.C.

CHOOSING A COST MARK.

Ever since the storekeepers bought at wholesale and sold at retail, it has been a time-honored custom, to make the cost and selling price upon articles for sale. That these marks, or at least the cost mark, might be clear and enlightening to the merchant and his employees, while baffling and untranslatable to the rest of the world, considerable ingenuity is sometimes employed, but the average man is content to take some easily rememberable word having ten letters to represent the ten Arabic numerals.

The choice of a cost mark is an easy matter. The most common thing is the first ten letters of the alphabet. Next to that the last ten. But these are quickly guessed. Better than these are words (one or more) which have ten letters. All that is necessary is to be careful to choose a word in which there is no duplicate letters. For instance:

1 2 3 4 5 6 7 8 9 0
B R I S K T R A D E

will not do, because 2 and 7 are represented by the letter R. Substitute Quick for Brisk, and the cost mark will be all right.

1892 was presidential year, and a political cost mark was appropriate. Here is

1 2 3 4 5 6 7 8 9 0
R E P U B L I C A N

That's a good one, easily remembered, and all right if capitals are used to express the cost. If small, or, as printers say, "lower case," letters are written, there may be some confusion, unless care is taken to make a distinction between the "e" and "i" and between the "u" and "n."

If your predilections are for the opposite party you might use

1 2 3 4 5 6 7 8 9 0
D E M O C R A T I K

You will notice that this is spelled with a "K." That saves the word, for a repetition of the letter "C" would destroy its usefulness for this purpose.

If you are leaning toward the Prohibition party this might suit you:

1 2 3 4 5 6 7 8 9 0
B A D W H I S K E Y

Here are a few words or phrases which are used for this purpose. A merchant must be very particular if he cannot be suited in such a list. You might get a Snng Profit or a Cash Profit. If you keep a Gainful Job, you must stick to the Big Factory. If you are a Big Scholar you should be an Elucidator of what is Profitable. Keep in mind the Importance of attending to your own business. Keep away from the law. Don't be So

Friendly with the disciples of Blackstone as to get upon the wrong side of the Prison Gate.

Don't Be Lazy. Bear in mind the Importance of Industry. My Wife Joan, who formerly lived in Charleston, but whom I married in Cumberland, says: "Now Be Sharp. Don't neglect your store unless You Are Sick. Don't let your Fish Tackle draw you away from your business. If you do, you will find that your Corn Basket will be empty, that you cannot even afford Brown Sugar in your coffee, and that Cigar Smoke will be an unattainable luxury."

A shoe dealer can easily remember Kip Brogans or Tan Blucher. A horseshoer can readily recall Blacksmith, and he frequently shoes a Black Horse. If he is a negro he would be a Black Shoer. A poker player is familiar with a Big Jack Pot, but he cannot use a Faro Bank without changing one letter and adding one. Wall street operators may remember Blue Friday, and Bucketshop proprietors likewise.

The question, Can You Swim from Perth Amboy to Leavenworth? contains three cost marks. The Christian Endeavorer may make use of the phrase He Is My Rock.

When it comes to proper names, one can readily be found which will answer the requirements. One of the largest dry goods stores in the Union uses the name James Worin.

More than one firm uses the name Jane Bishop or Bishop Jane. The writer knows a David Wilson who uses Wilson Dave, and also another whose name, John Bagley, is his cost mark.

Better than any of these, however, is a lot of letters which will not spell anything. Such a cost mark is a little more difficult to memorize, but once learned it is better, as it lessens the chances of guessing or making it out. I have heard of Wig Bui Kymp being used for this purpose.

Another way is as follows: If an article cost \$3.50 the cost is made by adding one to each of the numerals, and placing 1 each side of it, thus:

3 5 0
1 4 6 1 1

This is quickly legible to the initiated, but baffling to the guesser.

A very good plan is to draw two upright lines, with two across them, thus making spaces for the nine numerals, thus:

2	4	6
8	9	1
3	5	7

The figures can be arranged to suit. The symbol that surrounds the figure is used to represent that figure. For instance, a figure like U with square shoulders would represent 4, and one like L would mean 6, the square would stand for 9. Either an O or an X could be used for the cipher.

This scheme may be modified by turning the figures cornerways, in which case the hieroglyphics would resemble V or A or portions of a diamond. Such a list should satisfy the demand of any reasonable person in need of a cost mark. There are thousands of others, but enough have been given to show what can be used. If there are none there which suit the reader, he is invited to hunt one up, or make one to suit himself.—Ex.

OLD STOCK.

Some stores never have any. Their owners have found that it pays to keep clear of unsaleable or unseasonable goods. There is no money to be made in carrying goods from one season to another. Just now the columns of the daily papers are loaded with announcements of reductions in the price of winter goods. Clearing-out sales are the order of the day. The knife goes in regardless of cost, and prices are made that will be certain to draw purchasers. Fortunately, grocers are not so much troubled with goods getting out of style, as are dealers in articles of wear but many do have more or less stock of unseasonable goods.

It frequently happens that when certain articles are in season and selling briskly, the dealer forgets that the demand is limited, and so in the full flush of a brisk trade he orders largely, to find later that the demand has suddenly stopped and he has a liberal quantity of merchandise to carry for six months or a year. That means a loss unless they can be pushed into consumption at a reduced price. Look out that a stock of domestic dried fruits is not on hand when hot weather sets in. Have the canned goods well reduced by the time fresh vegetables and fruits are generally consumed. Avoid an overstock of farinaceous goods in summer. Look out that olive oil, sauces, pickles and other goods liable to injury from heat are not exposed to the direct rays of the sun, nor placed on high shelves subjected to a high temperature. Unsalable stock is made in that way. Avoid selling goods at any figure, that are so damaged as to be worthless. For instance, yeast cakes. We recall a firm who thought it smart to place a pile of stale yeast cakes on the counter, labeled at half price. They sold quickly, but there went up a hue and cry from their customers, of spoiled batches of bread which made havoc with their flour trade.

In placing new purchases in stock see to it that they are not put in front of stock on hand. It frequently happens that goods on the back of a shelf stay there for months and become unsaleable, through the custom of not bringing the earlier purchase to the front and keeping the later goods in the rear.

A constant supervision of the cellar, the storeroom, out-of-the-way shelves, underneath counters and out-of-the-way places is imperative if the quantity of unsaleable stock is to be kept at a low point. Interest adds to the cost of slow-selling stock without remorse, as it does to fresh goods. The moral is, keep stock fresh and moving.—American Grocer.

The order issued by the Canadian Pacific railway some time ago prohibiting passengers from travelling by freight trains is disapproved by the Winnipeg Board of Trade. It is claimed to be a hardship to commercial travellers, who are thus compelled often to drive from one town to another, and the effect on business is already felt by the wholesale houses.

TO INCREASE THE SUPPLY OF HOPS.

Hon. Messrs. Bowell and Angers were waited upon on Tuesday by a deputation representing the pork packing interests of Ontario, and consisting of J. W. Flavell, of Toronto; F. W. Fearman, of Hamilton, and C. G. Wilson, of Ingersoll. They represented that the pork packers of Canada are not able to obtain a continuous supply of hogs of Canadian growth for the purpose of keeping their factories running all the year round. In fact, this point was recognized by the Government some years ago, and in order to meet the needs of the pork packing interests a concession was made by which they were enabled to import hogs from the United States in bond and ship the pork out of the country on the basis of 60 pounds for every 100 pounds live weight on hogs up to 200 pounds, and 65 pounds on hogs over 200 pounds. About six months ago an inspector was sent through western Ontario on the report of the prevalence of hog cholera in the United States to see that the quarantine regulations were strictly enforced, and object of the deputation to the Ministers was to urge some relaxation of these regulations in order to enable them to keep their establishments running during the winter. They promised that every care would be taken that the animals would be properly handled, and be put through their establishments with the least possible delay. Both Ministers promised that the request would be taken into consideration.

THE SITUATION IN PRUNES.

All the indications point to a high market for prunes during the remainder of the crop year, the stock of all varieties being small, with primary sources advising very limited quantities available for market purposes. The year 1892 goes upon record with very poor crop results in all producing countries. Bosnia and Servia, the heavy producing districts of previous years, comes to the front with a very small surplus, and packers there have elevated their ideas to such a point that the former common article that was sent out from that section of Europe is now looked upon in the light of a comparative luxury. Up to about three years ago, the bulk of this the Turkish crop, was sent to the markets of the world in the unwieldy casks, but since that time the packers of that country, stimulated by competition from France and California, have used their best endeavors to raise the quality of their goods in the estimation of consumers, and in this they have proved very successful. In previous years there was little or no attention given to the size of fruit, the crop being collected and packed into casks regardless of quality, but assorting the various sizes has now been adopted, and in marketing the crop purchases and sales are made wholly upon this basis. Boxes are found to meet with most favor in the trade, and under the name of Sultana a very considerable portion of the crop is now packed, assorted in sizes running from 60 to 100 to the pound. Bags are also a popular package with many in the trade, but in putting the goods up in this way the importance of sizes is kept well in mind, as upon such depends the value of the fruit in the eyes of importers. The old method of casks is, in fact, rapidly giving place to the smaller and more convenient packages, and in time the former will drop out entirely as a means of

conveying the crop to this or any other market of the world. Going back to the visible supply of this class of fruit we would say that the quantity upon spot and afloat, so far as the cables have advised, includes 14,000 boxes, 10,000 bags and 500 casks, the latter including a line of 300 carried over from the previous season.—N. Y. Commercial Bulletin.

THE MAN IN HIS OWN LIGHT.

The mission of the trade press and the mercantile organizations—what they might accomplish—is thwarted by the large percentage of men who have drifted into business who cannot be brought to see advantage of the most advantageous plans and lines of united effort.

There are two classes of men among the ranks of this detrimental influence in our mercantile circles. One is that pitiable class who would do better if they knew better, or, in other words, that deplorably ignorant element who are simply business machines, continuing in the groove in which they were started by long superintended practice in a clerkship, and, consequently, men who have not sufficient breadth of intellect to comprehend a progressive idea. Then we are cursed with another class who either from a purely selfish or a mulish, stubborn motive, refuse to be convinced of what their better judgment tells them is the proper course to pursue. The first we pity, but for the second we can only have contempt.

Men are in business for legitimate profit, yet many times they throw an impassable barrier across the shortest route to success by taking the most absurdly foolish and boyish views of their own work. A hundred little jealousies arise to prevent the unity of action which should exist. This man is afraid that if he should enter into any compact or agreement it might deprive him of his personal liberty. While he has no conception of the grandeur and sublimity of thought, the scope of freedom and ennobling influences contained in the idea of a manly man in the enjoyment of personal liberty, yet somewhere he has absorbed in a spongelike manner, from contact with others the dimly defined concept of a curtailed personal liberty, whenever he allows himself to agree to any proposition which will help others as well as himself. Hence it is that we find this man blocking the wheels of progress to the most plausible plan of enterprising procedure. His neighbor has read somewhere that a monopoly is not quite the thing, and, consequently, with the heroic flourish of a martyr to the right, he refuses to act in accordance with the desire of the majority because it might appear as a monopoly working against the few. So we will find all these characters doing their little to prevent the most desirable outcome to any question at issue.

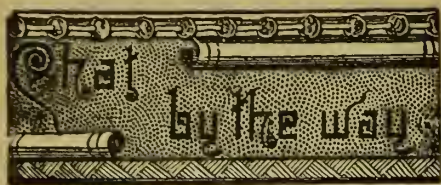
Men who stand in their own light. How well this homely old proverb expresses the action of many of our professed business men, whom we would naturally suppose possessed sufficient common sense to lead them to change their position when they found that their own shadow was casting darkness and a prophecy of failure along their business path, or at least making it more difficult to travel. No matter what you bring before a body of men you will invariably find these "kickers." Take the most simple cases for illustration. Start out in your own city, and work continuously from now until the middle of next summer, when the thermometer stands at 100 degrees in the shade, trying to

get every man in the grocery business to see the advisability of and to sign an agreement promising to close at a seasonable hour during the warm weather, and just as sure as you make the trial in this or any other city, or even in the village containing ten merchants, you are sure to find the usual percentage of "sore heads" who will refuse, upon one pretext or other, to agree to the most reasonable proposition.

It is only necessary to pay one visit to any mercantile organization in our city upon any regular meeting night to hear a "holy howl" go up regarding poor profits, cutting of prices, etc. This discordant yell of dissatisfaction is about the most unanimous expression you can get out of the assembly. Every man agrees that it is an evil that should be corrected, but when you come to discuss ways and means, and lay plans before these same men for their consideration, plans which would, if adhered to, to a large extent obviate the existing trouble, it is quite a different thing, and the man who stands in his own light, and is always present at these meetings, is sure to come to the front with his nonsensical ideas on his narrow, contracted, selfish prejudices, and do all in his power against the accomplishment of the very result he claims to desire. If his influence stopped here it would not matter, but it does not. Take, for instance, a case like this. The members of a mercantile organization, or, rather, a majority of them, agree to fix a certain selling price upon some article handled by every one of them. This the majority thinks the best method of regulating an evil which is depriving each of his legitimate profit for handling the goods, whereupon Mr. Sorehead rises to state that he will not agree to such a proposition, as it will deprive him of his personal liberty. He wants to fix his own prices, and is going to do it if he chooses. Of course, he wants it understood that he is not one of the foolish merchants who "cut" the living profits out of business, but he wants his liberty, and if he wants to sell Mrs. B. one article below what he should, in hopes he can sell her another at an exorbitant profit to make up, he is not going to enter into an agreement which will prevent him doing so. This is the character who makes utterly worthless the effort of the others to do business on a business basis. He sells his articles at the price he desires, and while he is doing this his neighbor sells the very article he gets a good price for at a cut rate. Now, the result is very evident, for in the near future Mrs. B. informs her friend, Mrs. A., that article number one can be had at a much lower price of her merchant, while Mrs. A. in return gives the information that she knows where she can buy article number two for half the money, and our "cutting soreheads" reap the harvest.

The only remedy possible in the case is for the wholesaler and manufacturer to protect the majority by refusing to sell to the few who persist in standing in their own light.

Aside from this, however, the mercantile organizations have a work to perform. What is the use of organization if it counts for nothing in actual results? If a resolution is passed by a majority and a minority refuses to be governed by it, then the sooner the organization respectfully requests the resignation of these "sorehead" characters the better. Let our business men who profess to be united for mutual advancement, act like men in the transaction of their business and be governed by the voices of the greater number.—Merchant Sentinel.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Wednesday.]

The business men of Sarnia are trying to organize a board of trade.

George M. Wilkinson, one of the oldest merchants in Kingston, died last week.

W. W. Ogilvie has been unanimously elected president of the Montreal Board of Trade.

The first lot of lobsters from down the bay of Fundy, arrived by schooner in St. John from Musquash last week.

Frank W. Smith, with the wholesale grocery firm of Smith & Burton, Brandon, Man., is on a visit to his uncle, S. D. Biggar, Hamilton.

Fire broke out on Friday morning in Thomas Doyle's grocery and liquor stores, Halifax. It and the contents were totally destroyed.

Old people with impaired digestion are exceptionally fond of Burnham's Clam Bouillon; its continued use gives them new life and vigor.

It is understood that large quantities of British Columbia canned salmon, the anticipated pack of '93, have been contracted for at good prices.

D. Weismiller wants to sell his Kippen business. His new venture at Hensall has grown so rapidly that it gives him all he can do to manage it.

B. Tibbetts & Son, of Alymer, have purchased the grocery business of J. E. Morrison there, and will take possession at once. Mr. Morrison will remove to Brantford.

The editor of the New England Grocer may not have noticed it himself, but it will be apt to strike his readers that the N. E. G. of the 13th inst. is a specially good number.

John Curtin, for many years bookkeeper in the grocery store of Frank Smith & Co., and the London successors of that firm, John Garvey & Co., died at his home north of Toronto on Friday last.

If those people who have been obliged to discontinue using tea and coffee will take Burnham's Clam Bouillon instead, they will enjoy it quite as well if not better, and it will tone up your stomach in a short time.

At the annual meeting of the Edwardsburg Starch Company, the following board of directors was elected: Richard Bolton, Warden King, Robert Anderson, Wm. Strachan,

George F. Benson, W. E. Cheese and John Fairbairn. Mr. Richard Bolton was elected president and Mr. Warden King vice-president.

The Norland mills Norland, Ont. were reduced to ashes last week. The origin of the fire is supposed to have been from the chimney in the top storey of the flour mill. The loss on flour mill, about \$6,000.

Robert Millar, merchant and postmaster of Millarton, Ont., died the other day after a long period of illness. Mr. Millar belonged to one of the oldest families in Bruce county, and was highly respected by all who knew him.

There appears to be considerable dissatisfaction among importers in Winnipeg at the tardy manner in which entries are passed through the Custom house. There is said to be a good deal of friction between the Customs clerks.

A farmer from Elora writes to the Guelph press warning farmers to be on the outlook for sharpers who are operating in that section of the country. They are shoddy cloth peddlers, and it is said they can fleece the farmers before their eyes.

A gang of counterfeit coin-makers are at work in the neighborhood of Lancaster, near Kingston, and have succeeded in floating a good deal of "stuff" around. They are making quarters and half dollar pieces, and it is said they have a dollar piece out.

A fire broke out at Miami, Man., at 2 o'clock, Jan. 11. Collins & Munro, general merchants, building and stock were all destroyed. This firm carried insurance to the amount of \$4,500 on building and contents. Loss about \$3,000 on building, and \$6,000 on stock.

The nominations for the Montreal Board of Trade officers have been made. The following were declared elected without opposition:—President, Mr. W. W. Ogilvie; 1st vice-president, Mr. J. A. Cantlie; 2nd vice-president, Mr. W. C. Munderloh; treasurer, Mr. Edgar Judge.

D. R. Wilkie was unanimously elected President of the Toronto Board of Trade to succeed H. N. Baird. Hugh Blain, of Eby, Blain & Co., was also re-elected first vice-president without opposition. William Ince and John I. Davidson are among the nominees to the Council.

A large number of the business men of Wingham met A. C. Strathdee, agent of the G.T.R., at the council chamber there the other day, and presented him with a kindly worded address. Mayor Clegg occupied the chair, and the recipient made a neat reply. Mr. Strathdee has been removed to Brantford.

In the Quebec Legislature last week Mr. Auge moved a second reading of his bill respecting the early closing of shops, but just as the Speaker was putting the motion to the vote, Mr. Martineau rose and moved the six

months' hoist, seconded by Mr. Kennedy. Mr. Martineau was about to speak to his motion, when Mr. Auge raised the objection already made that his bill was not printed in both languages. He therefore asked permission to withdraw it. Leave was granted and the bill withdrawn.

Price & McKay, general merchants, Estevan, Assa, have sold out their stock, plant and buildings to Lindsay & Patterson, of Stonewall. They found that owing to their large ranching business they could not devote sufficient time to this business, hence the sale.

Charles P. Hebert, of Hudon, Hebert & Co., wholesale grocers, Montreal, declined the nomination and the certainty of election to the first vice-presidency of the Board of Trade of his city, owing to his intention of being absent the greater part of the current year.

Norwich, Ont., came close to being wiped out by a fire on the 16th inst. Among the sufferers were C. Henderson & Co., general merchants, who had their plate glass windows badly damaged. None of the other numerous losses belonged to the general store or grocery trade.

The boys who robbed the grocery store of Mr. Dunfee in Port Hope are now reaping their reward. The older one, Lowe, 17 years of age, was sentenced to a year in the Central Prison. The other, a boy 15 years of age, named Black, gets five years in the Penitentiary Reformatory.

James Rodger, manufacturers' agent, Amherst, N.S., was here this week. He represents D. S. Perrin & Co., confectioners, London, Can.; W. A. Bradshaw & Co., Ammonia Soap; Simcoe Canning Co., Simcoe, Ont.; Joseph Burnett & Co., extracts and toilet soaps, Boston; also Wright & Copp, Toronto, for the sale of MacLaren's Imperial cheese, and the T. A. Snider Preserve Co.'s soups, catsups, etc.

The sugar business in the Hawaiian Islands is in a bad way, so bad in fact that the plantations are beginning to feel the effect very sadly. One of the great sugar-growing



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL

WRIGHT & COPP, Toronto Agents

It is and has been our business to offer during January the best values in Teas on the market. Do not allow this month to pass without writing to us for samples. We will show you bargains.

Lucas, Steele & Bristol

HAMILTON, ONT.

We believe our Teas to be unequalled for flavour, strength, and purity. Send us a trial order for a case of HILLWATTEE TEA.

Every Grocer Requires One—(PATENTED)

Counter Tea-Mixer



The price of this Mixer is so low and its utility so great no grocer should hesitate to order at once. It is only a question of time before the old style of mixing tea by hand is a thing of the past.

Sent by express to any address on receipt of \$1.50. Nickel-plated 50 cents extra.

Worth ten times its cost to any grocer.

For further information drop us a card for descriptive circular.

The handiest article ever placed on a counter.

Made of brass throughout; will last a lifetime.

A great time-saver; a perfect mixing machine.

Every merchant thoroughly delighted with it.

A Grocer using it a few days feels lost without it.

W. H. Gillard & Co.

WHOLESALE GROCERS :: HAMILTON



The reputation of the Manufacturers,

Messrs. Chase & Sanborn

Is a guarantee of the excellence of their

Seal Brand

Condensed Coffee,

A skilfully blended combination of

Pure Coffee, Cream and Sugar

— PRICES AND SAMPLES ON APPLICATION TO

James Turner & Co.,

HAMILTON, ONT.

“MONSOON” PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,

firms, the Hawaiian Commercial Company, some time ago found it necessary to levy an assessment of \$5 per share, where in former years it had paid dividends. A very large number of the shareholders have refused to pay this assessment and a movement is apparently on foot to resist its imposition.

An old mercantile house of St. John's, Nfld., H. & L. Tessiers, have assigned, with liabilities stated at about \$800,000. Their London agents will be the heaviest losers. The Newfoundland creditors, it is said, will not be seriously embarrassed by their losses. Speculations in the fish trade are given as causes of the heavy losses. The house has been in existence upwards of 50 years.

Mr. Devitt, grocer, Berlin, Ont., has discovered how he was losing money. A boy was the culprit. He would go the grocery store every day while either the proprietor or the clerk was alone in the store and ask for coal oil. As no oil was kept in the store the person who was in charge would go over to a hardware store next door to get the oil. Being left alone in the store the boy would have full access to the till, and he never lost an opportunity. Mr. Devitt thinks he stole at least \$50.

Discussing the proposal to pass a Dominion insolvency law, the St. John Telegraph remarks that by it Toronto and Montreal wholesalers and manufacturers hope to be placed in a more favorable position with respect to maritime debtors than they now are. This, says the Montreal Gazette, about describes the situation. The western wholesalers hope, by an insolvency law, to secure the same share of a maritime insolvent's assets, when he owes them money, as his local creditors obtain. They do not ask any more, and they ask this because as the law now is they very rarely can obtain it.

Dawson & Co., wholesale fruit merchants, of this city, held an auction sale of fruits on Tuesday last, comprising lots of oranges, lemons, and Spanish onions. The oranges were large sizes, some being wasty stock and therefore not of the value of good smaller sizes. They sold chiefly to the wholesale trade and brought from \$1.85 to \$2.85. There were fifty boxes of lemons on the catalogue for sale, and two small lots brought \$3 to \$3.05 respectively. The remainder was withdrawn because of the sales being below value. One lot of Spanish onions, 5 boxes, brought 55c.; the next was withdrawn on account of sale being below value.

THE GROCER acknowledges with best thanks the receipt of a very handsome pocket memorandum book in maroon-colored, pebbled leather binding, bearing on the cover-flap the impress of the Pure Gold Manufacturing Co., of this city, whose compliments accompany the gift. Merchants who are favored with this memento of pleasant business intercourse will find it as much designed for service as for show. It is a compact little book, its fine, liberal-sized

pages lying closely together and affording store-room for a good budget of notes. The paper is so firm that the friction of page surfaces will not easily efface entries. A pencil is attached.

Owing, doubtless, to the abolition of the sugar duties, the importation of this commodity in its various forms shows a large increase compared with 1890, the last complete year in which the duties were in force. The comparative figures are:

	Lbs.	Value.
1890.....	189,282,237	\$5,580,574
1892.....	258,642,211	6,913,553

During the year 9,929,616 pounds of tobacco, snuff and cigarettes were manufactured in Canada, about the same quantity as in 1891; and 107,927,813 cigars were manufactured, an increase of 7,000,000. The following table shows the annual consumption, per head of population:

Year.	Tobacco.
1889.....	2,153 lbs.
1890.....	2,143 lbs.
1891.....	2,292 lbs.
1892.....	2,291 lbs.

The Halifax Retail Grocers' association held a meeting the other night, which was largely attended. They decided to have their sleigh drive (sleighting permitting,) on Monday, the 23rd inst., starting from their rooms at St. Mary's hall, at 7 o'clock, sharp. The committee having the matter in charge are Edward Fenton, J. J. Skerry, Jas. A. Gass, E. R. Wright, Andrew Hubley and W. E. Crowe. An enjoyable time was put in. This committee had charge of the first annual drive and they made it an unqualified success.

Speaking recently with a grocer about the evils of the trade, etc., he remarked that customers' dogs were about the biggest nuisance he had to contend with. Said he: "I lost two customers last week because I would not allow their pet dogs to do just as they pleased in my store; I kicked them out, and out walked the customers." Hereafter he will have a plaster of paris dog on his counter labelled, "This is the only dog allowed in the store." Some of the grocers would do well to keep their own cats and dogs out of the store. Dogs in grocery stores can be dispensed with.—National Grocer.

It will be remembered that last November it was cabled from England that a family in Bradford had been poisoned by eating canned Canadian lobsters. Hon. Mr. Tupper, anxious for the credit of the Canadian pack, requested the High Commissioner to investigate the case. Sir Charles Tupper has done this, and has now reported that the tin of lobsters which caused the trouble was of the Star brand, packed by D. M. Loggie, of Chatham, N.B. It was found that there was nothing whatever the matter with the solder or other material used in the can, and there was no arsenical poisoning. The fact of the matter was that the lobsters were putrid and should not have been used as food at all. The

can had in some manner become punctured and air had been admitted, which, of course, spoiled the fish and it should not have been used. No blame at all appears to attach to the packer.

A fire broke out in Caledonia, Ont., on the 19th inst. Hull & Old, flour dealers, lost their stock, which was barely covered by \$1,000 of insurance.

G. J. Troop has been elected president, and James Morrow and Michael Dwyer, first and second vice presidents respectively of the Halifax Board of Trade.

Thos. Campbell, of the old established firm of Campbell, McNeil & Co., Keene, Ont., died suddenly at his residence on Monday, after a short illness, aged 67 years. Death was due to heart failure.

The Sydenham Valley Canning Company's factory, owned by Skinner, Ayres & Co., of Wallaceburg, was destroyed by fire on Monday morning. Loss \$13,000, insured for \$9,000. Cause of fire unknown.

The Western Milling Co., of Regina, N. W. T., favors THE GROCER with two very handsome office hangers. In one, the picture is "Sweet Violets" in the other it is "We'd Better Bide A Wee." There is no danger of these pictures being put on one side. There is sure to be a rush for them as soon as the company begin to distribute, for they are certainly fine shop ornaments.

We regret to record the death of William Isaac Palmer, one of the founders of the celebrated biscuit firm, which occurred on the 8th inst. at Reading, England, from peritonitis after an illness of only a few days. Mr. Palmer, who was in his sixty-ninth year, was a member of the Society of Friends and a generous supporter of temperance and philanthropic movements.

Co-operative stores have been found from police court prosecutions, to be as guilty of illegality as private traders, and though during the year, allegations have been made by interested persons that such concerns were more honest and showed better value than those of the legitimate shopkeeper, facts have proved distinctly to the contrary. During the year, the public have also had plenty of illustrations of the unsound commercial methods of these stores. Several of them have gone into liquidation, owing to the dishonesty of officials and the lack of public support, whilst the exposure of the high prices charged by the stores, as compared with those of the private trader, have no doubt told in favor of the latter. Some of the limited liability concerns that have assumed the title of co-operative stores, have also during the year collapsed, bringing disastrous results to shareholders, although enriching that commercial vampire—the swindling promoter.—Manchester Grocers' Review.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

ORANGES AND LEMONS

We have in store a consignment of Florida Oranges and Messina Lemons, all sizes—which we are offering at low prices.

—Write for quotations.

H. P. ECKARDT & CO. - - Wholesale Grocers - - Toronto

FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

**FREE
FROM
DISEASE GERMS**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds.
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Important Correction.

Inadvertantly we stated in our large advertisement last week, and it was not noticed in time for this week, that we had bought the stock and good-will of Messrs Tees, Wilson & Co. Our advertisement should have read :—Having bought the grocery stock of Messrs. Tees, Wilson & Co., we are offering Special Values during the next two weeks.

CAVERHILL, ROSE, HUGHES & CO.,
... MONTREAL ...

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGAN, WHITE & CO. - - - - Montreal

A PLACE FOR EVERYTHING.

One of the best things in any store is order. If everything is out of order it will be hard to find what is wanted when the dealer comes to look for it. He may look as he will, but in a disordered store he will have a hard time to lay his hands on the article sought after.

This is particularly true in the case of articles for which there is not much call. They have been put away because they are not in active demand and they are put away so effectively that the dealer can't find them—especially if he is looking for them. If he does not look for them they will probably be bobbing up all the time.

It is a very good idea to be methodical in all things pertaining to store management. By this it is not meant that a dealer should get into a rut and never get out, but that all things should be kept in even running order. Every piece of machinery should work in unison with every other piece, so that the whole mechanism is perfect.

Have "a place for everything and everything in its place," and then there will be little friction. Fix in the mind the places in which certain articles are kept, so that you can remember whether in the store or not. If this rule be always observed, there will be no hunting at random all over the store to find what a customer calls for.

However, very few dealers are so careless about the management of the goods on the shelves and in the show cases where they can find them readily as they are about keeping their papers in order. There is perhaps nothing that is more important and nothing that is so much neglected.

First, in regard to business letters. A small country merchant may not get a great many letters, and for that reason he thinks there is no use in being systematic about keeping them in order. Maybe he carries them about in his pocket until that gets full, and then he puts them on his desk or table without filing them at all. The letters may not seem of special importance at the time, but they may prove very important at some future time.

After a letter has been carelessly thrown aside it is very easy to have it lost. It may be brushed off the table accidentally or it may be blown off by a

gust of wind. It is then swept up with the refuse paper and that is the last of it. It may be very important for reference, but that does not bring it back again.

If a merchant does not have enough correspondence to need a file—which is improbable—he should at least have a box, or a receptacle of some sort to put all his letters in. Then if anything comes up in which the letters may be of use they are easily referred to. They should be just as carefully kept as notes and receipts.

And letters are not the only articles that should be filed and kept track of. There are circulars of some sort coming every day. Now, I feel sure that half or two-thirds of these find a resting place in the waste basket. This may be all right in a great many cases, but there are cases where the circulars should be preserved. If they relate to anything handled by the merchant or anything pertaining to his line of goods they ought to be kept, in case he should want to refer to them again. He may not want anything described in the circular at the time it comes, but after it is gone beyond his reach he may have use for it, and will not remember the address so that he can get another. If it is preserved the merchant may find it very useful at some future time.

Then there is another class of mail which ought to be cared for even more carefully, and that is the catalogues that come from manufacturers and jobbers. They are prepared and published at great expense and are expected to give information which will save a great deal of correspondence.

It is a good plan to make a place for these catalogues and price lists on some shelf where they will be easy of access and still not be in the way. Some of these lists are very valuable and give information not obtainable elsewhere, so that their loss would be a source of regret. "Oh, well," some may say, "if I lose this I'll send and get another when I want it." Yes; that is all right, but it is sometimes easier said than done. I've had a little experience in that line myself and I have been disappointed a few times, in not being able to get another catalogue when I wanted it, and wanted it badly, too.

I think that we dealers are too apt to think that the wholesalers and jobbers exist solely for our convenience, and we sometimes take too many liberties. We must remember that they have greater risks and more capital at stake than we have, and their interests ought to be respected once in a while. So all dealers ought to take care of lists of goods which are sent to them, and when they want to ask questions about articles handled or want some information about ordering, terms, or whatnot, let them go to the catalogue, and ten to one they will find what they wanted printed therein.—Ex.

MEND YOUR WAYS.

Some business men spend so much time in growling over the trade situation and outlook that opportunities continually slip by them. If they would hustle more and talk less, the causes of their complaints would soon disappear.—Merchant's Review.

The advice contained in the above paragraph is applicable to a host of men in every section. The biggest growlers always inhabit the most demoralized establishments. Their stock is in poor shape, methods slovenly, business habits destructive. They are never

prompt, never take account of stock, and, in all human probability, never advertise.

One way to win custom and sell goods, is to keep—always keep one's merchandise in a neat, clean and saleable condition. A stock so kept recommends itself.

Another way, an auxiliary to the first, is to receive one's customers with ready smiles instead of frowns, and show them one's goods confidently, anticipating a sale, as it were. Cheerful good nature, backed by a well-conditioned stock and a known reputation for enterprise and fair-dealing, keep the brow furrowless and relegate "hard times" to the indefinite backwoods. Many a man's downfall is due to slovenly business habits. The world loves indications of prosperity. No matter how dull the times or slack the trade, keep the stock in shape and whistle for fairer winds.—Commercial Tribune.

POINTS FOR CLERKS.

"It would be well for the young men of to-day to take my recipe for becoming prosperous," said a Boston merchant. "I began life at the very bottom rung of the ladder, but with a determination that I would succeed if such a thing were possible with the talent that I possessed. Early in life I came to the conclusion that economy was the first great essential in establishing a fortune, and that labor was the second. I banished from my mind all other considerations when I began to work upon the road that I felt sure would lead to the goal of which I was in search. I remember very distinctly going down Marshall street one day and having my attention attracted by a most tempting display in a confectioner's window. I had what is known as a very sweet tooth, and I brought up standing before the sweet collection as if suddenly arrested by some irresistible force. My hand immediately found its way to the pocket that carried my meagre hoardings, and, before I really knew what I was doing, I had invested two cents in butterscotch. When I got back into the street I began to have a full realization of what I had done, and it is safe to say that no candy ever entered a boy's mouth that was so little relished as was my butterscotch. I regretted that investment for years, and whenever the temptation again came upon me while passing the store, I put it away instantly. Keeping on with this line of strict economy, I found myself at last in a position to go into business. Then, however, I commenced to feel that capital alone was powerless in the attainment of success, unless it was seconded by untiring labor. Here also I met all the necessary requirements, frequently devoting twenty hours of the twenty-four to my business. Gradually I found that I was amassing a fortune, and finally I established the house which now bears my name. After I had accomplished what I started out to do, there came over me an entire change. I had no aspirations to become abnormally wealthy. All that I wanted was a safe guarantee against possible disaster in the future. I devoted a portion of my time to the enjoyment of life, believing that I had earned my right to do so. No, sir; there is no use in filling a boy's head with all the new fangled ideas of getting rich, as they are not practical. Economy and labor are the only elements that enter into the great plan of successful business life."



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.



Cocoa, or Cacas, is the kernel of a fruit which furnishes a most nourishing and invigorating beverage, called by the great botanist Linnæus, "*Theobroma*" or "Food for the Gods." The use of Cocoa is not followed by any of the detrimental effects caused by the excessive use of coffee or tea, viz.: irritation of the nervous system, sleeplessness, weakening of the stomach, etc. To make Cocoa, in every way satisfactory, so that it may be recommended as a nourishing and strengthening beverage even to delicate people, it is of the greatest importance, indeed a principal requirement, that it should be prepared on scientific principles, in order to retain the *Theobromine* or *Volatile Oil*.

Bensdorp's "Royal Dutch"

has all the good
attributes and
none of the bad
It is also the . .
most economical
in the market. .

EBY, BLAIN & Co. WHOLESALE GROCERS Toronto, Ont.

Gentlemen:

At close of stock-taking we find our stock of goods much larger than ever before, and all well bought.

OUR BOYS ARE OUT AGAIN;

Gladden their hearts with the biggest order you can and it will have our

PROMPT ATTENTION.

THE
SNOW
DRIFT
CO.

BRANTFORD.

CANADIAN WINES FOR ENGLAND.

Few people are aware that the cultivation of vines for wine-making is prosecuted to a considerable extent in the Dominion of Canada, principally in south-west Ontario and on the shores of Lake Erie. The growing of the vine and the making of the wine are systematically carried on by French viticulturists by French methods and processes. The Burgundies, Clarets, and Catawba wines, grown on Pelee Island, are well and favorably known in Canada, and have been extensively introduced into the West Indies and other parts. Vigorous efforts

are now being made to introduce these wines into the British Isles. A small parcel has just been landed by the steamship Vancouver at Liverpool, and it includes a light kind of Burgundy used for sacramental purposes. It is expected that the results of this venture will be as favorable as those which have attended the introduction of Canadian rye and other whiskies, the shipments of which are annually assuming greater proportions.—Grocers' Chronicle.

BUTTER PACKAGES.

Speaking of the preferences of the British markets in the matter of butter and butter packages, and of cheese and cheese boxes, Mr. Robertson said: "The demand in different centres of large population calls for different qualities in color, body and flavor. All the markets want a butter with the bloom of fresh made flavor still on it. We need refrigerator accommodation on the steamship lines from Canada. The Manchester and Glasgow markets want a rather pale colored butter. The London and Glasgow markets are running on square packages, after the New Zealand and Australian style. We will have some of our winter-made creamery butter from the Government experimental dairy stations packed in square packages this year. I found Canadian cheese still growing in favor with wholesale dealers and retailers. In Manchester district the fat cheese from Quebec has not met with particular favor, and the poor quality of the boxes in which the French cheese is shipped has caused many complaints. The unworkmanlike finish or want of finish, and the wretchedly bad boxes were the worst

features of some cheese from that province. These defects could all be remedied in one season by a little more care about taste. The French race have the reputation of putting up goods of all sorts in the daintiest and most attractive form. The French dairymen of Quebec should try to maintain the good name of their people in that regard. The fact that it would pay them handsomely to do so should not be a deterrent."

The business men of Sarnia are trying to organize a Board of Trade in town. They have called a meeting of the business men which it is hoped will turn out in their favor.

Clinton offers a good opening to any who would like to commence a pork packing industry. The town is the centre of a fine agricultural district where hogs are plentiful, shipping and banking facilities are good.

A well-known Clintonian, who occupies the position of freight conductor on an American road, writes to the New Era, of Clinton, as follows: "By the way, one night, not long ago, I picked up a car of flour at Staunton, Ill., a small mining town about 38 miles east of St. Louis, for a large biscuit firm in Toronto, Ont. Now, I have always been of the opinion that there was no better flour made than in Ontario. How is it that this firm buy flour (and of course have to pay the duty on it) in the United States. The mill where the flour was made is about the size of the Clinton flour mill and do a local business, that is, buy only local wheat, same as the Clinton mill. I would like to be enlightened on the subject, and it may also prove of interest to some other readers of your paper.



CORRECT BUYING

Is the

Secret of - - - - Success

We can give you
satisfaction. . .

Our brands are -
the finest in - - -
Canada. - - -

Empire
Tobacco Co. Montreal

DRY GOODS.

(From the Dry Goods Review.)

English advices show another advance of 1-8d. per yard in colored cottons.

Wholesalers are ordering their heavy woollen underwear for fall delivery over a month earlier than usual to try to save the advance which is taking place in these goods, and which gives signs of increasing. Heavy orders have already been placed with the mills, and some mills are refusing orders at present prices, hoping to get a better price later on.

Shot silks are in active demand, both for dress trimmings and for evening wear.

The past ten days has seen a large number of repeat orders executed for heavy underwear, blankets, top shirts, and flannels. This is the effect of the prolonged cold weather which we have been experiencing.

NOTES.

Caldecott, Burton & Spence are showing a nice range of colors in shot fall silk. These are scarce goods at present, the shot effect being in great favor in nearly all classes of silk goods.

Fred. Freeman, who looks after the local and nearby trade for Gordon, Mackay & Co., reports the present trip the most trying in his experience. Driving with the mercury at 20 below scarcely comes under the head of pastime.

John Macdonald & Co. have opened up a shipment of two special lines in towel-ling to retail at 5 cents, and also two special numbers in tablings of extra value. They are just opening up case lots of embroideries, which are all job lines, and at specially low prices. A shipment of black surah silk is to hand; these are 22-inch goods at a job price; also coin-spot Scotch muslins, in 30 and 36-inch, and with all sized spots from that of a five cent piece to that of a half-dollar. Another line is printed wool delaines, 30-inch goods, in spots and figures, dark and light grounds.

W. R. Brock & Co. are shipping out their tweeds on spring delivery. They report a strong run on a brown and bluish mixture, which is so prominent in domestic tweeds this season. Lighter colors seem to be discarded, except in very cheap lines. In Scotch tweeds the hop-sack patterns and plain twills are having the best demand. They carry a nice range of each of these. Light colors are not so much in favor as last spring, medium shades being preferred by the tailors at least. In dress goods they are receiving numerous shipments of Canadian, English, French and German. The samples of these have been shown for some time and they commence at once to fill the numerous orders that have been booked.

Gordon, Mackay & Co. are paying special attention to their men's furnishing department. Spring neck wear is now spread for inspection, and a more sumptuous display it would be difficult to imagine. A leading feature is their \$2.25 range which they claim is unequalled in the trade. This is the time of year that dry goods merchants aim at clearing out or at least reducing stocks of winter goods, but they have just purchased and passed into stock 2,000 pairs all wool blankets, 5, 6, 7, 8 and 9 pounds. Did the price tempt them or should we look for a protracted winter? They have received an enormous shipment of black cashmere, but they say they are shipping these goods every day in the year

and find difficulty in keeping their stock ahead of their orders. They call special attention to their No. 175 at 50 cents, 185 at 52 1-2 cents, and 195 at 55 cents. It is not price, but quality and finish that tell the tale.

A man who went fishing with President-elect Cleveland and Joe Jefferson tells this story that illustrates a trait in Grover's character that some of us would do well to imitate at times: Joe Jefferson got restless before we had been out half an hour; he kept wanting to move around—was sure that it was "better fishing on the other side of the pond." It worried Cleveland a good deal, and by and by, said he: "Joe, when I was a small boy I went fishing with my Uncle Elihu, and I remember that he told me that one of the secrets of success in life was to stick to the place where you'd thrown your anchor out. 'Too many folks,' said Uncle Elihu, 'spend all their time pulling up anchors and rowing around; they don't catch the fish.' As for me," says Cleveland, "when I start in to fish, I set right there and fish, until either the pond runs dry or the horn blows for supper!"

The Montreal Early Closing Association held a special meeting the other afternoon to put the last touch to the organization of the movement in favor of the bill for the early closing of all stores, presented by Mr. Auge at the last session of the Legislature. Mr. C. Fournier presided. He made a few brief remarks, in which he said that the movement in favor of early closing was opposed on the ground that it was an infringement of personal liberty. The liberty claimed by their opponents, however, was only the liberty to tyrannize over their employees. L. J. Dzois, A. Rouleau and O. Legendre were appointed a delegation to go to Quebec to urge the passage of the bill. Copies of resolutions adopted by several organizations have been printed and will be sent to all the members of the Legislature. The meeting was largely attended. Subscription lists to help the cause will be circulated.

A customer secured is a promise of greater salary in time.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.

John Jamieson & Co's LOCHFYNE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
Also at
Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Butter a little easier, though really no de-
cline. We quote 18 to 22c. for good to
choice Eggs are firm at 22 to 25c. for fresh
and 19 to 20c. for good limed. Potatoes are
scarce at 90c. to \$1. Beans, \$1.20 to \$1.40.
Dried apples in demand at 5 to 5½c. Green
apples 50c. to \$2.00.

Consignments of above Solicited

J. F. Young & Co.

Produce Commissions,

A Fine Line of **74 FRONT ST EAST**
Jam at 8c. per lb.
.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES :

Oysters, Oyster Carriers,
Smoked, Salt and Fresh
Fish. Consignments and
Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 26, 1893.
GROCERIES.

Trade is quiet. In sugar there is some activity, but the movement is probably not above what will become the average for this time of year under the conditions created by the free admission of raw. Until we have a period of several years of freer raw to look back over, it will be hard to say how much an expansion in the demand may be regular or due to some exciting circumstance. Of course there is much more sugar sold than what would be deemed an average quantity two years ago. Tea is moving into current interest, and the price is going farther upward. Canned goods are in more active request, and holders of stock are in a more cheerful frame of mind. Dried fruits are quiet and unchanged. The stock of Valencia raisins is kept down to limits necessary for current business, and current business is small. Syrups are quiet, but are expected to come into practical trade in a few weeks. Coffees lose none of their firmness, stocks are light on spot, and all held here were bought since the market began its upward course. Payments are not an object of much comment. They are probably as deserving of a good report as of a bad one. The reports vary, according as the run of accounts is held against good or bad payers.

COFFEE.

The report of the market for Brazil coffees is like an oft-told tale, it is tediously same. The primary market is strong, and its strength is reflected in New York. The price is steady here at from 20 to 22c. Stocks are light in Toronto hands, the bulk of those held being of rather low grade. There are some choice coffees, however, quoted at 21½ to 22c. Mild coffees are unchanged and firm at 25 to 30c. for green Javas, 28 to 35c. for Padang, 40c. for colory V.O.G. Javas. Mochas are quiet at from 28c. up.

DRIED FRUIT.

Merchants are not sending in orders very freely for dried fruit, and that staple is having a quiet time. The Valencia raisin market is very little changed. There is some off-stalk fruit obtainable at 5c., but it is of very common quality. For good fruit jobbers are firm at 5¼c. upwards. Selected is quoted at 7 to 7½c. The stock of blue fruit remaining unsold is very inert merchandise at this time of year, and although it is offered at a concession on former prices, buyers are not forthcoming. The shading of a price sometimes has the effect of closing off the demand, which becomes mistrustful of

the stability of current prices and reserves itself for further breaks. London layers can be bought under \$2.25. Currants remain steady at from 5¼c. upwards. There is a large stock in New York, but it is held in pretty firm hands at the moment, holders looking forward to a sufficient development of the demand by spring to take up all they control. Prunes are firm and stocks are not likely to be so slow moving as they were a year ago, the scarcity of dried and evaporated apples being a factor in favor of large consumption. U's are 7¾ to 8c., B's 8 to 8¼c., C's 8½c., D's 8¾c. Figs are steady at 4½ to 5c. in bags, and 11 to 16c. in boxes. The demand for nuts is of small volume, the prices remaining as quoted in Prices Current.

RICE AND SPICES.

The rice market is steady and, as usual, unchanged. Purchases are of the average magnitude on the whole, but they are mostly in the way of small parcels. Common rice is 3¾ to 4c., Japan 5 to 5¼c., and all other sorts are as they were.

Both pepper and ginger are firm just now and in very good demand. Cloves are quiet, but they are firm. In all other lines the spice market is very quiet.

SUGAR.

The sugar market retains all the firmness it acquired with the last advance. Refiners still refuse to book orders ahead on the basis of present prices. Both those that are shut down and those that are still running keep strictly to present business. Wholesalers do not evince much desire to speculate. They doubtless remember the issue of former attempts of this sort and refrain from repeating them and reaping the same experience. Nor do retailers manifest much inclination to get hold of stock at current prices. They find it hard enough to get profits adequate to repay them for handling, without trying to add the cost of carrying to their selling price. There has been a considerable movement of sugar, but it has probably been all called for by the increase in the consumptive capacity which low prices have brought about. Granulated is unchanged at 4¾ to 4½c., yellow at 3¾c. upwards.

SYRUPS AND MOLASSES.

The lowest price for good merchantable syrup is 2¼c. Anything offered at a much lower figure is seldom taken twice, and is in nearly every case United States syrup. The demand is limited, but is expected to increase considerably in the near future.

Molasses is quiet. The call for New Orleans stock is probably stronger than for any other description. The price is 32c. upwards. West Indian quotes from 35c.

TEA.

Tea is now receiving more attention than any other commodity handled by grocers. The attention is mostly confined, however, to enquiry, orders, for some unaccountable reason, being held back by retailers. They have nothing to gain by continuing this policy; it has brought them nothing but higher prices up to the present, and it will do them no better service in the future. Jobbers who a month ago would have shaded a cent on large blocks are more likely to go as much in the other direction now. Teas of all kinds, whose value is included anywhere in the range between 18 and 33c., are very desirable property and are firmly held. Inquiry is again cropping up from the United States, and samples of Japan tea held at about 18c. have been forwarded. Other points in the Union have likewise signified a want for teas, and have asked prices on

somewhat higher grades. One broker here held a round lot of Japans up till the end of last week for a New York house, to which he has shipped it. The market is likely to be a very bare one by next June. All teas at about 18c. are wanted. The London market has made another advance. The most common China tea, stock that the Canadian trade would not handle, could not be laid down here now under 15c. up to next May. Indian tea that quoted 5½d. last January is now 9d., or equal to about 19c. here.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

The Pure Gold Manufacturing Co. finds an increasing demand for its Pure Gold Baking Powder.

Clemes Bros. have received a car of extra fancy Palermo lemons, of the same description as those that took so well last year.

Tomatoes ranking about equal to Bowlby's Little Chief were sold in London, England, a short time ago at a price equal to 93c.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Sloan & Crowther received on Tuesday their first shipment of Aylmer chicken soup. A shipment of Little Chief Faultless tomatoes has also just arrived.

Messrs. Regan, White & Co., of Montreal, are offering a large lot of their well-known white clover brand pure cane sugar syrup. It should prove a seller at this season.

The packers have turned down additional orders recently for "Star" brand canned lobster, 1893 season pack, and give it to be understood that they are "out of the market."

Eby, Blain & Co. are receiving numerous repeat and special orders for five and ten case lots of their Orient brand of package tea. This is due to the self-selling merit of the goods.

Eby, Blain & Co. have received another large consignment of Sphinx prunes. These goods are just now in seasonable demand, and are in especial request owing to the scarcity of evaporated apples.

Seven or more carloads of sun-dried apples have been purchased by exporters during the past week. Prices not transpired. Some parcels of evaporated were taken at 10c. for prime quality.—N. Y. Commercial Bulletin.

Lucas, Steele & Bristol report a very fair sorting up in teas during this month. Their stock is still large and well sorted, and they will be pleased to forward samples at anytime. L. S. & B. do not think there are enough Japans in the country to last until new crops arrive.

The new season's make of Cairn's Home-Made Marmalade is now being offered to the trade by Messrs. Blackstock Bros., Montreal, the Canadian Agents. They report



NO TRAVELLERS —ON— —THE— —ROAD—

—IF your wholesale house does not keep "KENT" Pickles in stock, order DIRECT from us. You cannot afford in your own interests to sell poor goods, or goods that your customers may not like. "KENT" Pickles always please. Try them.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET
QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.



"BUILD TO-DAY THEN,
STRONG AND SURG,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD,
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

It always pays to BUY THE BEST

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
**BEAVER BRAND
PICKLES**

INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTTLE & CO.,
Vinegar Manufacturers,
TORONTO.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : Delhi, Ont., and Niagara on the Lake.



MARKETS—Continued

that the official awarding of the title of "Purveyor of Marmalade to Her Majesty the Queen" seems to have drawn the attention of the public very forcibly to this favorite brand. Though for two seasons there had been none available for this market, yet last season's sales were very satisfactory.

A. E. Carpenter, of the Ontario Canning Co., Hamilton, has just returned from Great Britain, where he has been making enquiries as to the probabilities of a market for Canadian canned goods. He is very much taken with the idea that there is a great future ahead for the trade in tomatoes and peas, but not for corn as the British taste has not been cultivated in that direction yet. They are now extensive importers of tomatoes from the States and from Portugal. One firm alone imported 52,000 from Philadelphia. The Portuguese tomatoes are the best and in the green state show better color than Canadian, but in cans the Ontario pack is equal in flavor and better in quality, there being less water in it. Mr. Carpenter sold a trial shipment of 1,000 cases.

PETROLEUM.

In the oil market prices remain unchanged and business quiet. Canadian refined quotes at 14 to 14½c., and other grades at the figures given in our Prices Current.

The Petrolia Advertiser reports: Petrolia crude \$1.18 per barrel; Oil Springs crude \$1.19 per barrel. A very firm feeling prevails all along the line. Crude continues at \$1.18 with very little business doing. The weather has been so cold the past few weeks that it keeps producers busy keeping their wells going, the blizzard having hidden most of them from view. Refined is moving out rather freely, with quotations the same as last week, 10½ to 11c., car lots. As soon as the weather moderates some of the more prominent drillers will have their hands full, as in interviews with several the past week we find them with contracts ahead for close on two hundred wells, with our Oil Springs friends busy right along as well.

BUTTER AND CHEESE.

The market is still sparingly supplied. The price of large rolls is 16 to 18c. for good stock and 14 to 16c. for anything not of prime quality. The deliveries continue to be nearly altogether in the form of rolls. Choice dairy tub butter is very scarce and is firm at 18 to 20c.

The cheese market has taken a strong upward turn in England. Prices are therefore very firm here. Good fall stock is quoted at 12c.

COUNTRY PRODUCE.

BEANS—Are offered out of store at \$1.20 to \$1.35. The former price is for a very common grade.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

DRIED APPLES—The country is quite bare of stock. Buyers are going as high as 5½c., and jobbers are getting 5¼c.

EVAPORATED APPLES—The stock now available is of small proportions. The prices quoted range from 7½ to 9c. for new stock and as low as 6c. on old.

EGGS—Strictly fresh are 25c., cold stored are 19c., limed 16 to 16½c.

HONEY—The demand is small, and prices are steady at from 7 to 10c. for extracted and 13 to 16c. for sections.

HOPS—Jobbing goes on at 18 to 20c., but brewers' orders are held back. The market appears to be in sellers' favor, however, as the stock is unusually good, and there does not seem to be an excess of it.

ONIONS—Not many are to be seen in stock, owing to the difficulty of keeping them in cold weather. The price is \$2.25 to \$2.50 per barrel.

POTATOES—Are scarce, and not all that are offering can be classed as good. The best is worth as high as 80c. on track, and from that the price ranges down to 75c. Out of store lots are 90c. per bag.

DRESSED POULTRY—Chickens are 40 to 60c. a pair, ducks are 55 to 85c. a pair, turkeys are 12½ to 13c. per lb., geese 8½ to 9c. per lb.

GREEN FRUIT.

The weather has been more favorable to business. Retailers' orders are now both large and numerous, the time of year being considered. They evidently are getting in supplies, not only for present requirements but in preparation for another cold snap. It

they are without the fruit when the weather is very cold they usually remain without until the weather moderates enough to make shipping safe. Valencias oranges are \$4.50 per box, Jamaicas \$2.50 to \$3 per box, Floridas \$3 to \$3.25 per box, Mandarines and Tangerines \$3.25 to \$3.75 per box, bananas are scarce at \$1.75 to \$2, pineapples are 20 to 30c., Malaga grapes are \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket, apples \$1.50 to \$2.85 per barrel.

CANNED GOODS.

TORONTO.

There is a better feeling in the canned goods market. All this signifies is that buyers are not hammering so hard at prices as they were awhile ago. They realize that prices are remarkably low, and that success in efforts to depreciate them farther does not beget confidence. Every concession they obtained in the past made them more chary of parting with their big orders. They have consequently been less grudging of their orders recently and have gone out a little farther than the strict measure of the moment's needs. The price is rather steady at from 85c. to \$1. No report of the result of the trial shipment sent to England has yet been received. Fruits are in slightly better request. Salmon is rather a slow-selling line, but it is firm at from \$1.45 up.

TORONTO, Jan. 27, '93.

WE—PAYING—ARE

4³/₄ C.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

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DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

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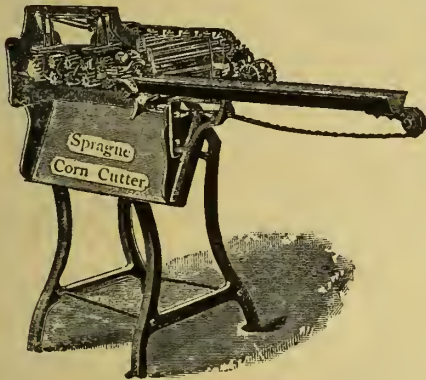
PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

FIGSChoice Natural
in bags
about 55 lbs.4 $\frac{1}{4}$ C.10 lb. boxes
Choice Eleme
4 Row10 $\frac{1}{2}$ C.**.. (LEMES BROS) ..**

Phone. 1766

TORONTO**DANIEL G. TRENCH & CO.,**
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.

GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.

**THEY ARE RIGHT.**We have packed all kinds of Vegetables, Fruits,
etc., and our CANNED GOODS are in the hands
of the wholesalers.

Our Factory New Throughout.

**The Strathroy Canning and Pre-
serving Co., Ltd.,****STRATHROY, - ONT.****BUY THE BEST.
SEELY'S**Celebrated
Flavoring
Extracts.**VANILLA, LEMON,**
and Assorted Flavors.Standard Goods of America (established in
1862). Once tried, al-
ways used.**Seely Manufacturing Co.**

Detroit, Mich. - Windsor, Ont.

FRESH FISH - -
: : Splendid StockMANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL SMELTS,
FLOUNDERS, Etc.Orders
Promptly
Filled.**D. W. PORT & CO.,**

Wholesale Fish Agents,

Esplanade, - - TORONTO.

THE FINEST
IN THE LAND.**CHOCOLATES**
(G.B.) (G.B.)

EVERY CHOCOLATE IS STAMPED

G. B.**GANONG BROS., Ltd.**

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GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.**"JERSEY BRAND" CONDENSED MILK.**

It is guaranteed Pure and Unskimmed.

An excellent food for Infants.

We make only the one quality—**THE BEST.**Buy only the **JERSEY BRAND** for all pur-
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STANWAY & BAYLEY, Agents, Toronto.

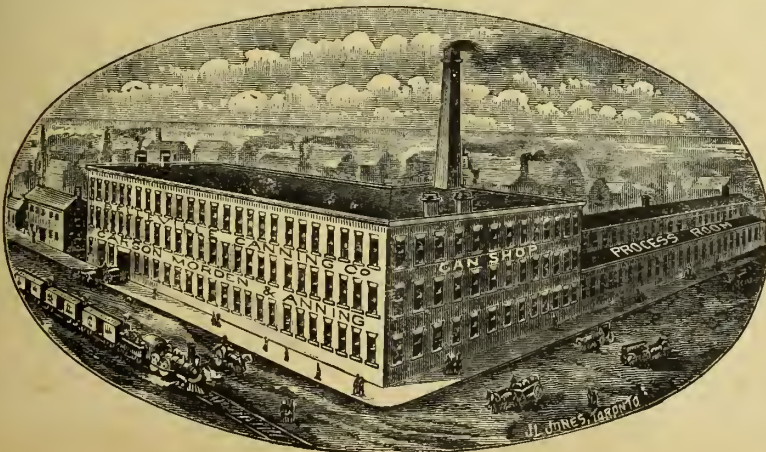
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BELLEVILLE CANNING CO.

—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out**FIRST-CLASS GOODS.**We respectfully ask the trade to recom-
mend this brand to their customers:

MARKETS.—Continued

HOGS AND PROVISIONS.

Hogs are still scarce, but the rate of delivery has risen above last week's point. Prices are consequently easier, cars quoting \$8.40 to \$8.60. All products are firm at former prices.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—Are 13c.

LARD—Pure Canadian is 11c. in tubs, and 12½c. in pails. Compound is 10 to 10½c.

BARREL PORK—U. S. heavy mess is \$20 to \$21. Canadian short cut is \$21.50 to \$22.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

FISH AND OYSTERS.

The demand for fresh fish appears to be on the increase, though the outward movement of stock is still too slow to satisfy sellers. Prices of all descriptions remain as they were, that is as follows: 7c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B. C. salmon, 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for flounders, 6½c. for skinned and boned codfish, \$6, for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, oysters are scarce, and the price has been advanced to \$1.75.

HIDES, SKINS, WOOL, TALLOW.

WOOL—Fleeces are steady at 18 to 19c. Purred wools are worth 22 to 23c. for super, 6 to 27c. for extra.

SKINS—Sheepskins are scarce at \$1 to 1.15. Calfskins are unchanged at 5 to 7c.

HIDES—No. 1 green cows' are 4½c. Cured are 5½c.

TALLOW—Is quiet at 5½c. for rendered and 2c. for rough.

MONTREAL MARKETS.

MONTREAL, Jan. 26, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

The grocery trade has furnished a satisfactory volume of business during the week, refined sugar having been placed in fair quantities at the late advance in prices. In fact refiners are compelled to pursue a conservative course about taking orders ahead by the position of the raw sugar market. The product keeps very firm, and those buyers who are waiting for a decline in values before securing the cargoes are not meeting with much encouragement at any of the sources of supply, either in Brazil, the West Indies, Java, or the Philippine Islands. Syrups are somewhat lower owing to lower offerings of American and Barbadoes. Molasses is very firm and stocks are in exceptionally small compass. Teas exhibit marked firmness, and in lines of produce, the same feeling prevails notably in the case of hogs, eggs, and potatoes. On the whole the new

year is opening on a strong situation with the prospects of a good spring trade becoming more prominent every day.

SUGAR.

The week has not developed any change of great importance either in refined or raw sugar, but there has been a fair volume of trade in the former from the refineries at a steady range. In fact buyers show more and more disposition to operate ahead, but the state of the market for raw material calls for a conservative course, and refiners are following it at present and booking orders only for a very short time ahead. Buyers of raw stock have been hoping that the market will shape itself to permit of cost and freight business for spring delivery on a lower basis, but it refuses decidedly to be accommodating in this respect, and no cargoes can be booked either at Java or the Philippine Islands at the reduction which buyers wish. Advices from New York to brokers here cite a very firm disposition on raw, a part cargo of Muscavado leaving first hands there at an advance of 1-16c., at 3 1-16c. for .89 test. Two other small cargoes of China and St. Domingo centrifugal stock were sold at 3 7-16c. for 96 test. The tone on the whole, therefore, is very firm, and we quote from the refineries here in straight lots as follows:—Granulated, 4½c.; bright yellows, 4 to 4½c., and lower grade 3½c.

SYRUPS AND MOLASSES.

The market for syrups is quiet, but with the approach of Lent a freer movement is anticipated. A fair quantity of Canadian in the wood has been moved at 1¾ to 2½c., while American has been sold lower for poor stock at 19 to 20c.

With stocks of Barbadoes molasses in remarkably small compass holders are firm and will not part with any large quantity, being fully satisfied that the regular jobbing movement from now out will be more than sufficient to absorb the remaining stock. The best figure now is 34c.

TEAS.

There has been a good demand for tea both on home and United States account on this market and the firmness of the previous week is intensified if anything. Japans have furnished most of the sales, a round lot of 1,600 packages being disposed of on Chicago account. We note fair local sales also at 14 to 14½c. for common, 16½c. for medium while fine has been taken at 21 to 22c. with sales of choice goods as high as 30½c. In fact holders are disposed to ask for an advance, and higher volumes are not improbable in the near future in view of the light supplies while it is certain that orders could not be placed now at anything like the figures possible at the first of the year. For black teas a fair demand is reported and a few invoices have been put through on English account at from 7d. to 1s. In fact buyers all round are beginning, as the GROCER pointed out last week—to realize that it is useless to hold off for lower prices.

COFFEES AND SPICES.

A good deal of business has transpired in coffee during the past week, any lots of Rio offering being eagerly picked up at 18 to 21c. as to quality. Maracaibo has sold quite freely at 18¾ to 19½c. in round lots for these figures would have to be advanced upon for jobbing parcels. We quote Jamaica and Rios 18½ to 20c.; Maracaibo 18¾ to 20½c., Java 25 to 27c.; and Mocha 25 to 30c.

The spice market continues strong and buyers show more disposition to operate. We quote black pepper 7½c., cloves 7½ to

8½c. and nutmegs 50c. to \$1 according to quality.

RICE.

A small jobbing trade is doing in rice, but there is no movement from first hands. We quote standard \$3.85, choice \$4.25 and higher grades \$5 to \$7.

DRIED FRUIT.

The demand for dried fruit has shown some improvement during the week, but only for good sound stock, the cheap trashy stuff going a begging as usual. Almost any price would be accepted for it, and this fact acts as a check with some buyers, and therefore does considerable damage to business. Round lots of good sound Valencia off stock seconds have moved at 4¾ to 4½c., while the offerings of prime are light and firmly held, 5c. net for a straight wholesale lot being the idea. Layers are meeting a fair call, a round lot of Valencia changing hands the other day at 6 to 6½c.

The currant market is quiet but distinctly firm, and we note some sales at 5 to 5¾c. as to quality. Practically all the stock here is in the hands of a leading wholesale firm.

NUTS.

Trade in nuts has been slow, but prices are steady and unchanged. We quote:—Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

Trade in fruit has been fair during the week, but there have been no specially striking features.

Lemons have met a good demand, and we quote Messina \$3.30 to \$3.50, prime \$2.75 to \$3, and common \$2 to \$2.25 as to quality.

Oranges have furnished a fair business. We quote fancy Floridas \$3.25 to \$3.50, Valencias \$4 to \$4.25, Messina \$2.50 to \$2.75 per box, and Jamafcas \$5 to \$6 per barrel.

Figs have met a good demand at 5 to 5½c. per lb. Sales of crystalized have been made at \$1 per 5 lb. box.

Dates have ruled quiet at 5½ to 6c. for new and 3½ to 5c. for old.

There is no change in dried stock, which we quote as follows: Dried apples 4½ to 5c., evaporated 6 to 7½c.

FISH.

The fish market continues in very good shape under a good demand and very moderate supplies. The feeling is very firm therefore at the following quotations: Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$5.75 to 6\$; B.C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$5.25 to \$5.50 per brl.; C.B. and N. S. herring, \$5.25 per brl.; tommy cods, \$2 to \$2.25 per brl.; fresh herring, \$1.85 per hundred; haddies, 7 to 7½c.; Yarmouth bloaters, \$1.25 to \$1.50; common do., \$1; fresh frozen mackerel, 10 to 10½c. each; No. 1 lake trout, \$4.75 to \$5 per keg.

APPLES.

The market is quiet and unchanged at \$2 to \$2.75, as to size of lot and quality. More poor returns have been received from Liverpool.

POTATOES.

The potato market continues firm and prices show a still further advance under light supplies. Car lots have changed hands here at 95c. to \$1.05, an advance of 5 to 15c.,

(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

The flour market is both dull and easy, and shippers are rather depressed with the state of the market, which they had calculated on making a turn in their favor before this. The hopeful tendencies observed some time ago have proved disappointing, however, and now the condition of the market is as bad as it was before.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.40; Manitoba strong bakers' \$3.75 to \$3.90; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.30; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED.—Bran is \$12, shorts is \$13.00 to \$15 mixed feed \$22, feeding corn 57 to 58c., oats 30 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$5.75.

MONTREAL.

There is a very fair local movement in flour with several export enquiries that promise to result in something. Winter wheat \$4.25 to \$4.50; spring patent, \$3.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.65 to 2.90; city strong bakers \$4.10 to 0.00; strong bakers \$4.00 to \$4.10.

ST. JOHN, N. B.,

The advance in breadstuffs, which was noticed in our last, has not had the affect anticipated, as, beyond a few sales made at first, very little seems to be moving. Buyers are evidently of opinion that the time is not ripe for higher prices. Dealers still claim they are selling below what can be landed at, and quotations are: Manitoba, \$5.20 to \$5.30; High grade Ontario, \$4.30 to \$4.45; Medium patents, \$4.10 to \$4.25.

Oatmeal—Not much moving, and prices steady at advance \$4.15 to \$4.25.

Cornmeal—No change. Sales made are \$2.75 to \$2.85.

Feed is quoted at \$20 to \$21 per ton.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada. BRANTFORD, ONT.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by
J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours, Hungarian Patent, and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

**Dominion Mills,
LONDON.**

**Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 23½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

MONTREAL Markets Continued.

and jobbing quantities cannot now be had for less than \$1.10 to \$1.15.

DRESSED POULTRY

Light receipts and a good demand are the features and prices are somewhat higher. We quote turkeys, 13½ to 14c. for finest, poorer kinds selling at 12 to 13c. Chickens have sold all the way from 9½ to 12c. and geese 10 to 11c. Ducks are scarce and firm at 12 to 13c.

DRESSED HOGS.

The market remains firm with sales of car lots at \$8.80 to \$8.90 per 100 lbs.

PROVISIONS.

The demand for provisions is not large but very fair for this season of the year. We quote as follows: Canadian short cut, per brl. \$21 to \$22; Mess pork, Western, new, per brl. \$21 to \$22.00; Hams, city cured, per brl. 12½ to 13c.; Lard, Canadian, in pails 10¼ to 10½c.; Bacon, per lb., 11½ to 12c.; Lard, com, refined, per lb., 9 to 9½c.

EGGS.

The egg market holds very firm under a good enquiry from the United States, but the local demand is slow. We quote Montreal limed 21 to 22c., good held fresh 23 to 25c. and choice boiling 30c.

BUTTER AND CHEESE.

Butter remains as before under a moderate jobbing call. We quote as follow:—Creamery, 22 to 23c.; Townships 20 to 22c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

The stock of cheese here is now so reduced that the market is fixed practically until the new season.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Jan. 26, 1893.

GROCERIES.

"Trade is quiet," was the reply to your correspondent in his search for news among the grocers. Everyone seems frozen in, as the very steady low temperature for several weeks has been unprecedented. Old Probs says warmer weather, and hopes are entertained for improvement in the grocery line. Values in all staples are not much changed. Collections are slower than might be expected, while all are preparing for taking stock, which is usually done the last week in January or the first in February.

SUGAR—The market is firm and prices have advanced somewhat, the quotations given are: Granulated 4.40 to 4½c., yellows 3½ to 3¾c., extra C. 3¾ to 4c.

SYRUPS—Are dull and likely to remain quiet.

PROVISIONS—The market is very firm at late advances, and in some lines stocks are decidedly low. Pork is quoted \$21 to \$25 per bbl., beef \$14 to \$15. Lard, pure 13 to 14c., compound 11 to 12c.; smoked hams 13 to 14c., rolls 11 to 12c.

TINNED SALMON DANGERS.

Yesterday week the Birmingham City Coroner, Mr. Oliver Pemberton, held an inquest at the Victoria Courts, touching the death of Joseph Mason Robinson (43), who died at his residence in St. George street, St. George's, on December 30th. Mrs. Robinson, the widow, stated that on the 28th ult. she bought a tin of salmon, as several friends were to take tea with the family that afternoon. She paid sevenpence for the fish, which she purchased from Mrs. Butler, in Summer Lane. The shopkeeper opened the tin. When buying it she asked Mrs. Butler if the salmon was good. There was a white frothy substance at the top, and witness said, "I don't care for the looks of this." Mrs. Butler replied, "It's all right," and added that she sold a large quantity of the salmon every year. The deceased, witness and their friends all partook heartily of the salmon, and after tea witness and her husband went out together for a walk. They had three or four glasses of brandy and water, reached home again at half-past ten, and went to bed at midnight. On the next morning deceased complained of illness, and vomited excessively during that and the succeeding days. Medical assistance was procured, but deceased died on the 30th. Albert Slinn, a brother-in-law of the deceased, said he was present at the tea and partook of the tinned salmon. The Coroner: And was there bread and butter on the table? Witness: Yes. The Coroner: And did you eat some? Witness: Yes; twelve or fourteen lengths. (Laughter.) Witness added that he took the largest share of the salmon and felt no ill effects. The Coroner: No; you were wise enough to eat a quantity of other food with it. That probably saved your life. Witness: Well, I felt very hungry, sir. (Laughter.) When we were eating the salmon we all said it was rather cold. After the salmon witness had five or six glasses of ale to drink. The wife of this witness gave similar evidence. She said she felt none the worse for the salmon, of which she took two tablespoonfuls. Further evidence showed that the salmon was purchased by Mrs. Butler a fortnight previously from Thomas Hiram, 365, New John street West. This gentleman was called and stated that he had kept tinned salmon for ten years in order to test it, and found the fish perfectly sound. The tin in question was part of a quantity of 200 dozen he bought from a Liverpool firm. It might have been in his warehouse a few months, or two years; it was impossible to say how long. He had

another tin from the same case, and was prepared to open it, and eat part of it in court. The Coroner: No, thank you. The result might be unpleasant. Mr. Astley Prosser, surgeon, Brearley street, stated that he was called in to see the deceased on the evening of the 28th ult. The man was suffering from the effects of irritant poison, and died in spite of the remedies applied. A post-mortem examination revealed the fact that deceased only had one kidney, and that very much diseased. The stomach was distended and ulcerated by a recent irritation. It contained four ounces of yellow thick fluid. No doubt the condition described was due to partaking of animal poison, such as decomposed salmon. Owing to the condition of his one kidney such a man as the deceased would be more seriously affected by unwholesome food. If his kidney organs had been in a natural condition he would most probably have got over the illness. Death was due to exhaustion following the vomiting and purging. The Coroner, in summing up the case, said that no doubt the process of sealing up tinned food was at times faulty, and hence occasionally we heard of people being poisoned as the diseased had been. High game was a great mistake, for it was a poison, a single mouthful of which might poison anyone. Of course, as with any other putrid food, if it was eaten with wholesome food the danger was less. The jury found a verdict that deceased "Died from eating tinned salmon in an unwholesome state, he suffering at the time from organic disease of one kidney."—Manchester Grocers' Review.



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.
AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

FAMOUS "STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

ESTABLISHED 1851.

JUST RECEIVED

4,500 Boxes

Valencia Raisins

WRITE FOR OUR PRICES.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BALFOUR & CO., IMPORTERS OF TEAS

—AND—

WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA SALE



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

COOKING FIGS.

In Bags about 50 lbs. each.

Fine Quality and Cheap.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

VALENCIAS

Our shipments now arriving ex S. S. Ardenform and Broomhaugh, were purchased at the lowest point.

Layers, very choicest quality.
Best value in market.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering a : :—

Blended Tea AT 25^{C.} Per Lb.

For Strength and Flavor it is Unequalled.

Ask our Travellers to show it, or
write us for Samples.



**Smith and
Keighley**

9 Front St. E., Toronto.

TEAS - -



A SPECIALTY.

PERKINS, INCE & Co.,

41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON SAUCE AND PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

SPECIAL BRAND TEA.

LOOK OUT FOR

GOAT

JAPAN TEA

Nothing equal to it at the price.

See our travellers.

Write for samples and prices

THOS. KINNEAR & CO.

Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

BLENDING TEA.

It is sometimes asked by those who are not acquainted with the trade why various sorts of tea should be mixed together before they are offered to the public, any more than it is found necessary to mix different wines together, such as ports with sherries or with clarets. The difference, however, is clear. The public require a distinctive flavor with wine, which can be readily maintained through the skill acquired in centuries of experience in the vineyards. The industry is also conducted on a large scale, so that in reality the ports, sherries, or champagnes of commerce represent, as a rule, a number of blends made before the wines reach this country; but with tea, on the other hand, it is perfectly impossible from the novelty of the industry, and its small scale among the Indian or Ceylon planters who now mainly supply us, to ensure uniformity of quality from year to year. In fact, as is well known, hardly two chests are alike in a parcel of Indian teas when they originally reach this country. As retailers cannot therefore secure continuity in any distinctive flavor from any special growth, they have to obtain it by blending. The remedy suggested by some, to the infinite amusement of those acquainted with the subject, is that the grocers should grow their own teas. The economical value of this suggestion would be only equalled by the grocer being advised to make his own boots or hat. But, putting that aside, such a remedy would only add tenfold to the existing necessity for blending, as the tea crop of any particular estate is, broadly speaking, never alike two years running.

Tea, indeed, varies almost infinitely in flavor, quality and strength, while on the other hand, the public demands almost absolute uniformity in these respects. The produce of any one estate or group of estates is rarely alike two years running, and even were this difficulty possible to remove, little would be gained. The public demand runs upon a sort of neutral flavor in tea, which can only be secured by mixing together the produce of various districts, or even of countries, so far apart as India, Ceylon, China and Java. Further, while the public objects to any pronounced or distinctive flavor in tea, it still more strongly objects to any alteration in the character of the flavor of the infusion supplied. Hence, before the consumer's cup is reached, the leaf must of necessity be very extensively mixed, and in the mixture lies the whole secret of success or failure in the tea trade. Nor is blending likely to decrease, but, on the contrary, it is likely to increase, when teas of such marked different characters are offered as the fine, delicate Congous of China, the strong, flavory Darjeelings, the thick, pungent Assams, and all the varieties produced in Ceylon, in Java or in Japan. When teas came chiefly from China, there were not nearly the differences which now exist, when India and Ceylon supply the bulk of our consumption. If so, there is more than ever room for the skill of the blender. It must be remembered that the old "chops" of 300 or 600 chests of China tea, really represented an extensive and elaborate system of blending, carried out first in the interior, and then

at the hong or warehouses at the shipping ports.

The old idea of tea mixing was to mix several kinds of China Congou together, and to add Scented Orange Pekoe and Oolongs in certain traditional proportions. Then came the day of thick Indian tea, and of the infusion which its enemies call tanin. The charge is partly just, but whether it be so or not, if the public like that substance in their tea, those who cater for them must supply it. The result, at any rate, of the new supply, is that the public have to a great degree turned from the old and more delicate flavors and gone on to something much stronger. Those who have not been quick enough to swim with the stream, have suffered materially in their trade. There is also little doubt that a great many retailers who undertake to blend teas, are, to put it gently, not successful in their mixtures, and thus give an opening to more skilled opponents. In these days when specialization is more and more essential in business, such openings are eagerly sought, and the amount of competition in the tea trade has been of late years increased a hundredfold.

In the old days of high duties and small supplies, when the leading retail price was 4s., 5s., or even 6s. per pound, tea was naturally the sheet anchor of the grocer, particularly as it was then the custom to sell sugar at a loss. Now that tea has fallen to a quarter of such prices, the old percentage of profit, even if it could have been maintained, would obviously have yielded only one quarter of what it used to do. But the old percentage of profit, far from being maintained, has probably been reduced by quite one half, so that the grocer probably does not on the average get more than a fourth, or even a fifth, of what he used to get out of a pound of tea; the labor and many other expenses, be it noted, being still the same, or more.

The increased competition is not always of an unskilled nature. A tailor or a bookseller, or even a butter man might not make much of tea blending, but many of the wholesale dealers who have carefully studied the subject are beyond doubt masters in their art. It follows from the above that there is less inducement for the grocers to study the tea trade, and, on the other hand, an increasing necessity for them to do so, if they are to blend successfully the growing varieties of tea, so as to meet the newer forms of competition.

Grocers having a large connection and sufficient capital find no difficulty at all in coping with the new conditions. They can buy at the right moment, and hold their hundreds or thousands of pounds' worth of suitable stocks; they can blend tea successfully, keep it long enough in the bins to assimilate, study the tastes of their locality and defy external competition. But all this has to be done on a sufficient scale and presupposes a relatively large capital and much skill and personal attention.

At the present time the grocer is becoming more a general storekeeper, selling all non-perishable articles of food and drink. This tends to lock up an increasing amount of capital, and to be a severe drain upon a man's time and abilities. Hence, the increasing practice of delivering goods ready for use to the retailer, and no longer requiring preparation by him. The grocer does not now mix his yellow sugar or chop up his tilters, and the infinite variety of ready-packed or bottled goods in a shop would amaze the tradesman of a former generation.

For the reasons named above, the tea

trade has begun to undergo a similar change with all but the larger buyers. The blending, and even the packing, are done for the grocer, and the tea is handed to him ready for sale.

We have more than once pointed out in these columns that it seems a serious error for grocers to sell tea in packets, and especially to act as agents for the sale for others. Tea fresh out of the chest must not only be cheaper and better than in packets, but it seems a short-sighted policy for the grocer to abandon his position as the direct caterer to the public and to become a servant to another. Besides, if packed tea at once becomes known by any special mark, it can just as well be sold by the draper, the bookseller, or the chemist, or, indeed, by any other retailer. Blended teas, however, stand in quite a different position. The grocer can buy and sell it while preserving his complete independence of action and of position, and his hold upon the public.

That portion of the trade who do not deal largely in tea, and a good many of those who do, but who do not find it worth their while to take much trouble, and to lock up much capital on this branch of their trade, have, therefore, of late, taken to the purchase of blended tea, and there seems every possibility of the practice rapidly growing. Indeed, the demand from even large buyers for teas ready for use has been so great for some time past that the leading London wholesale dealers have been unable to meet the enquiry. The saving of money is to many a material consideration, for a man can buy his three or six or more chests, when and as he wants them; instead of keeping in stock and incurring rent upon hundreds of pounds' worth of tea at a time. Further, the turning of some part of his premises at intervals into a dust-bin and his men into dust-men, all comes to an end, if tea arrives ready blended. Again, done on a large scale, and by machinery, the blending process is necessarily cheaper, while the product is more even and better matured when dealt with and stored in greater masses. Above all, when the mixing is done by a dealer in a large way of business, with skilled tasters, large capital, and the command of the chief market in the world, the result is better than if a retailer, with much fewer opportunities, attempts the same thing.

As was natural, the new demand for blended teas from the grocer was at first met, not by the larger and older wholesale houses—for the trade is eminently a conservative one—but by smaller dealers, who, having less to lose from any new departure, were more venturesome. The older and larger houses have now entered the field also. In these days every new want has to be met, and while meeting as energetically as ever the old demand for original parcels by those who have the money, skill and time necessary to blend their own tea, there can be no reason why the large wholesale dealers should not sell blended tea to those who want it. The two classes of buyers are to a considerable degree, it is true, distinct, but that is no reason why the requirements of both should not be met from the same source. Some, no doubt, of the older houses may hesitate in publicly taking a new departure of this sort, but it is no secret in the trade that almost without exception they are glad enough to do the same thing privately. For our part we see no reason whatever for any secrecy about it.—*Produce Markets Review.*

TRADE SALES.

At Suckling's auction rooms, Toronto, on Tuesday afternoon the stock of J. Leaf, general storekeeper, Orillia, was sold to Christopher Moore of that town at 64c. on the dollar.

The stock of J. F. Copland, the Toronto grocer, who assigned a short time ago, valued at \$10,000, was sold to R. Peters, Toronto, at 66c. on the dollar.

Dawson & Co's weekly fruit sale was held on Tuesday at 45 front St. east, in this city. They sold about 700 boxes of Florida oranges at prices ranging from \$2.15 to \$3, or averaging \$2.65. Their Jamaica oranges averaged \$2.25. About the same range of prices was obtained for lemons as for Florida oranges. About half the stock was taken by local retailers, the other half by wholesalers for out of town shipping. Their next sale will be held on Tuesday the 31st inst.

CANADIAN PORK PACKERS.

Hon. Messrs. Bowell and Angers have been waited upon by a deputation representing the pork packing interests of Ontario. They represented that the pork packers of Canada are not able to obtain a continuous supply of hogs of Canadian growth for the purpose of keeping their factories running all the year round. In fact this point was recognized by the Government some years ago, and in order to meet the needs of the pork packing interest a concession was made by which they were enabled to import hogs from the United States in bond and ship the pork out of the country on the basis of sixty pounds for every hundred pounds live weight on hogs up to 200 pounds, and 65 pounds on hogs over 200 pounds. About six months ago an inspector was sent through western Ontario on the report of the prevalence of hog cholera in the United States to see that the quarantine regulations were strictly enforced, and the object of the deputation to the Ministers last week was to urge some relaxation of these regulations in order to enable them to keep their establishments running during the winter. They promised that every care should be taken that the animals would be properly handled and be put through their establishments with the least possible delay. Both Ministers promised that the request would be taken into consideration.

Before the Dairymen's Association at Kingston, Mr. Taylor M. P. for Leeds, said that through his efforts in Parliament he had got a law passed preventing the manufacture of oleomargarine in Canada and the importation of it into the country. This had bene-

fited the country very materially and they had the local and English markets for good butter. It was the custom of United States dairymen to ship cheese through Canada to England without having the place of manufacture branded on the goods. People in England were led to believe that this cheese was manufactured in Canada and sold more readily in consequence. He had a regulation passed by the Government to the effect that all United States cheese passing through Canada in bond for England must be branded the product of the United States.

H. P. Eckhardt & Co. are offering a shipment of oranges and lemons at low prices. Quality very fine.

H. N. Baird, the retiring President of Toronto Board of Trade, entertained the members of the Board of Trade Council and a few other friends at a banquet in the council room of the Board of Trade building on Tuesday evening.

Brown & Rittenhouse expect a carload of Canada limed eggs to arrive to-day. The shipper has placed a stove in the car and a man in charge, and they will probably reach here free from frost, and no doubt will net a handsome margin notwithstanding the duty of 5c. per dozen.—N. Y. Commercial Bulletin (Monday).

The ample premises of James A. Skinner & Co., on Wellington street, just west of Bay street, in this city, are stored with some of the very finest goods carried in the stocks of wholesale dealers in crockery, porcelain, chinaware and glass goods. The seven floors of the large double building occupied by them are all needed to accommodate the large and varied stock. The appliances and equipment of the warehouse make the handling of vast bodies of goods in and out easy and rapid. They have two elevators—one for passengers, the other for freight—both run by electricity. Their shipping room opens on two well-paved lanes, and is very convenient for loading and un-

loading. Their wares comprise all staple goods and many of the costly lines carried in special stocks as fancy goods. They show some treasures in French china and Doulton ware. A trip through their premises will open the eyes of buyers to some fine openings for trade. The house has dealt since 1850 with the Canadian trade and knows their wants. James A. Skinner & Co. came from Hamilton to this city nearly a year ago.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Rox 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED and sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

GOOD BUSINESS CHANCE.—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

MANITOBA WHEAT FOR MACARONI

The manufacture of macaroni is an industry which might be carried on to good advantage in this part of Canada. Macaroni is manufactured from wheat, but only a particular class of wheat is suitable for the purpose, and our northern wheat should possess the required properties to a remarkable degree. Macaroni is made more largely in Italy than anywhere else, and on this account some may suppose that it requires a soft southern wheat to make macaroni. The fact is, exactly the opposite is the case. The Italian and French manufacturers bring their wheat from a province in Russia, which produces a very hard and flinty wheat. The flintier the wheat, the better the quality of macaroni produced. We should be able to produce a wheat here which would excel even the Russian wheat in these properties.

Large quantities of macaroni are consumed in various parts of the world, and the industry is an important one. It would therefore seem worth while enquiring into the possibilities of establishing a paying macaroni industry here. Manitoba wheat already has a wide reputation, and, perhaps, with a little effort, we might be able to secure the same reputation for Manitoba macaroni.—Winnipeg Commercial.

PISTACHIO NUTS---WHAT MAY BE DONE WITH THEM.

There are a great many good cooks and housekeepers who are entirely unacquainted with pistachio nuts or the possibilities in the way of decorative and delightful desserts that may be made with them. The true pistachio is of a pale and beautiful green color. The nut is usually sold in this country, shelled, at from 75 cents to \$1 a pound. It may usually be found at the large downtown dealers in caterers' supplies; but even our chief grocers do not often keep a supply of these nuts in any but the bottled form. The nut is considerably sweeter and finer in flavor than the almond, but is also more oily, and for this reason it easily spoils and becomes unfit for use. It is much safer to buy these nuts in a loose condition by the pound than in a bottle, for one can test them and see if they are fit for use. The pistachio nut is very highly esteemed among the Turks, who use it not only for sweetmeats and confections, but are said to employ them in garnishing and stuffing meats.

A pistachio ice cream is one of the most delicious of deserts, especially when served à la neapolitaine, with a layer of pale strawberry and one of vanilla. No cream is more easily made. Taking a quarter of a pound of fine dried pistachio nuts, blanch them, and test them carefully to see if they are sweet and sound. Put them on a tin plate in the oven and let them become crisp and delicately brown. This will take about seven or eight minutes. As soon as they are done, put them in a mortar with two tablespoonfuls of granulated sugar and pound them fine. Mix a large cup of granulated sugar with the yolks of six eggs, add a quart of boiling milk very gradually, beating it in as you do so. Turn the mixture into a porcelain lined pail and stir it continually till it is just scalded up. Then add the pounded pistachio, beating it in carefully, and finally a quart of sweet cream. Beat the mix-

ture well and set it away to cool; when it is cold, and ten drops of spinach green, The French vegetable colors, put up by Breton, of Paris, are generally used by confectioners for this purpose. It is not safe to trust any more ordinary make, though, if you wish, you can make this spinach green yourself. It is, however, considerable trouble to do so.

When the cream is all ready, put it in the freezer and freeze it carefully. It is, of course, necessary to success in making an ice cream to remove the cover. After the beater has been turned for four or five minutes, scrape off the frozen cream that adheres to the bottom and sides of the freezer and beat it into the liquid cream in the centre. Then cover it up, turn the beater for about four minutes longer, and repeat the process of scraping the cream from the bottom and sides and beating it in with the rest. Cover it again, and after turning it five minutes more it will usually be frozen enough to remove the beater. Now scrape the cream from the sides and bottom once more and beat it vigorously and thoroughly, working it up and down to press it into every part of the can, if it is to be left in the can; or into every part of the mould, if it is packed in a fancy mould. Press a sheet of clean white tea-paper evenly over the top of the cream and put on the cover of the can or mould. In the case of a mould, it is well enough to seal the cover with a little butter or tallow, which, however, must be scraped off carefully before the cover is lifted, to prevent it falling into the cream. If the cream is packed in the can of the freezer, all that is necessary is to cork up the cover.

A Bavarian cream may also be made with pistachio nuts, which is a delightful and delicate dessert. Blanch, dry and crisp in the oven a quarter of a pound of pistachio kernels in the same way you do for ice cream. Soak a quarter of a box of gelatine or half an ounce of isinglass in a gill of water for two hours. Meantime whip a pint of rich cream until it is a stiff froth. Then drain it carefully. There will be about half a cup of cream which will drain away and remain liquid. Take this liquid cream, scald it, and pour it over the soaked gelatine or isinglass. Add also about five drops of spinach green, only enough to give a very delicate color. Mix the dissolved isinglass or gelatine with the pounded pistachio kernels; add about four tablespoonfuls of sugar, and pour all these ingredients gradually into the beaten cream, which should be set in a pan of ice. It is best to have two persons to do this, one to heat the cream, while the other pours the ingredients in gradually. Continue to heat the cream until it begins to thicken, and then pour it into the mould and set it away to become hard. It requires a little judgment and experience to know just when to pour the cream into the mould. If it is done before the gelatine begins to show its thickening power, the cream will rise to the top of the mould. If it is beaten too long it will not form a compact mass in the mould, and will be likely to crack when it is turned out.

Pistachio nuts may also be salted in the same way that almonds are salted. They may be cut into strips and used in connection with candied and sliced limes, strips of angelica and candied Malaga grapes to decorate a mould of *Flamange*. Wherever the almond is used the pistachio may usually be substituted, though it is not worth while to use this more expensive nut in macaroons or any baked dish, where the delicate flavor would be destroyed by cooking.—Ex.

SANITARY GROCERS.

The fact is continually being developed that the retail grocer has it in his power to do great good and get paid for it as he goes along, by calling the attention of his customers to the healthfulness of certain products that he keeps in stock. The grocer who reads and thinks (and every grocer should take time to do both) will find that his various cereal foods, fruits, vegetables, etc., possess rare medical virtues and peculiar healing and sanitary powers, far superior in many cases to drugs; while as accessories to health, and in relation to palatable diet or nutriment, they are always of service.

Often some of the most seemingly trifling substances have virtues that the thoughtless seldom ascribe to them. The latest and most simple of articles the retailer daily handles is chewing gum, the gum trade having reached enormous proportions. Chewing gum (setting aside what may be the abuse of the chewing gum habit) is proving highly serviceable in some cases of dyspepsia, by exciting the salivary glands to action.

Recently the fact has become apparent that chewing gum is serviceable in feverish conditions of the system and plays a part not to be despised in regulating the salivary secretions.

Dr. R. I. Bond, of Hartshorn, I. T., writes to the Medical Record: "The salivary glands play quite an important part in continued fevers, yet they are not considered in the treatment of the case. One of the first and most important restrictions in the patient's dietary is to drop all solid food from the list at the physician's first request, and just then the salivary glands begin to lapse into a torpid condition which very often results in an inflammation and, finally, suppuration, and that disagreeable dryness of the tongue and fauces so uncomfortable to the patient. For the relief of this trouble I have found nothing of so much importance as some nice form of aromatic chewing gum, which relieves the thirst and dry mouth, improves the appetite and digestion, and restrains nausea, if any."—Detroit Herald of Commerce.

The shipping circular of a British Columbia company says: As 1892 was a fourth, or "off" year a small pack of salmon was anticipated and this has proved to be the case, as there were packed about 86,000 cases less than last year, 181,000 less than in 1891. As the shortage is general along the coast, the salmon market has been entirely relieved from previous excessive stocks and is now in a healthier condition than it has been for a long time, while prices are good and show an upward tendency. The entire pack of the Province has been exported at an unusually early date, and stocks on hand will barely suffice for local consumption. The coming season, therefore, will open with very fair prospects of an adequate pack, and a good market for it, at satisfactory prices.

MILLAR'S . .

**PARAGON
CANADIAN****Cheese** . . Ingersoll, Canada . .

Millar's Canadian (Ingersoll) Paragon Cheese. Finest article in the market. Put up in jars, hermetically sealed.

DAVIDSON & HAY, TORONTO **SOLE AGENTS**



...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
...



HIGHLAND . .
EVAPORATED
CREAM Unsweetened . .

Add two parts of water to one of Evaporated Cream and it will answer perfectly for Dairy Cream. Dilute it with three parts of water, and you have an excellent quality of milk. Always pure and taintless.

... Prepared by ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., **HIGHLAND, ILL.**
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

ARE THE FINEST QUALITY AND GUARANTEED PURE.



BATTY AND CO'S

**PICKLES . . .
SAUCES
MARMALADES**

**JAMS
and—
JELLIES**

A TRIAL ORDER WILL SATISFY THE BUYER
THAT BATTY'S ARE THE BEST.



123 and 125 FINSBURY PAVEMENT,
LONDON, ENGLAND.

WRIGHT & COPP, DOMINION AGENTS, TORONTO.

DO NOT BUY POOR GOODS.

In these days of intense competition the country is flooded by catch-penny announcements of goods for sale far below the regular market for such commodities. It is a great temptation to dealers to handle such, as the profits are so much larger. But, like all temptations, they should be resolutely put behind you. The very fact that this is a period of such close competition makes it impossible to offer goods of standard quality and full weight at much less than fair market prices. It is nearly always a foregone conclusion that goods offered at these tempting prices are faulty in some respect. Either they are light weight, they are old and lacking in strength and freshness, or they are adulterated.

We are not looking at this question from the standpoint of honesty, for the thoroughly honest dealer does not come within the reach of the temptation. The man who wants to do the fair thing by his customers will not handle goods on which the margin of profit is too large. It is from the standpoint of common sense that this matter must be discussed. The man of good sense is the man who realizes that his neighbors are generally as well supplied with this quality as he is. The most foolish man is the one who thinks all the rest of the world are his dupes. There may be a large profit in selling poor or light-weight goods—so long as the selling can be carried on. But the time comes when your customers find you out. The careful housewife soon learns that the goods she is using are not rendering the service she expects of them. The results are not what she desires. Her dishes are inferior in spite of all her care, or the purchases she made a week ago are not going to go as far as she knows they ought. It is a sore disappointment to a woman to find her bread bad, or her cake heavy, or her dessert unpalatable, or her tea or coffee taste like "dishwater"—to use a strong expression. It is also a great annoyance to her to find her money is not sufficient to make ends meet, as used to be the case. She seeks the cause and discovers it is your light-weight goods or in your adulterated stuff. Then she goes somewhere else for her supplies, and as your best customers drop off you will find the big profits made on your cheap goods will not make you rich after all. In time your shelves become cumbered up with a lot of cheap trash which no one will buy, and then all your profits on what you have sold are more than offset. Your neighbor on the other side of the street has been dealing with the old house which always sells good, fresh, clean, full-weight goods, and he has all the trade of the town and is prosperous.

Be very careful of the seductive story of the salesman or circular that professes to sell you goods away below the market. The conditions of trade will not permit such practices. If you listen to the temptation to buy goods on which the profits are so unreasonable, you will be imposed upon, and you will find some difficulty in playing the game on your customers. It is not the same game either. You buy the stuff because it is cheap. You propose to sell it at full prices. Otherwise, it is of no account to you. But beware of expecting to humbug your customers. Barnum said that the American people delighted to be humbugged. But do not try to carry out this principle in the grocery store. The people are in the main very intelligent, and do not enjoy at all being humbugged into paying for a pound when you get only four-

teen ounces, or into eating meals spoiled by poor materials, which cost as much as good.

A trustworthy wholesale house will never resort to these Cheap John tricks. Such houses will charge fair market prices for what you buy; they will give you full weight of good standard quality. Your customers will get out of these goods full service and satisfactory results in the kitchen, and as long as you stick to the honest house your customers will stick to you and bring new ones to your doors by telling their neighbors of the satisfaction they enjoy in dealing with a storekeeper who knows how to buy goods and sell them at a reasonable price. It is a great satisfaction for a housewife to feel assured that whatever she orders from her grocer will be good, and that she will not be put to the mortification of having her efforts in the kitchen rendered abortive, or of suffering the equal mortification of having to send goods back to the store, and be always complaining to her grocer that he is not sending her what she wants.

The largest profits are made by slow and sure steps, by daily enlarging your business, keeping every customer who comes to your store, and continually adding new ones.—Grocer and Country Merchant.

LAYING IT TO LUCK.

It is a very common failing for many people to ascribe their success of failure in any business or undertaking to what they are pleased to call luck, and at this season of the year when so many changes are made in business houses, employes may be heard to ascribe their condition to luck, just as though their actions and endeavors had nothing to do with it. Observation shows that these devotees of the luck system make it an excuse for their indolence and non-progressiveness. In their superficial manner of looking at events they have neglected those obvious conditions which a more close examination would have revealed as the true cause of any person's condition.

Thus two young men may start in life with apparently equal abilities and prospects. One will succeed in amassing a competence, while the other barely manages, as the saying is, to keep soul and body together. If the course of life followed by these 2 men is closely studied the result to which each has come will be seen to be due to the effort, or lack of effort, shown by each, and there would be no recourse to luck to explain the difference in their conditions. It will probably be found that one valued present ease and pleasure too much to make any sacrifice for the future; He lived only for the good each day might bring him. As time passed and he compared his condition with that of the other man, then it was that his failure was laid to luck, and the success of the other to the same convenient term.

While there may be many strange events in men's lives which seem to need chance as an explanation, it will generally be found that each individual has been the arbiter of his own fortune. It is a failing of human nature to shift responsibility upon others; and from the time of the man who said the woman did it, down to the present, the same sort of excuses are rendered. And in the moral world the same scapegoat system is practiced, and many a sin is laid to the devil by those who need not go outside of themselves for the true source; they desired to do bad deeds, but did not care to shoulder the responsibility. No doubt

thousands of people pass through life dissatisfied with themselves and blaming fate for what they themselves are responsible for.—Ex.

HOW FRENCH SARDINES ARE PACKED.

In a paper upon Finisterre, read by F. S. Dellenbaugh before the American Geographical Society, he describes the sardine industry as it is practiced off Pont-aven on the coast of Brittany. At times, he says, there are as many as 1,200 fishing boats collected at this point, where the sardine, while on its northward journey, attains its most desirable size for taking and packing. The boats are about thirty feet long, entirely open, except for a short deck at the stern, and carrying two masts that can readily be taken down. The net, about 20 feet long and six or eight feet broad, is weighted on one long edge, and buoyed with cork floats on the other, so that when it is in the water behind the boat it assumes an upright position like a wall, and in this position is towed through the water by one end as fast as the boat moves slowly along. The captain mounts the little deck at the stern with a bucket of bait called rong, the eggs and codfish, under one arm, and his practiced eye ranges the water. When he discovers the proximity of the fish he scatters a little of the rong on one side of the net and they rise in a school to take it. This is the critical moment. He throws a quantity on the opposite side, and the fish, making a dart for it, are entangled in the meshes. When the sardines are numerous, the boat does not halt to take the net on board; by means of a certain pull the meshes are tightened, and, with a buoy to make it, it is cast off and left until a full catch is made. Another net is put out, and the operation is repeated till all the nets are used.

Then comes the picking up and extraction of the fish, the latter work being performed with great care, because handling the fish injures them. The net is caught up at the ends and see-sawed till all the fish drop into the bottom of the boat, where they remain until the arrival in port. There the fish are counted by two hundreds into coarse baskets, and dipped in the water beside the boat to free them from loose scales and other matter. Thence they are carried to the factories, and thrown upon long, low tables, on each side of which is a row of women and girls, who, with a short knife, prepare them for the salt vats, where they remain for two hours. After that they are placed in coarse baskets and given a bath of sea water under a pump. Then they are put to dry in the open air on wire racks. When the fish begin to shrivel the racks are taken to the oil room, where four or five tanks of oil are constantly boiling. Each rack is plunged for a moment or two into hot oil, and then set aside to drip, after which the fish are selected and carefully laid in tin boxes of various sizes.

When the box is full it is passed along to the oil tap, where the space remaining is filled with oil. The box is now ready for sealing, and passes along to the solderer. After the soldering, a hole is punched in the cover to let out the imprisoned air and immediately closed with solder. Next the cans are placed in a huge iron crate and lowered into tanks of boiling water. If there is still air in the can it will explode or bulge out, and the trouble can be corrected before the final packing in wooden boxes for export to all parts of the world.

The pure INDIAN TEA of
KEMBLE & CO.,

Calcutta, India,
 Is "Second to None" for Purity, Strength,
 and Flavor. TRY IT.

A. DAVIDSON, Canadian
 Representative.
 48 Front St. East, Toronto.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo
 and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Buy Pure Gold Baking Powder

It has no equal for strength and purity and contains nothing but the finest quality of pure Cream of Tartar and Bi-Carbonate of Soda.



It gives the best satisfaction to both dealer and consumer.

**PURE GOLD
 M'F'G CO.
 Toronto**

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
 and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank,
 Manchester, Eng.

BUSINESS CHANGES.

SALES MADE OR PENDING.

John Dunbar, general merchant, Hope-well, N.S., has sold out.

The fruit stock of E. A. McEachren, Victoria, B.C., is offered for sale.

The general store stock of John McConachie, Honeywood, Ont., is sold.

The crockery stock of J. A. Naud, Montreal, is offered for sale by tender.

J. & W. Stewart, fish and general merchants, St. John's, Nfld., are closing up.

D. Weismiller, general merchant, Kippen, Ont., advertises his business there for sale.

The general store stock of Griffin & Co., Ridgeway, Ont., was offered for sale on Monday.

W. Milligan, general merchant, King Creek, Ont., has sold out and gone to the North West.

Price & McKay, general merchants, Estevan, Man., have sold out to Lindsay & Patterson of Stonewall.

John D. Buchanan, general merchant, Lake Megantic, Que., offers his stock for sale on the 31st inst.

La Generale Compagnie des Bazar, general merchants, Montreal, advertise to sell by auction on the 30th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Purcell & Stevenson, grocers, Halifax, have dissolved.

Morse & Thomas, general merchants, Berwick, N.S., have dissolved.

A partnership is registered of the Societe de Fabrication de Beurre, Ste. Foye, Que.

J. Curtis Wilson, general merchant, Kempton, N.S., has registered consent for his wife Bessie to do business.

Fred. R. E. Dearborn has been admitted partner into the firm Dearborn & Co., spice grinders, St. John, N.B.

Chas. H. Denton, general merchant, Ross-way, N.S., has registered consent for his wife, Almira J. Denton, to do business in her own name.

FIRES.

The Caledonia Milling Co., Caledonia Ont., is burnt out.

Hull & Old, grain and flour merchants, Caledonia, Ont., are burnt out.

Duncan Macdonald, grocer, Manitowaning, Ont., is partially burnt out.

A. & R. Atkinson, dry goods merchants and grocers, Caledonia, Ont., are burnt out.

Reynolds & Co., general merchants, Manitowaning, Ont., are burnt out. Partially insured.

Lyon Silverman, manufacturer of flavoring extracts, Montreal, is partially burnt out. Insured.

DEATHS.

John Ewart, general merchant, Medicine Hat, N.W.T., is dead.

E. Strickland, Sr., general merchant, Buckingham, Que., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. A. Bernier, grocer, Quebec, has assigned. C. G. Beaulieu, trader, Levis, Que., has assigned.

J. D. Cameron, general merchant, Mahon, N.S., has assigned.

R. A. Troyer, general merchant, Oxbow, Man., have assigned.

Joseph Girard, general merchant, Moose Creek, Ont., has assigned.

Edward Bambrick, grocer, Ottawa, has assigned to Peter Larmouth.

D. R. Thompson, general merchant, Sunny Brae, N.S., has assigned.

Joseph A. Riopelle, tea merchant, Montreal, has assigned to Bilodeau & Renaud.

The affairs of P. Lallier, general merchant, St. Jerome, Que., are being investigated.

P. & L. Tessier, commission merchants in fish, oil, etc., St. John's, Nfld., have suspended.

Smith & Jones, general merchants, Mount Albert, Ont., have called a meeting of their creditors.

F. X. Berthiaume, general merchant, St. Genevieve, Que., has assigned to Amedee Lamarche, Montreal.

The stock in trade in the estate of C. L. Ingraham, general merchant, Windsor, N.S., has been assigned at 35 per cent. of cost.

HANDLING OF ROLL BUTTER.

In fall and winter when many creameries are not in operation their patrons churn again their cream, and those that cannot make enough butter to fill a tub with one churning make up the butter in "rolls," says the Produce Trade Reporter. The trouble with roll butter, however, is that it often is not properly handled and packed, and from lack of knowledge in this particular the butter assumes a ragged and untidy appearance, and in consequence sells at a low price.

If roll butter could be sent to market in perfect form it would not unfrequently command two to five cents per pound more than when packed solid. Each roll must be wrapped in a piece of white muslin or cheese capping, and it should be large enough to cover the roll entirely. The muslin must be washed in warm water to remove the starch, then soaked in strong brine and put on the roll wet. Never wrap butter in paper, as the paper will stick to the butter and damage the appearance.

It is impossible to send roll butter to market in good order without wrapping it in muslin, and no matter what the muslin may cost, it will more than pay the cost in the increased price the rolls thus packed will bring.

For packing use new tubs or hardwood boxes, but no pine boxes, as this wood has a tendency to affect and flavor the butter. In very cold weather half-barrels or kegs will do equally well, but whole barrels are too large and not easily handled; besides, the

weight crushes the rolls. In packing in hardwood boxes and kegs the end intended for the head should be turned down, then take out the bottom head and cut a piece of white muslin the size of the head and place it on the bottom of the head of the package, which will be the head when opened.

Commence to pack the smallest rolls first, taking care to pack each roll on its smaller end. The rolls should be, as much as possible, of uniform color and size. Do not pack the light and fresh made with those that have been colored or with old stock. Be careful and select rolls that will pack tight, so there will be no space for the rolls to shake about; continue packing in this way until the package is almost full; then shake the same well to settle the rolls, and now fill up as snug as possible.

In filling up the last layer pack the rolls on their ends if possible; but if there is not room enough it will not matter if they are packed on their sides, but they must be packed tight and entirely fill the package. Before heading the package sprinkle on a small quantity of strong brine, and cover the last layer with a piece of muslin, and then turn the package over two or three times so as to let the brine work in between the rolls.

HIS BUSINESS METHODS.

A well known Minneapolis wholesale dealer thus describes his business methods: "On the principle that half the failures come from this infernally foolish anxiety to spread out and overdo, I've cut my garment according to my cloth, and by so doing gained the confidence of the banks and men who afterwards became my backers. It's a great thing to be able to discount all obligations, and so far as possible, I've done it, but when I couldn't, I've watched my purchases, and checked up the sales with a carefulness that—well, that you quill drivers never could imagine. My experience in selling to others has been that hell is paved with the promises of slow-paying customers. Unless from some unusual cause, they're generally a slipshod lot. The man who discounts his bills buys far more cheaply, and, of course, sells on a better margin. Another thing, every merchant should take a complete and careful inventory of his stock at least once a year, though twice is better, and draw up a statement as a standard of comparison with the record of former years. In this way he can detect the weak elements, and correct or do away with them. I believe firmly in insurance, no matter what the rates may be. If the risk is great for the companies, it is equally great for the owner, and a business that can not carry a good insurance might better be given up. One other point, I advise those who deal with us to let their goods stay on the shelves rather than sell them to irresponsible or slow-paying customers. In the one case you have something to show for time and money expended, in the other you have less than nothing.—Ex.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care 15-93 B., this office.

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by all grocers.

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

Stewart, Munn & Co.,
MONTREAL.

GROCCERS !

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

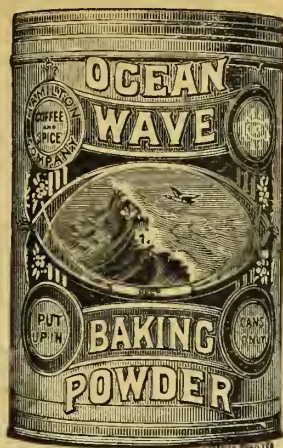
We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.



It Never Varies..



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

**THE HAMILTON SPICE
AND COFFEE CO. . .**

HAMILTON, ONT.



THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

COFFEE

HAVE YOU the puffs of smoke issuing from
NOTICED . their stove front all day? What
do you think that smoke comes from? Why—a
fire! That fire runs their coffee roaster. A new
thing for a retail grocer. The latest kink! It
means not only the best coffee but always fresh
roasted.

67 Pearl Street, New York

THE HUNGERFORD CO.

MACHINERY

AND

SPICE



EXTERIOR VIEW.

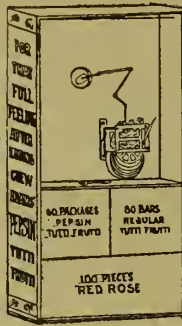
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Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window.

Send for Circular.

ADAMS' & SONS CO.,

11 and 13 Jarvis St., TORONTO, ONT.



INTERIOR VIEW.



USE SPANISH BLACKING

THE KING OF BLACKINGS

THE F. F. DALLEY CO. OF HAMILTON, L^{TD}.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS

SOLD EVERYWHERE.



MELTONIAN BLACKING
(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE
Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.
Prices on application.

Wm. Paterson & Son
BRANTFORD.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.



Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.



Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.



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Jams, Jellies,
Marmalade

IMPORTANT

Having bought out the Stock and goodwill of Messrs. Tees, Wilson & Co, we intend giving our customers some bargains during the next two weeks. Special value in Syrups See our travellers before buying, or write us for samples and quotations.

CAVERHILL, ROSE HUGHES & CO. Wholesale Grocers **Montreal**

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 26, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD. per doz	
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
2 1/2 lb. cans, 1 and 2 doz in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25
Dunn's No. 1, in tins.	2 00
" " " " " "	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " " " " "	85
" " " " " "	40
" " " " " "	65
" " " " " "	12
Per doz	
Empire, 5 dozen 4 oz cans.	\$0 75
" " " " " "	1 15
" " " " " "	2 00
" " " " " "	9 00
" " " " " "	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes.	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 " "	80
" 12, in 6 " "	70
" 3, in 4 " "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " " "	1 30
" " " " " "	1 90
" " " " " "	2 20
" " " " " "	9 60
WHITE STAR. per doz	
4 oz tins, 3 doz in case	0 75
12 " " 2 doz in case	2 00
5 lb " " " "	9 00
5 oz glass jars, 2 1/2 doz	
" " " " " "	1 10
10 oz glass jars, 2 doz	
" " " " " "	
Bulk, per lb.	



doz. in case	Price
Dime cans, 4	\$1 00
4 oz " " 3	1 50
6 " " 3	2 25
8 " " 3	3 00
12 " " 1 to 4	4 25
16 " " 1 to 3	5 75
2 1/2 lbs " " 1 or 1	12 00
4 " " 1 or 1	18 25
5 " " 1 or 1	22 75
10 " " 1 or 1	44 00

BISCUITS.

TORONTO BISCUIT AND CONFEC-TIONERY CO.

Abernetby	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	9 8 1/2

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3.	4 50
" " " " " "	8 00
" " " " " "	9 00
Japanese, No. 3.	4 50
" " " " " "	7 50
Jaquet's French No. 2.	3 00
" " " " " "	4 50
" " " " " "	8 00
" " " " " "	10 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1.	9 00
" " " " " "	4 50
P. G. FRENCH DRESSING (LADIES.)	
For ladies' and children's boots and shoes.	
per doz	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " " " "	1 25
P. G. FRENCH BLACKING.	
per doz	
1/2 No. 4.	\$1 00
1/2 No. 6.	4 50
1/2 No. 8.	7 25
1/2 No. 10.	25

BLACK LEAD.

	London.	Canada
NIXEY'S		
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d	\$2 5
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes).	4s 3d	2 0
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	0 08 1/2	
6 1/2 lb. in large 1/2 d. pkts, 1 gross	4s 3d	1 50
13 lb. in large 1/2 d. pkts, 2 gross.	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d	2 50
Reckitt's Black Lead, per box.	1 15	
Each box contains either 1 gro., 1 oz., 1/2 gro., 2 oz., or 1/4 gro., 4 oz.		

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS. per doz	
X Carpet, 4 strings, net	\$3 60
2 " " " "	3 20
3 " " " "	2 90
XXX Hurl 4 " " "	2 65
2X Parlor 4 " " "	2 50
4 " " " "	2 25
5 " " " "	1 85
Warehouse 4 " " "	1 50
Ship 4 " " "	3 25
1 Cable 2 wire bands, net.	4 00
2 " 3 " " "	3 25
3 " " " "	4 00

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
gallons.....	2 00	
Blackberries, 2's.....	2 00 2 25	
Blueberries, 2's.....	1 00 1 10	
Beans, 2's.....	0 90 1 00	
Corn, 2's.....	0 85 1 00	
" Special Brands.....	1 30 1 60	
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 85 1 00	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 75	
Peaches, 2's.....	2 00 2 25	
" 3's.....	3 00 3 25	
" Pie, 3's.....	1 75	
Plums, Gr Gages, 2's.....	1 75 2 00	
" Lombard.....	1 75 1 65	
" Dawson Blue.....	1 50 1 90	
Pumpkins, 3's.....	0 85 1 00	
gallons.....	3 00 3 25	
Raspberries, 2's.....	2 00 2 40	
Strawberries, choice, 2's.....	2 00 2 40	
Succotash, 2's.....	1 65	
Tomatoes, 2's.....	0 85 1 00	
"Thistle" Pinnan Laddies.....	1 50	
Lobster, Clover Leaf.....	2 40 2 50	
" Crown flat.....	1 90 2 00	
" tall.....	1 80 2 10	
" Other brands.....	1 00 1 10	
Mackerel.....	1 00 1 10	
Salmon, talls.....	1 45 1 60	
" flats.....	1 70	
Sardines Albert, 1/4's tins.....	12 1/2	
" 1/2's.....	20	
" Martiny, 1/4's.....	10 10 10 10	
" 1/2's.....	16 17	
" Other brands, 9 1/2.....	11 16 17	
" P & C, 1/4's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/4's.....	6 1/2	
" 1/2's.....	9 11	

CANNED MEATS.

(CANADIAN)		
Comp. Corn Beef 11b cans	\$1 60	\$1 75
" 2 " "	2 65	2 80
" 4 " "	4 80	5 00
" 6 " "	8 00	8 25
" 14 " "	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....1	1 50	
".....2	2 60	2 75
".....4	4 75	
Par Ox Tongue, 2 1/4.....	\$8 00	8 25
Ox Tongue.....2 1/2	7 85	8 00
Lurch Tongue.....1	3 25	
".....2	6 00	6 25
English Brawn.....2	2 75	2 80
Camb. Sausage.....1	2 50	
".....2	4 00	
Soups, assorted.....1	1 35	
".....2	2 25	
Soups & Bouilli.....2	1 80	
".....6	4 50	
Potted Chicken, Turkey, or		
Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6		
oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb		
cans.....	1 40	
Devilled Chicken or Turkey,		
1/2 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/2		
lb cans.....	1 50	
Ham, Chicken and Tongue, 1/2		
lb cans.....	1 75	

CHEWING GUM.

ADAMS & SONS CO.

To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom..... 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo..... 180 pieces...	1 30
(with brilliant stone ring)	
Sappota..... 150 pieces...	1 00
Sweet Fern..... 230 ".....	0 75
Red Rose..... 115 pieces.....	0 75
Magic Trick..... 115 ".....	0 75
Oolah..... 115 ".....	0 75
Puzzle Gum..... 115 pieces.....	0 75
Bo-Key..... 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl..... } 800 pieces.	6 00
Sign Box (new)..... }	
C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars...	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery..... 100 ".....	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell..... 150 ".....	1 00
Cracker..... 144 ".....	1 00
O-Dont-O..... 144 ".....	1 00
Little Jap..... 100 ".....	1 00
Dude Prize..... 144 ".....	1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
"Little Lord Fauntleroy" clock	
guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/4's..... 6 and 12 lbs.	0 30
Caracas, 1/4's..... 6 and 12 lbs.	0 35
Premium, 1/4's..... 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.....	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each.....	0 09
Cocoa, Homeopathic, 1/4's, 8 & 14 lbs	30
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2
BENSCHDORF'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz.....	\$2 40
1 " " ".....	4 50
1 " " ".....	8 50
FRY'S	
(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Caracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.....	0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.....	0 26

Cocoa—	
Concentrated, 1/4's, 1 doz in box...	2 40
" 1/4's, ".....	4 50
" 1 lbs, ".....	8 75
Homeopathic, 1/4's, 14 lb boxes.....	0 34
" 1 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

B. S. McIndoe, Agent, Toronto.)	
Mott's Broma..... per lb	\$0 90
Mott's Prepared Cocoa.....	28
Mott's Breakfast Cocoa (1/4's).....	32
Mott's No. 1 Chocolate.....	35
Mott's Breakfast Cocoa (in tins).....	40
Mott's Caracas Chocolate.....	30
Mott's Diamond Chocolate.....	28
Mott's French-Can Chocolate.....	40
Mott's Navy or Cooking Choc.....	22
Mott's Cocoa Nibs.....	20
Mott's Cocoa Shells.....	26
Mott's Vanilla Chocolate stick 7 1/2 & 24	5
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors.....	21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence..... per doz	1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs	36
Queen's Dessert, ".....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12	
bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	40
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each.....	39
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	30
48 Fingers to the lb., in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs	
6 lbs each.....	30
3 Cakes to the lb., in cases, 24 bxs	
6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	
Cocoa—	
Pure Prepared, bxs, 12 lbs each	
Cracked, in bxs, 12 lbs., each, 1 lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1 lb., tins	
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50

Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins...	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.

Per 120 lb. Per 12 lb.	
case lot.	box.
per lb.	per lb.
Yellow wrapper.....	\$0 34 \$0 36
Chamois.....	0 43 0 48
Pink.....	0 50 0 56
Blue.....	0 58 0 66
Green.....	0 50 0 56
Lilac.....	0 58 0 66
Bronze.....	0 65 0 74
White Glace.....	0 73 0 83
Premium.....	0 38 0 42

Fancy Chocolates.

Fingers—		
40 in a box..... per box }	\$0 36	\$0 40
20 " " ".....		
Croquettes—		
Yellow wrap. ".....	2 70	3 00
Pink..... ".....		
Green..... ".....	3 75	4 20
Croquettes are packed 12 1/2 lb. pack-		
ages in a box, and 8 boxes in a case.		
Pastilles—		
Yellow wrapper per lb.....	\$0 40	\$0 45
Pink..... ".....	0 55	0 60
Green..... ".....		

Each case contains 54 1 lb packages or 108 1/2 lb packages.



Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20
CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 " ".....	1 25
" 4 " " cotton bags.....	0 90

COFFEE.

GREEN	
	c. per lb
Mocha.....	28, 33
Old Government Java.....	25, 35
Rio.....	20 22
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 26
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 26
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	34
Our Own.....	32
Jersey.....	30
Laguayra.....	28
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

JAM

We have an immense stock of pure Jams and Jellies, put up in Glass Jars and 5 lb. and 10 lb. Tins, and in 14 lb. and 28 lb. pails. These goods are as fine and pure as the best imported. A trial will convince.

TORONTO BISCUIT AND CONFECTIONERY CO.,

Tel. 528.

7 Front St. East, Toronto.

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20 30
Say's Parisien, in 1/4 and 1 lb tins	30

DRUGS AND CHEMICALS.

Alum	0 02	0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 12	0 14
Camphor	0 65	0 75
Carbolic Acid	0 30	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 23	0 30
Epsom Salts	0 01 1/2	0 02
Paris Green	0 16	0 17
Extract Logwood, bulk	0 13	0 14
" boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb.	0 17	0 20
Hellebore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 30	0 35
Saltpetre	0 08 1/2	0 09
Soda Bicarb, per keg	2 50	2 75
Sal Soda	1 00	1 25
Madder	0 12 1/2	....

DURABLE PAIRS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	Per doz. 2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1 1/4 oz.	1 25
" " " " 2 1/2 oz.	1 75
" " " " 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	per doz \$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.

Currents, Provincial, bbls.	c. per lb 5 1/2
" " " bbls	6
" Filiatras, bbls	5 1/2
" " bbls	6 1/2

Currents, Patras, bbls	5
" " bbls	6
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	8 1/2
" 5-crown Excelsior (cases)	8 1/2
" " case	8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14oz., per box	11 11 1/2
" 10 lb boxes	11 12
" 30 lb bxs. 7 crown	15 16
Prunes, Bosnia, casks	4 1/2
" " cases, new	8 1/2
Raisins, Valencia, offstalk	3 1/2
Selected	7 1/2
Layers	6 1/2
Raisins, Sultanas	7 1/2
" Eleme	10
" Malaga:	
London layers	2 25 2 50
Loose muscatels	....
Imperial cabinets	4 00 4 50
Connoisseur clusters	4 50
Extra dessert	4 50
" qrs.	....
Royal clusters	....
Fancy Vega boxes	....
Black baskets	3 60 3 80
" qrs	....
Blue	....
Fine Dehesas	....
" qrs	....
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" Valencias	4 50
" Floridas	3 00 3 50
" Seedlings	....
" Navels	....

DOMESTIC

Apples, Dried, per lb.	0 04 1/2 0 05 1/2
do Evaporated	0 07 1/2 0 08

FISH.

Oysters, per gallon	1 25
" select, per gallon	....
Pickel	per lb 0 06
Pike	do 0 07
White fish	do 0 07 1/2
Manitoba White fish	do 0 07
Salmon Trout	do 0 07
Lake herring	p. 100 1 50 2 50
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring	 5 00
Salmon trout, per 1/2 bbl	5 00 5 50
White Fish, 1/2 bbl	5 50 5 75
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish	per lb 0 04 1/2
Boneless cod	 0 08
Smoked Fish:	
Hinners Haddies, per lb	0 07 1/2 0 08 1/2
Blotters	per box 1 00 2 25
Digby herring	 0 20
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod	 0 07
B.C. salmon	 0 13
Market Cod	....
Frozen Sea Herrings	1 75 2 00

GRAIN.

Wheat, Fall, No. 2	0 66 0 67
" Red Winter, No 2	0 65 0 66
Wheat, Spring, No 2	0 64 0 65
" Man Hard, No 1	0 91 0 92
" " No 2	0 84 0 85
" " No 3	0 77 0 77 1/2

Oats, No 2, per 34 lbs	31 32
Barley, No 1, per 48 lbs	49 50
" No 2 extra	43 46
" No 3	38 39
Rye	59 60
Peas	58 60
Corn	56 57

HAY & STRAW.

Hay, Pressed, "on track	9 00
Straw Pressed, " "	6 00 6 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30

HORSE NAILS:
"C" 60 and 5 per cent. from list.HORSE SHOES:
From Toronto, per keg .. 3 65SCREWS: Wood—
Flat head iron 7 1/2 p.c. dis
Round " " 7 1/2 p.c. dis
Flat head brass 7 1/2 p.c. dis
Round head brass 7 1/2 p.c.WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]
1st break (25 in and under) 1 35
2nd " (26 to 40 inches) 1 55
3rd " (41 to 50 ") 3 40
4th " (51 to 60 ") 3 70
5th " (61 to 70 ") 4 00ROPE: Manila 0 11 1/2
Sisal 0 09 1/2
New Zealand 0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap 0 04 1/2
Screw, hook & strap. 0 03 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons. per lb 4 1/4
No. 1 " " 4 1/2
No. 2 " " 4 1/4
No. 3 " " 4TURPENTINE Selected packages, per gal 0 50
LINSEED OIL per gal, raw 0 56 1/2
Boiled, per gal. 0 59 1/2 0 60 1/2

GLUE: Common, per lb. 0 10 0 11

INDURATED FIBRE WARE.

1 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp.	
berry, Strawberry, Peach	
and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.	
6d.....London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
"Ringed" 5 lb boxes, per lb.	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Waters, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs	
p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins	
per lb.	25
" Fine, in 1 lb jars	28
" Fine, in 4 lb jars	70
" Ex. Sup. in bulk, per lb	30
" Superior in bulk, p lb	20
" Fine,	15

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in 1/2 lb. tins	0 42
Pure in 1/4 lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15½	16
" Fornigetta	12	14
Almonds, Shelled Valencia	28	32
" Jordan	40	45
" Canary	28	30
Brasil	11	12½
Cocoanuts	5	6
Filberts, Sicily	9½	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	...	...
" Marbots	12½	13
" Chilis	12	13

PETROLEUM.		Imp. gal
to 10 bbl lots, Toronto	0 14	\$0 15
Canadian	0 17	0 18
Carbon Safety	0 20	0 22
Canadian Water White	...	0 23
Amer'n Prime White	0 24	0 25
" Water White	0 27	0 00
Photogene	...	...

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		per doz
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents,	...	...
ome Made Tomato Catsup	pts 6	00
" " " ½ pts	3	50
" " " ¼ pts	2	00
hill Sauce	pts 4	50
" " " ½ pts	3	25
Soups (in 3 lb cans).	...	...
Tomato	3	50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4	50
Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4	25

LEA & PERRIN'S, per doz	
Worcester Sauce, ½ pts.	\$3 60 \$3 75
" " pints	6 25 6 50
LAZENBY & SONS Per doz	
Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup " "	3 25
Anchovy Sauce " "	3 25

PRODUCE.		Per b
DAIRY.		
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	8	0 20
" store crocks	8	0 20
Cheese	...	0 11½

COUNTRY		
Eggs, fresh, per doz	0	25
" limed	...	...
Beans	1	15 1 35
Onions, per bbl	1	75 2 25
Potatoes, per bag	...	60 70
Hops, 1891 crop	0	13 0 15
" 1892	0	16 0 13½
Honey, extracted	0	05 0 07
" section	0	12 0 14

PROVISIONS.		
Bacon, long clear, p lb. 10½	0	11
Pork, mess, p. bbl	...	...
" short cut	17	50 18 00
Hams, smoked, per lb.	0	13
" pickled	0	12
Bellies	0	13
Rolls	0	10½
Backs	0	12½ 0 13
Lard, Canadian, per lb	0	12½ 0 13½
Compound	0	10 0 10
Tallow, refined, per lb.	0	05½ 0 05½
" rough	...	0 02

RICE, ETC.		Per lb
Rice, Aracan	3½	4
" Patna	4½	5½
" Japan	5	6½
" extra Burmah	3½	4
" Java extra	6½	7
" Genuine Old Carolina	9½	10

Grand Duke	6½	7½
Sago	4½	5½
Tapioca	5	5½

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12½	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	35
Ginger, Jamaica, pure	25	27
" African	16	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1	00 1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.

1st quality white, in kegs and brls	4½
1st quality white, 3 lb. cartoons	5½
Lily White gloss, crates	6½
Brantford gloss, 1 lb.	7½
Lily White gloss, 1 lb chromo	6½
Canada Laundry, Boxes	4½
Pure Prepared corn	7½
Challenge Corn	6½
Rice Starch, fancy cartoons	8½
" cubes	7½

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb "	8
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " ½ lb. package	9½
40-lb " ¼ lb. "	10
40-lb " assorted ½ and ¼ lbs.	9½
6-lb " sliding covers	9½
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8½
20-lb "	8½

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6½

Laundry Starches—

No. 1, White, 4 lb. Cartons	4½
" " Ebls	4½
" " Kegs	4½
Canada Laundry	4
Ivory Gloss, six 6 lb. boxes, sliding covers	6½
Ivory Gloss, fancy picture, 1 lb packs	6½
Patent Starch, fancy picture, 1 lb. cartons	6½
Ivoryine Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	4½	4½
Paris Lump, bbls and 100 lb. bxs	...	5½
" 50 lb. boxes	...	5½
Extra Ground, bbls	...	5½
" less than a bbl	...	6
Powdered, bbls	5	5½
" less than a bbl	...	5½
Extra bright refined	...	4½
Bright Yellow	3½	4
Medium	...	3½
Brown	...	3½

SALT.

Bbl salt, car lots	1	00
Coarse, car lots, F.O.B.	0	65
" small lots	0	85 0 90
Dairy, car lots, F.O.B.	...	1 00
" small lots	...	1 25
" quarter-sacks	0	40 0 45
Common, fine car lots	...	0 75
" small lots	0	95 1 00
Rock salt, per ton	...	12 00
Liverpool coarse	0	75 0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
	bbls. ½ bbls	
D	...	2½
M	...	2½
B	...	2½ 3½

W. C. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

INFINITELY SUPERIOR TO EXTRACT OF BEEF.

Johnston's Fluid Beef

Is the concentrated feeding qualities of Beef, deprived of superfluous material, skin, fat or indigestible tissue, and it is the quintessence of the virtues of Beef.

Extracts of Beef, on the other hand, are only the extracted juices of Beef, which, at best, can only stimulate.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

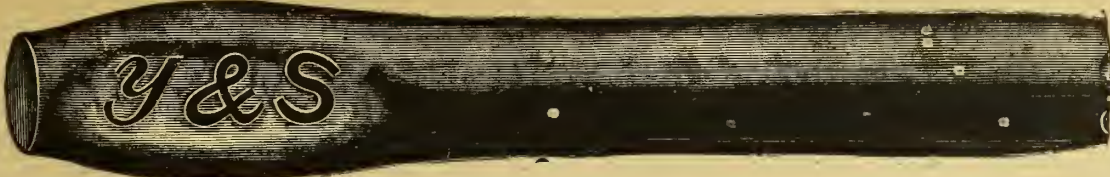
Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, 1n 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	23	2 1/2
E. Superior	23	2 1/2
XX	23	2 1/2
XXX	23	2 1/2
Crown	3	3 1/2

MOLASSES.	Per gal
Trinidad, in puncheons...	0 35 0 37
" bbls	0 38 0 46
" 1/2 bbls	0 40 0 40
New Orleans, in bbls...	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.	
Ivory Bar, 1 lb. bars...	per lb 5 1/2
Do. 2, 6-16 and 3 lb bars	" 5
Primrose, 4 1/2 lb bars, wax W	" 4 1/2
" 1 " "	" 4 1/2
John A. cake, wax W. per doz	42
Mayflower, oaks,	" 42
Gem, 3 lb bars per lb.	3 1/2
" 13 oz. 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	5 1/2
Pride of Kitchen, per box	2 75
Sunshine, boxes, 100 tablets	6 50
" 50 " "	3 40

MORSE'S SOAPS.	Per lb
Mikado (wrapped)	0 04 1/2
Eclipse	0 04 1/2
Stanley Bar	0 04 1/2
Defiance	0 04 1/2
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 24
Detroit, 14 oz.	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72

Mottled in 5 box lots, 100 bars...	5 00
" 60 bars...	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00

Royal Magnum	Per doz 0 25
" 25 doz per box	0 20
Anchor, Assorted	0 10
" Castile	0 50
Morse's Assorted	0 45
Morse's Roso	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72

" Honeysuckle	Per box 0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

White Castile Bars	Per doz 0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Etoquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85

Unscented Glycerine	0 90
Gray Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.	
CHINA GREENS	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" seconds	17 19
" thirds	15 17
" common	11 14

PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19

JAPAN.	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 32
" Oolong	14 15
" Gunpowder	16 19
" Siftings	5 9

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

Ceylon.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67 1/2
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in 40 lb boxes	51 1/2
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 6 lb boxes	70

EMPIRE TOBACCO COMPANY.	
CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	54
16 1/2 lbs	53
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	54
St. Lawrence, 2 x 3, 7s. caddies	51
about 17 lbs	
Banner, 2 x 3, 7s. caddies about	48
17 lbs	
Sterling, 2 x 3, 7s. caddies about	46
17 lbs	
Louise, Solace, 12s. caddies about	46
16 lbs	
Florence, Solace, 12s. caddies	42
about 17 lbs	
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	61
4 lbs.	60
Top, 16 oz. spaced 8s. boxes 4 lbs	52
Joy, 3 x 12s, 14 1/2 oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	50
about 20 1/2 lbs.	
Currency, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs.	
Kentucky, 1 1/2 x 3, 13s. Caddies	50
about 21 lbs.	
Kentucky, 1 1/2 x 3, 7s. Caddies	49
about 21 1/2 lbs.	

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	47
22 lbs.	
Morning Star, 12s. Butts about	43 1/2
22 1/2 lbs.	
Montreal Twist, 12s. Caddies	44
about 23 lbs.	
Anchor Twist, 12s. Caddies about	42 1/2
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	55 00
" Bouquet	50 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOES.

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	10 50
Hyde Park	

VINEGAR.

XX, W. W.	0 20
XXX, W. W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" 3 " "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" 3 " "	"	1 80
" 3 " painted	"	1 80
Tubs, No. 0		9 50
" 1		8 00
" 2		7 00
" 3		6 00
Washboards, Globe	\$1 90	2 00
" Water Witch		1 40
" Northern Queen		2 25
" Planet		1 70
" Waverly		1 60
" X X		1 50
" X		1 30
" Single Crescent		1 85
" Double		2 75
" Jubilee		2 25
" Globe Improved		1 90
" Quick and Easy		1 80
" World		1 75
" Rattler		1 30

		per case.
Matches,	5 caselots,	single cases
Parlor	1 60	\$1 65
Telephone ...	3 60	3 70
Telegraph ...	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	\$3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	\$3 50
5 cases and under 10 cases	\$3 40

Mops and Handles, comb.	per doz 1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	\$3 60

HOUSEKEEPER'S QUICK WASHING COMPOUND.	
Housekeeper's Quick-Washing	
Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

PEERLESS WASHING COMPOUND.	
per case	
1/2 lb packages, 12 doz in case	\$4 50
1 " 6 " "	3 90
1 lb " 3 " "	3 50
5 cts " 100 " "	3 50

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
" 2 doz. 10c.	1 00

BREADMAKER'S	
per box	
5c packages 36 in box	1 00
2c " 45 in box	0 50

— THE —

ST. LAWRENCE SUGAR REFINING CO'S

GRANULATED

AND YELLOWS

AND SYRUPS

ARE PURE.

: NO BLUEING :

Material whatsoever is used in the manufacture of

OUR GRANULATE

THE CANADA SUGAR REFINING CO'Y [LIMITED],

MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

THE LELAND HOUSE,

Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly first-class.

WM. NEVINS, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,

Proprietor.

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the preparation of

W. Baker & Co.'s Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

CHARLES F. CLARK, EDW. F. RANDOLPH,
PRESIDENT. TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

36 Front St. East and
27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Add
Add-let
Advertising
Advertise
Advertisement
Advertisers

... EXPLANATION ...

ADD

Put together

ADD-LET

Your Advertisement

ADVERTISING

When Spending Money

ADVERTISE

To give Notice

ADVERTISMENT

The Goods You have For Sale

(So you will class with)

ADVERTISERS

Those Who Make Money

GOOD ADVERTISING PAYS

NO BETTER MEDIUM THAN

+

+

THE - - -
CANADIAN
GROCER -

THE RIPANS TABLETS regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always effectual. A reliable remedy for Biliousness, Blisters on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Diabetes, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Pimples, Rash of Blood, Sallow Complexion, Scald Head, Sick Headaches, Sour Stomach, Stomach, Tired Liver, Ulcers, and every other disease that impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tablet after each meal. A continued use of the Ripans Tablets is the surest cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 12 gross \$1.25, 14 gross 75c., 124 gross 15 cents. Sent by mail postage paid. Address THE RIPANS CHEMICAL COMPANY, P. O. Box 672, New York.



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MANUFACTURERS OF



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1, 2, 3 satchel lunch baskets.
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1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

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DURABLE PAILS AND TUBS.



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THEM

The Wm. CANE & SONS MANUFACTURING Co
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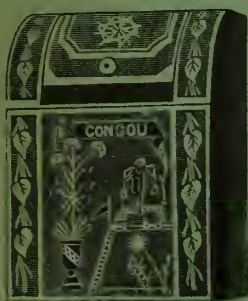
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Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE McCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

THE PITTSBURGH LAMP

UNEQUALLED.

PERHAPS YOU HAVE
NOT SEEN

The "Pittsburgh"

BUT YOU MUST HAVE HEARD
THAT

It affords a Brighter Light THAN ANY OTHER
LAMP MADE.

Made in all sizes of HANGING, BANQUET, VASE and PIANO. WRITE FOR CATALOGUE.

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Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

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Nuts of all kinds,
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Consignments of Produce Solicited.

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THE BEST

MacLaren's

IMPERIAL

CHEESE

IN GLASS JARS.

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

VOL. VII.

TORONTO, FEBRUARY 3, 1893.

No. 5

Manufacturers. by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 8

Trade Mark Bull's Head

1878 CROSS OF THE LEGION OF HONOUR

ASK YOUR
WHOLESALE GROCER
—FOR—
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

H. A. NELSON & SONS

Manufacturers and Wholesale Dealers

56 AND 58 FRONT ST. W.

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MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

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THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.



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CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.

—SOLD BY—

All Grocers in Canada



Our Stock of . . . **Spices, Coffees, Extracts and Baking Powders . . .** . . . Is Complete .

French Mustard, Catsup and Fruit Relish. The finest goods on the market. Try a Case.

GORMAN, ECKHART & Co. - London, Ont.

THE BEST
MacLaren's
IMPERIAL
CHEESE

IN GLASS JARS.

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Pure Concentrated
COCOA.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

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The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



FOR preserving Butter, Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the - Warmest Weather.

Wanted, one Dealer in each District to sell Preservitas to Dairymen.

G consignments of Butter, Cheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

Agent **M. F. EAGAR**, Halifax, N. S.

Bagter's
Nonpareil Jellies,
All Flavors



Bagter's
Jams, Jellies,
Marmalade

IMPORTANT

Inadvertently we stated in our two last advertisements that we had bought out the stock and goodwill of Messrs. Tees, Wilson & Co.; whereas, our advertisement should have read "Having bought out the Grocery Stock of Messrs. Tees, Wilson & Co. we are offering special values during the next two weeks.

Messrs. Tees, Wilson & Co. continue business at their old premises, giving special attention to Teas, Coffees and Spices.

CAVERHILL, ROSE, HUGHES & CO. Wholesale Grocers **Montreal**

THE E. B. Eddy Co's

MATCHES

Indurated Fibre Ware,
Woodenware,

Washboards,

TEA, TOILET, TISSUE

and WRAPPING PAPERS,

Are sold by all Wholesale and Retail Dealers in Canada,

Are recommended by all Users, and

Are fully guaranteed by the Makers.

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HULL, - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, FEBRUARY 3, 1893.

No. 5

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

Efficiency is the condition that usually characterizes the officers of the Toronto Board of Trade, and the result of the recent contest is a guarantee that there will be no impairment in this particular during the ensuing year. Mr. D. R. Wilkie, as president, will give grace, dignity and capability to that office. In years past he has been one of the most faithful members and painstaking officials of the board, and his elevation, by acclamation, to the highest position in the gift of the members is a just recognition of services well and honorably rendered. It was only proper that Mr. Hugh Blain should be kept in the vice-chair for another term. Mr. Blain is destined, both by order of advancement and by meritorious services, to fill the presidential chair, and when he vacates his present position it will doubtless be to take the one higher. The centre of interest was around the contest for the second vice-presidency, but the lot again fell to Mr. S. F. McKinnon. It is gratifying to see Mr. John J. Davidson again in official harness. When he retired from the presidency a year ago neither coaxing nor coercing could keep him from his purpose of stepping down among the private members. He may be expected to give a good account of himself in the council of 1893. It is pleasing to note that the Board of Trade will not for a year lose the services of Mr. H. N. Baird as it did when Mr.

Davidson vacated the presidency, he having allowed himself to be placed on the council.

* * *

Selling sugar at or below cost seems to be a practice confined to no one city, country or continent. In Birmingham the situation has become so aggravated that a mutual desire to bring about a better state of affairs has sprung up. And this desire the other day crystalized into a meeting called by the Grocers' Association of the town to consider the situation. At this meeting it was pointed out that the wholesale price was much higher than a few months ago, and yet the retailers had made no change, although they were selling at an actual loss. It was agreed to advance the price $\frac{1}{4}$ d., and a committee was appointed to make arrangements for giving effect to the resolution. At the same time it was decided to raise the price of bacon, ham and lard 1d. The reason advanced for this was similar to that in the case of sugar. Behold how good a thing it is for brethren to dwell together in unity!

* * *

John Burns, the English radical and leader of the labor party in the British House of Commons is not always noted for the wisdom of his sayings. Like too many of his stamp his remarks tend to excite rather than to benefit his auditors. The other day he made a laudable departure and, strange to say, his criticism was not of capitalists or of employers of labor, but of the working people themselves. The occasion was a meeting held in London in favor of the early closing movement. He declared that the onus for the present unsatisfactory condition of trade should rest on the shoulders of the purchasing public rather than on those of the assistants, and he declared that he knew no more disgusting or degrading sight than was to be found in any poor man's market-place between the hours of nine and twelve at night. The waste, the

extravagance, the dishonest trading could there be seen. Working people connived at late shopping to an extent neither right nor justifiable. All shopping should be done between sunrise and sunset. He would like to see the shops open for twelve hours only, with the assistants working only eight however.

* * *

As long as there is a trout in the stream the angler will fish; as long as there is a customer on the street the average storekeeper will keep his shutters down, or rather, in more modern parlance, keep his window blinds up. In this city, and in fact in this province, much has been done in regard to educating both merchant and customer in the principles of early closing, but there is still much to be done. Better work, and on the whole more work, can be done in a reasonable than in an unreasonable period of continuous labor, for the brain is clearer, the heart lighter, and, consequently, the energy more active. But the wheels of progress move slowly.

* * *

The hot contest between Medical Health Officer Allen and the brewers and ice men seems to be cooling down. In the meantime the ice houses are filling up.

* * *

The annual meeting of the Board of Trade held a few days ago was more than usually interesting in the sense that before it was delivered two important addresses—that of the retiring president and that of the president-elect. The address of Mr. Baird was devoted largely to the consideration of the question of extended trade relations with the Mother Land. His views are pretty well known in this particular, and during his recent deliverance he did not say much that was particularly new. But a good thing is worthy of repetition, and what he did say was said well. His words were the ex-

pressed opinion of a mature mind and the deliberations of a practical business man, and not the verbosity of the average politician; he spoke for his own and for the pocket of his fellow exporters. He pointed out that in spite of a McKinley tariff the export trade of the Dominion had been larger during the past year than before, but, at the same time, he doubted whether the middle man and the producer had "shared to a like degree in this activity and profit." As to how the desideratum of extended trade was to be secured he carefully steered clear of anything that politicians would define as being flavored with partyism. He merely referred to what others had said regarding the advisability of lowering our tariff "on goods imported from Great Britain that we ourselves do not manufacture and on the goods produced by those who have expressed their readiness to compete with outside manufacturers." And while he did not go so far as to unequivocally commit himself he intimated that greater trade interchanges would be the result. "Increased exports and imports usually go together" was his final deliverance upon this question. He referred to the steps being taken to provide an insolvency law, and uttered a truism when he added: "It is proper, however, to remind you that so long as trade is overdone and conducted on unsound principles no law will save merchants from loss by bad debts." The Dominion, he held, had outgrown the present Atlantic service, and he expressed his hearty approval in the efforts being made to increase its efficiency.

* * *

Mr. Wilkie also paid some attention to the tariff. He expressed the hope that whatever changes were made "the welfare of the Dominion of Canada as an existing and as a continuing whole will be the one object kept constantly in view." The iron industry came in for some mention and the question was asked: "Is it not possible by an extension of the bounty system and by a reduction in the tariff on iron to fuse the apparently diverse interests of producer and consumer?" He intimates that in his opinion the renewal of the royalty upon the ore would assist in the premises. The slow and indifferent Atlantic service was held to be the means of diverting "the flow of a most desirable class of agricultural settlers to other shores, gives to foreign lines of railway and foreign steamship companies the benefit of a very con-

siderable portion of our carrying trade, helps to maintain high rates of freight, which must be borne for the greater part by the agriculturists and hinder the development of the provinces from Nova Scotia to British Columbia." Mr. Wilkie intimated that the payment of a reasonable subsidy by the Dominion Government towards the maintenance of a fast Atlantic service would receive his endorsement and, he hoped, that of the board as well. The need of better railway communication between Toronto and New York was pointed out and an early revision of the inland postal rates urged. "A subject that should receive the careful consideration of the board was his reference to the extension of the arbitration privileges. Arbitration is more and more coming to the front as a medium for the settlement of disputes of all kinds, and the Toronto Board of Trade, if it is to maintain its characteristic spirit of progressiveness, cannot afford to allow its esteemed president's suggestion to pass unheeded. And judging from remarks dropped here and there it is not unlikely to.

* * *

Governor Fowler of New York State proposes to extend the trolley system to the propulsion of canal boats on the Erie Canal. The idea, so far as we know, is a new one, but that is no reason why it should not be feasible. The trolley has proved successful for propulsion on land; why not on water? The Governor thinks the trolley system could be applied to the Erie Canal between Albany and Buffalo with great advantages, including the saving of from three to five days' time on the journey of the boats. The distance is about 305 miles, and it is estimated that by the trolley system it could be covered in about three days. Rapid transit means in the long run cheaper transit, and the result of Governor Fowler's suggestion will be watched with interest by shippers and business men generally.

* * *

The Ontario Government has, with commendable, and in fact unusual, promptitude crystalized into law, by order-in-Council, the recommendations of the Provincial Board of Health giving more power to the elbow of medical health officers for regulating the cutting and storing of ice. The regulations were drafted at a special meeting of the provincial board held Tuesday of last week and within three or four days afterwards they were full-fledged legal enactments. The new regulations consist in all

of five clauses. Under these clauses the powers of local boards of health are extended to the supervision of the cutting and storing of ice in outside municipalities whenever the ice cut is intended for use within the municipality in which any such board has jurisdiction. Whenever there is any doubt about the purity of ice the Provincial Board of Health shall have the deciding and final voice. For a violation of the regulations there is liability to a fine of from \$50 to \$500, but the most powerful clause is that empowering medical health officers to enter ice houses and seize and confiscate ice cut and stored which has been taken from a source not approved of by the proper authorities. The regulations are not retroactive, and consequently the ice that so far this season has been illegally taken will be beyond the reach of the law.

* * *

An absolutely pure ice supply is essential to the public health, and, in view of the probability of cholera striking this continent this year, it is necessary that precautions more than usually strict should be taken to guard every avenue through which the dread invader might attempt an entrance. Business men cannot be too particular about the class of ice that gets into their refrigerators, for if disease germs may not creep into the provision department they will get out into the store, be inhaled by clerks and customers, and fasten themselves upon the gelatinous and fatty substances exposed to the air. An ounce of prevention is a good thing. At the moment report comes from Cincinnati stating that a disorder known as ice diarrhoea is epidemic in that city, and it is attributed to the use of ice taken from the Ohio river.

* * *

The spice market seems to be riding on a bull wave. Ginger continues in the ascendancy and, judging from the exceedingly low stocks on the London market, it looks as if prices are going to favor the seller for some time yet. During the last few days cloves and spices have caught the infection and they too are now advancing.

* * *

The marked advance in pork is beginning to affect, and that materially, the price of canned beef. Higher values are usually looked for about this time of the year, but the manufacturers' advances announced Tuesday were in some respects startling, Clarke & Libby's 14s., for instance, being raised \$2 a dozen. In ones and twos of the same make the advance was from 10c. to 15c. a dozen.

A CHEESE DIFFICULTY.

A letter from the secretary of the Bristol provision trade association, in answer to the criticism at the recent St. Therese dairy convention and resolutions adopted at a recent meeting of the Montreal butter and cheese trades association, is causing considerable comment in Montreal. The Bristol people make a pretty good case and seem to justify the course they have taken with regard to "French cheese." It appears that shipments of this cheese were made to Bristol this season under the caption of "French Canadian" by Montreal shippers, and of course did not fill the bill, for although there is as fine cheese turned out of the French district as any other, the factories that do so are the exception and not the rule.

The primary cause of all the trouble is the greed of some shippers to outdo others by making short sales at a price below the market in the expectation of a drop in prices. This was done frequently last year, and as the market did not drop the seller had to get the goods to fill his shipment as best he could. He could not touch finest Ontario stock at the price he quoted, and his only recourse was to go down to the French market boat and bid over everyone else on the stock offered to fill his sales. This cheese was shipped as finest Canadian. But if the shipper was unscrupulous on this side the buyer in Bristol was not entirely blameless. He must have known that the offers he received were below the market and that there was a nigger on the fence somewhere, so if he was stuck it served him right to a certain extent. This is no plea however for a continuation of the practice, and it is to be hoped that the trouble which has arisen this year will effectually put a stop to such business next season. Both seller and buyer will find it pays best in the long run to act straight and above board with each other.

MONTREAL CORN EXCHANGE ASSOCIATION.

The Montreal Corn Exchange held its annual meeting last week for the transaction of the usual business, and the election of officers, there being a full attendance of members. The meeting was short, sweet, and unanimous, the annual report being adopted and the officers elected as follows:

President, Mr. D. A. MacPherson.

Treasurer, McDonald Robertson.

Committee of management, Messrs. John Baird, A. J. Brice, M. A. Hastings, A. G. Thomson, E. F. Craig, and A. Peddie; Board of Review, G. M. Kinghorn (chairman), Messrs. T. A. Crane, John Dillon, C. H. Gould, J. O. Lafreniere and Stewart Munn.

The annual report, among other things, called attention to the question of the canal tolls, and recommended that the Association place itself on record in favor of their

entire abolition, so that there should be absolutely free waterways to enable us to compete with United States ports and carriers.

Reference was made also to the negotiations between the Association and the American railway companies with regard to grain in transit via New York; also an approval of the recommendation that all terminal elevators at the lakes and seaboard should be declared and made regular elevators, with the Government inspectors in complete control, all grain to be inspected on entering and leaving.

The report also declared against the revival of the call board system, and endorsed the stand taken by other commercial bodies in regard to the new provincial taxation.

The following have been admitted to membership in the association during the past year:—Mr. Edmond Denis, the Canada Meat Packing Co.; Mr. J. R. Ronald, of Messrs. Harling & Ronald; Mr. Walter Oliver, and Mr. Harold Hampson.

Died—F. H. Warrington, July 26th; D. J. Rees, Sept. 17th; Walter Wily, Oct. 27th; L. P. Duncan, Dec. 22nd; M. P. Ryan, collector of customs, Jan. 15.

THE GROCERS' AT HOME.

Editor of THE CANADIAN GROCER.

DEAR GROCER,—It does one good to take up the GROCER and read its contents each week, there is something always bright and suggestive in its columns. I think last week's issue is particularly good, your leaders are sound and encouraging, the burlesque on the Retail Grocers' At-Home by "Dinny Callagan," is quite funny and in it are some good hits, but I think "Dinny" overlooked one very important part of the programme, viz., the squeaking of the new boots got for the occasion no doubt, and worn by the obliging ushers who so gallantly waited upon the ladies in finding chairs for them; perhaps "Dinny" being so accustomed to the squeaking of the pigs accounts for him not noticing it, at the same time some of those who took part in the programme were visibly annoyed by this uncalled for interruption. The clipping from the Produce Markets Review should be very interesting to all grocers, treating as it does so fully on the subject of blended tea, this article is particularly interesting and encouraging to me, having treated on this subject in the GROCER last summer, I am now well rewarded for my feeble efforts, in reading from such an able and well informed journal as the Produce Markets Review, identically the same views as taken by myself on the subject of packet teas being introduced and sold by the retail grocers. I was taken to task severely by some and called a crank and many other forbidden names, for daring to give my opinion on this subject. It is now very gratifying for me to read that there are some greater "cranks" in the world who

condemn the offering and pushing of packet teas by the retail grocers. The advice given by this journal ought to be of some weight, and I have no doubt that the grocers generally are waking up to the fact that packet tea, after all, is not the "satis superque" to success, as they so foolishly anticipated it would be. The article from the Produce Markets Review clearly shows that "dreamers" in business are not a success in these progressive times; indeed, they are not wanted at all, but the thorough practical experience men who, having gained a knowledge of the business in which they are engaged, are the men sought after and are at a premium to-day both in wholesale and retail. Why have we not more of them, dear GROCER, can you tell us?

Respectfully yours,

STEPHEN HUSTWITT.

THE BANANA TRADE.

ITS RAPID INCREASE.

The banana trade of the United States has grown to be enormous. During ten months of the past year the imports of this fruit were valued at over \$4,500,000. For the same period the imports of lemons were valued at \$4,039,437; the imports of oranges at \$1,053,549; and the combined imports of all fruits, fresh and dried—excepting bananas—at \$7,801,292. Thus the bananas amounted to four times as much in value as the oranges and constituted over one-third of the fruit imports of the United States.

There are 26 steamers in the banana trade plying between Cuba and New York the year 'round. Between the months of April and July a steamer arrives at this port about daily, and during the busy season each steamer will discharge her cargo—which averages 12,000 bunches—and depart the same day in ballast.

The demand for bananas has increased so rapidly that it is estimated that this year's imports will show a much larger total than any previous year.

BANANA FLOUR.

Some remarkable prophecies have been made according the possibilities of banana flour, and some big stories have been told about the extensive use to be made of it by the German army. But so far the use of the fruit in this way has been confined to very narrow limits and is yet in the experimental stage. This so-called flour is produced in small quantities in some parts of Australia and is said to be very good for making porridge, prepared in the same manner as oatmeal, and can be used for making cakes and puddings, taking one-half of the product to one-half of wheat flour. For producing this flour the fruit is taken when it has attained full growth but while still green and dried in the sun or in evaporators. After it is dried, which process is accomplished very quickly, it is broken up and then passed through a mill that will reduce it to globules—not pulverize it.—Commercial Enquirer.

THE CALIFORNIA ORANGE CROP.

Early in December after a visit to Southern California we set down the orange crop on the trees at 1,800,000 boxes. The Santa Fe Railroad Company a month later, after a careful canvass of the whole southern section, gave details of its work which resulted in an estimate of 1,767,590 boxes. This is the equivalent of somewhat less than 6,000 cars of 300 boxes each. Other estimates set the crop at 6,500 cars and some as high as 7,000 cars. D. W. McLeod, a Riverside grower, complains of these high estimates as being the out-givings of the buying interest and gives his own figure as 5,000 cars.

Whatever may be the disagreement as to the quantity of the crop there is no dispute about the quality. All agree that it is of an excellence never before known in the State. The fruit is of a good growth so that the regular sizes, 128 to 196 to the box will take in nearly all the crop leaving but few extra large oranges and not a large number of "culls." The color of the fruit, too, is very high, and the flavor is that pleasant piquancy which makes the California orange in its prime state so great a favorite. A much larger proportion of the crop will be of the Washington navel variety than ever before.

As to the situation, Mr. McLeod's letter sets it forth better than anything else could do, as Riverside, where the following action was taken, will ship 2,000 cars, or one-third of the crop of the State :

"The growers and packers of Riverside and San Bernardino county have concluded not to indulge in the pastime of Kilkenny cats, but are trying to formulate plans for the better distribution of our crop. It is the intention to stop all consignments and sell all the fruit f.o.b. Riverside, except, of course, culls and second-grade fruit. A uniform system of packing and uniform price will do much to place our fruit in the position it deserves. Indiscriminate consignments demoralize any market. Some of the best commission men in San Francisco and other cities have frequently told me they would prefer to buy oranges if there were no consignments. The demand would then control the supply. While we do not expect exorbitant prices, by concerted action we can secure a fair price for a good article. Prices will be fixed every Saturday for the ensuing week, and by holding back the shipments, merchants never need fear the disastrous effects of a falling market. The f.o.b. prices to-day are Washington Navels \$3.50 and Seedlings \$2.25 per box, which are very satisfactory.

"There is a growing feeling in Riverside for a permanent organization of every orange grower in the city into a corporation, with a board of trustees of say 11 of the most advanced, best posted men. They are to elect a president and secretary, and thus pave the way to have all the fruit grown in Riverside

manipulated by one agency. Hire a man who has the brains and business experience to manage it, if we have to pay the salary paid Mr. Leeds by the Traffic Association, \$10,000 a year. This would only be a trifle over 1½c. a box for this year's output, and the expense would rest on the income."

Mr. McLeod, of course, takes the growers' view of the matter. Whatever may have been the prices fixed at Riverside, there has been no day in San Francisco when \$3.50 could be had for any excepting most select navels, and the same is true in even a more emphatic sense of the price of seedlings. But the market has not fairly opened here yet. Indeed the fruit is not yet at anything like its best. It is later in the spring when the Florida crop is exhausted that the California orange has its "innings."

PRICE CUTTING A SHORT-CUT TO CONSOLIDATION.

Having decided upon one's destination, the next point to be determined is, by what route to reach it.

The destination toward which nearly if not quite all commercial enterprises are tending, is consolidation of allied branches of trade. As urged in these columns before, it is not a matter of choice or for debate, but of destiny. Newspapers may cry out against it, demagogues may howl of its clamorous foreshadowing, politicians may frame laws in opposition to it, but the same can be done concerning the blowing of the east wind and with the same effect in either case. This much being settled, the pathway by which consolidation is to be reached from time to time, by those immediately active in securing it in any given business or locality, becomes the most interesting question to consider.

Retail grocers have congratulated themselves that, because of the necessary convenience of the neighborhood grocer, the question of consolidating would never affect them. But the extension, cheapening and perfecting of the telephone system are the only things necessary of accomplishment in order to make it possible to reduce the number of retail stores to a small fraction of the present number.

Meantime the malodorous price-cutter is doing much toward forcing the direction of concentration into an unpleasant channel and by methods that are almost certain to force him outside in the cold. Concerning the thing itself, an English contemporary remarks :

It is a terrible evil, the consequences of which have been manifest in the hopeless shattering of many a presumably flourishing business, and in the break-up of not a few homes, where otherwise there might have been content and happiness. Begotten of that fierce competition which year after year has been increasing in intensity, cutting has

got such a grip on the grocery trade that nothing seems able to loosen, and with that grip upon its throat the trade may well gasp its very life away. Everybody recognizes its deadly influence ; every speaker and every writer will denounce it until one would think that out of sheer shame the wretched thing would die. But it does not. Speaker and writer, addressing men who know all about the peril they are running, and whose conviction of the truth of what is being uttered has been formed long ago, are still like men beating the air for all the good they do, because, hideous as it is in appearance and effect, the dreadful thing lives on. Many men—we don't say all, because there are honest and honorable men to be found in every walk of life—condemn the practice, and then practice what they condemn, so that grocers' hearts may well faint within them at the prospect which opens out to their view. All the denunciations of cutting avail not one fraction, unless some means can be devised by which a period can be put to its continuance.

The effect upon consumers, of this mania to use the knife, is to accustom them to low prices, and when they have come to associate certain articles of daily necessity with certain prices the large majority of consumers will demand a continuance of the cut price except in cases where the condition of the markets can be shown to absolutely prohibit it.

What, then, must be the result of this popular education in low values ?

Two things. First : the retailer who does only an average business will be forced out of the grocery line as the small margins will not afford him a living on the amount of goods he handles.

Second : In order to meet the imperative demand for low prices, the only houses that can do a successful business will be those that can control large capital, buy in large lots and supply a heavy trade. In a word—consolidation.

The price-cutting retailer has himself to blame for the retailing wholesaler. The cutter has educated the consumer to low prices and the consumer in turn has been set to thinking whether or not he can still further reduce his living expenses by screwing down prices another notch or two. With this object in view he has applied to the wholesaler. The latter, if he is of the same short-sighted breed of humanity as the cutter, swallows the bait and the cutter finds the ground slipping from under his feet more rapidly than even the knowing ones had expected.

Thus the trade leech, or cutter, is forcing the issue unpleasantly and in a much more rapid manner than need be if he would remove his suckers from retail "grocerdom."

If he can be brought to see that he is wasting his own substance as well as that of his fellow tradesmen, there is hope of reform-

ing him before it is too late to benefit a majority of the trade.

The only way to do this is through organization among retailers. In towns and villages where there are not enough grocers to form an effective association it is well to include men and firms in all branches of trade, and even professional men as in the case of a suburban town cited in these columns recently.

Ignore the principle of policy of co-operation and you ignore that which is inevitable as the coming central factor in every branch of commercial activity.—Commercial Enquirer.

BUY WITH GREAT CAUTION.

Such is the advice given to the customers of a firm in London, in connection with their review of the coffee market. It is not our purpose to use it as a text for remarks upon the position of coffee, reserving that until fuller figures of crops are at command. The rule, however, is a good one under all circumstances—Buy with Caution. The temptation continually presented the retailer is to over-buy, he being induced to purchase beyond legitimate requirements through some tempting offer of an extra discount of unusual terms. Frequently there is economy in buying certain goods in small quantities, even if a small discount is sacrificed. The goods may be slow of sale, or of a perishable nature, so that the cost of carrying is greater than any advantage gained by a larger purchase.

There are times when it is wise as it is safe to buy freely and carry a liberal stock. It is always wisdom to buy freely of goods that are in steady demand, but which are not always in market. Thus fancy or new season's tea, favorite brands of canned goods, special marks of coffee. When the market price of any staple is below the cost of production, and as compared with the average price of a term of years is abnormally low, it is wisdom to carry a big stock. This has a double advantage. It affords opportunity for increased profit when the market turns and it stimulates sales. Low prices tend to increase consumption but aside from this a big stock is always an incentive to the owner to turn it as frequently as possible, in order to keep it fresh and to advertise his business. As an illustration take rice—now unusually cheap. The grocer having a large stock will keep it moving at low prices and stimulate his trade to use it with greater freedom than usual, and at the same time keep his stock full. There is no risk, while the chances favor a sudden turn, sooner or later, toward higher prices.

On the other hand a big stock at high cost is always risky. The cautious way is to buy frequently. Sometimes buyers are puzzled to know whether ruling prices are

high or low. This can only be determined by keeping thoroughly posted as to the supply and demand, the law of which invariably asserts itself in the long run. This involves a close study of statistical facts, generally a dry study and one avoided by merchants. And yet it is the well-posted man who has the most even record. He may not make money by fits and starts, gain heavily in one transaction and lose largely in another, but he is more apt to make steady progress.

For instance, the buyer who studied the sources of supply of coffee, kept posted as to the condition of crops, has known that the world's production has barely been abreast of its requirements, and that while prices seemed high and were above the average, still they were not higher than was warranted, taking into account the general conditions of business. He noted that manufacturers were prosperous, labor well employed and commerce active, and had the right to conclude that these factors meant increased consumption. As a rule operators do not give sufficient study to facts governing consumption, just as great a factor as production. The time is not far distant when the extension of coffee planting will make itself felt, and then there will come a great reaction; but the posted man will have discerned the signs and be carrying a light stock.

There are men whose operations are wholly governed by their impressions, or as they say—intuition. Said a very successful dealer: "I cannot give any reason for my action, but I buy or sell upon my feeling that the market will go higher or lower. This may come to me as a result of a close daily acquaintance with the market, so that my opinion is the natural and imperceptible outgrowth of every day affairs, but I never stop to consider statistics or formulate a campaign

This probably accounts for the ups and downs of this trader, who frequently makes large sums and oft-times drops large amounts, because his impressions are not always correct.

As one looks over the statistics specially furnished by the American Grocer, relative to canned tomatoes and corn, he finds that the present output is scarcely sufficient for existing requirements, in fact in so far from it as to prevent an accumulation of stocks and to foster a rising market. It is therefore evident that there is the minimum of risk in buying early for next season's delivery. Even a check to present prosperity would not be apt to reduce prices below those now current.

It is evident from these remarks that "buying with caution" is buying with brains and in accordance with facts as they relate to supply and demand. The sources of information are so open and free and trade or special journals so numerous, that there is no excuse for not being posted.

NO POOL ON ALASKA SALMON.

According to latest advices from the Pacific coast, there will be no "pool" of Alaska salmon packers the coming season. In its place will be an incorporated company embracing all the old "pool" concerns, which, according to official programme, will regulate prices and production to suit the management and stockholders. The canners who remained on the "outside" last season have not, as far as can be learned, shown any signs of retreating from their independent position, but they figure as a very small minority in the industry, and apparently have insufficient power to do serious mischief. The combine, it is stated, intend to pack 100,000 cases more than they did last year, and increase their earnings correspondingly, without raising prices above the level of official rates quoted during the past sixty days. This increase, it is figured out, is justified, since not only last season's pack but considerable stock carried over from previous years has passed into the channels of distribution. Efforts are still making to combine the Columbia River packers, but progress in that direction is rather slow, and latest advices indicate that serious obstacles stand in the way of consolidation this year. With the Alaska and British Columbia interests in compact form and inclined to work harmoniously, the "combine" interest seem to be firmly of the opinion that there is no cause for the slightest apprehension as to ability to control the market during the coming season on both sides of the Atlantic, whether the Columbia River interests consolidate or not.—N. Y. Commercial Bulletin.

BOARD OF TRADE ELECTIONS.

The result of the elections of the Toronto Board of Trade is as follows:

President—D. R. Wilkie (acclamation).

First Vice-president—Hugh Blain (acclamation).

Second Vice-president—S. F. McKinnon.

Treasurer—J. L. Spink (acclamation).

Council—William Christie, John I. Davidson, W. R. Brock, D. W. Alexander, H. N. Baird, W. D. Matthews, G. M. Bosworth, Arthur White, Michael McLaughlin, George H. Bertram, A. A. Allan, Warring Kennedy, William Ince, Robert Jaffray, Barlow Cumberland.

Representatives on Harbor Commission—W. A. Geddes, J. T. Matthews.

Board of Arbitration—William Galbraith, J. H. G. Hagarty, J. D. Laidlaw, Thomas Flynn, R. J. Stark, R. S. Baird, R. C. Steele, John Earls, M. F. Brown, J. H. Sproule, Charles Pearson, S. Crane.

Representatives on Industrial Exhibition—James Carruthers, M. F. Brown, W. B. Hamilton.

The successful candidates for the council and the board of arbitration were elected in the order given.

CALIFORNIA RAISINS.

In marketing the last crop of California raisins. Pacific Coast packers have had much to contend with during the past four months says N. Y. Commercial Bulletin. They started out at the opening of the season last fall in the expectation that big returns would be harvested when their stocks were ready for the market, but to insure the profits they were banking on, it was thought best to clinch the situation by an ironclad agreement among themselves to support and maintain prices at a point that was sure to net the results they were looking forward to. Expectation and realization are two and entirely different subjects, as the majority have since found, though at a very heavy cost for the experience. Under the belief that the crop would be considerably smaller than that of the previous year, they started out with very full ideas upon the value of their fruit. They began shipping Eastward in heavy quantities in October, with instructions to their agents in this and other markets that the fruit must net them such and such prices, the value being set in the majority of instances considerably above the ideas of local dealers, upon whom they expected to unload. Accompanying bids of lading, came sight drafts for liberal advances upon the goods, and these were honored upon presentation here upon the assurance that everything was harmonious among the various packers, and that the agreement entered into was to hold through the season. How suddenly changes at times come about! The first shipments were hardly landed in this market before there appeared signs of an approaching storm. Some of the Coast packers, with an eye to business, thought it would be an excellent idea to take advantage of the umbrella that was raised by their brothers in the same line of trade, so they quietly passed the word to their representatives to accept orders for shipments at a cut from the generally understood value, and acting upon instructions some considerable sales were made here before the "leak was discovered." When the information did get out and the treachery exposed, there was a rush to sell, with the result of prices taking a down grade until a point was reached never before touched in the history of the trade. The quantity of stock which changed hands in this market was very heavy, considerable going to dealers in neighboring cities, but of the total turned the largest portion was quietly absorbed by a local merchant, who saw the opportunity and determined to plunge and cover his probable wants of the future. During this period of activity, which it may be said extended to all sections of the country, about three-fourths of the crop of California was marketed, or say the equivalent of a million and a half boxes. By this time the commission men in the East had sold out their consignment to get back their advances, and, in addition, had placed libe-

ral quantities of the fruit to arrive. The wisdom of the slaughter then became a subject of discussion among the packers, and it was finally decided to assume pleasant relations and again smoke the pipe of peace. This resulted in a determination to stay the flow of offerings, and to hold the remaining quantity on the Coast, then estimated at about four hundred cars, or say the equivalent of 400,000 boxes, until such times as the market should recover from their unbusiness-like methods, and rise to a point that would enable them to get some decent returns for their goods. Though this was certainly a wise course to pursue, the action came rather late for their individual interests, as they had placed capital in the shape of stock among large speculative holders who have been waiting the opportunity that is now promised. The principal holder in this market is now calmly awaiting developments. He has supplied himself with stock sufficient for many months, and is now looking to the West for results that will make his venture successful. From last accounts the stock held on the Pacific Coast had been reduced to about two hundred and fifty cars. This is certainly a small quantity, and should be cared for by the requirements of the West and Northwest during the summer months. Already we are informed that the markets at Fresno and other shipping points are showing a hardening tendency, with two crown stock in bags now held at 3c. f. o. b., and three crown 3¾c. In sympathy with the stronger accounts from the Coast this market is gradually assuming a better tone, with in instances a quarter cent advance asked and obtained for bag fruit. There is every reason to believe that bottom has been reached and that the market will continue to improve from this time on, though no greater activity is anticipated until the country crawls out from under its mantle of ice and snow, and consumers come to the fore in search of goods, which in the natural course of events should take place within the next sixty days.

TO FREEZE OUT SCOTCH SUGAR.

A Philadelphia dispatch to the Sun states that since the removal of the duty upon all grades of refined sugar up to 16 Dutch standard, a large importing trade in Scotch sugars has grown up at that port. The Scotch sugar found ready sale, and speedily attracted the attention of the Sugar Trust managers. Among the largest importers of the Scotch sugar is the George E. Bartol Sugar Company of Philadelphia. He says the Trust is trying to freeze out Scotch sugar. His Baltimore correspondent says that all the wholesale grocers there have pledged themselves to sell only the sugar of the Trust. Two hundred bags of the Scotch sugar, which were offered in Baltimore at 3½ cents, found no purchasers.—Merchant's Review.

MALT COFFEE.

The Bavarian process of making coffee from malt is thus described by an exchange:

The malt is first soaked in water at 40 degrees C., and dried in a coffee roaster until the grains assume a glossy brown appearance. It is then sprinkled with hot water and the roasting is continued until the skin of the malt is loosened. A liquid having the aroma of coffee, and prepared as described below, is then sprayed into the roaster, which is kept revolving. When the spray is discontinued, the malt is further heated until it becomes quite dry. The roaster is removed from the fire and, when the contents have cooled somewhat, a little cocoa butter, or some similar fatty matter, is introduced, and the roaster is rotated until the "malt coffee" has become covered with a very thin layer of grease. The coffee-liquid, above alluded to, is made by condensing the vapors which arise when genuine coffee is being roasted. The condensed liquid is concentrated by boiling, and neutralized with a little bicarbonate of soda. Sufficient sugar is then added to make a syrup, when the liquid is ready for being sprayed into the roaster. Instead of going to the trouble of preparing this liquid, the manufacturers sometimes use extract of coffee for spraying into the roaster. The finished product, when ground, is said to be a passable coffee substitute.

'T WAS AN ANTIQUATED FEAST.

"I have eaten apples that ripened more than 1,800 years ago, bread made from wheat grown before the children of Israel passed through the Red sea, spread with butter that was made when Elizabeth was Queen of England and washed down the repast with wine that was old when Columbus was playing barefoot with the boys of Genoa," said a gentleman of a Chicago club the other day. This remarkable "spread" was given by an antiquary named Gorbel, in the city of Brussels, in 1871. "The apples were from a jar taken from the ruins of Pompeii, that buried city to whose people we owe our knowledge of canning fruit. The wheat was taken from a chamber in one of the smaller pyramids, the butter from a stone shelf in an old well in Scotland, where it had lain in an earthenware crock in icy water, and the wine came from an old vault in the city of Corinth. There were six guests at the table, and each had a mouthful of the bread and a teaspoonful of the wine, but was permitted to help himself liberally to the butter, there being several pounds of it. The apple jar held about two-thirds of a gallon, and the fruit was as sweet and the flavor as fine as though put up yesterday."

The Government of Victoria, Australia, has found the system of granting bonuses on the export of butter so successful that it now proposes to extend it to the export of cheese

THE SUGAR TRADE OF 1892.

Throughout the whole of this year prices of sugar have followed a most uncertain and unexpected course. At its opening the values ruling were generally considered safe, and that something approaching the all but regular augmentation, which characterized its predecessor, might be continued to the trade of 1892. And everything seemed to favor this view. The production was supposed to have reached a limit, which afforded little chance for any early or important addition, while the consumption had increased and was increasing in almost every direction. In this position, says The Glasgow Herald, the future stability of the market seemed to be assured, and there was the incentive to action in the feeling that the American refiners would soon need to apply to the European markets for supplies. Under those influences, therefore, anticipatory purchases were freely made towards the close of 1891 and at the beginning of 1892. When the market opened in the early days of January the price of 88 per cent. beetroot f.o.b. Hamburg stood at 15s. per cwt.; but the Americans did not, as was anticipated, appear on the scene, and, there being only a sluggish demand from other sources, values by the end of April had dwindled down to 12s. 9d. This marked the first, as it was also the longest, period of disappointment. The tide ebbed so slowly, and with so much uncertainty, that holders retained their stocks until the depreciation had become serious, and then realizations were effected at considerable loss. After this, and chiefly in consequence of damage to the Mauritius crop by a hurricane, a slight improvement occurred, and during May and June, prices, on more than one occasion, showed a recovery of 7 1-2d. per cwt. on those obtainable towards the close of April. About the middle of July, however, this improvement, and something additional, was lost; but before the end of August the long-looked-for American buyers had appeared, and everything was fully made good by a steady advance to \$14s. At the beginning of September the price was 14s. 1 1-2d., but the appearance of cholera at the port of Hamburg now interfered with the American shipments, and in consequence prices again began to recede until the middle of October, when 13s. 3d. became the value. After this the movements were more rapid. Mr. Licht had longer than usual withheld his estimate of the crops, and, as it was to this all minds turned, his deliverance, which was given on the 22nd of that month, roused them to activity. His estimate gave a total production (beetroot and cane sugar together) of 6,250,000 tons, or 130,000 tons less than that of last year, and the first effect of this was to strengthen the market to the extent of about 6d. per cwt. This shortage Mr. Licht attributed principally to a deficiency in the Russian crop, but, as it was regarded in many quarters as being under the mark, fluctuations became the order of the day. Opinions concerning the safety of the entire estimate became as divergent as they are usually found to be with reference to all manner of forecasts; but, founded on the unsatisfactory character of the periodical tests which had been made during the development of the crop, the balance largely lay in the direction of a deficiency far beyond his limit. This was seen in the greater feeling of confidence which mani-

fested itself, and in the fact that "bear" operations almost entirely ceased. By Mr. Licht's latest statement, he estimates the beetroot crop at 3,365,000 tons and that of cane at 2,775,000 tons.

The total imports of raw sugar into the United Kingdom for the eleven months ending 30th November last have been, according to the Board of Trade returns, 740,257 tons, against 729,406 tons for the corresponding period of 1891. These imports have been made up of 379,803 tons cane sugar and 360,454 tons beetroot, against 320,962 tons of cane and 408,444 tons of beetroot last year. The excess of cane sugar over beetroot, which is observable in the importations this year, recalls a feature of the trade which has been absent since 1889. In the latter year there were 18,369 tons more cane than beetroot sugar imported; this year an excess of 19,349 tons shows, from an English point of view, a still more satisfactory state of affairs. Last year the imports of beetroot sugar over cane sugar were 87,482 tons; this year this large difference has not only been lost, but cane sugar has surpassed the other to the extent, as has been said, of 19,349 tons. For the past eleven months there has been an increase in the total imports, as against those of 1891, of 10,851 tons, and, adding the probable receipts for December as 75,000 tons, the full total of the year will bring up the quantity to about the level of 1891; 30,000 tons over 1890, and 62,000 tons under 1892. The imports of foreign refined sugar during the eleven months have been 480,391 tons, against 503,842 tons in 1891 and 444,308 tons in 1890. While, therefore, the quantity imported this year is 36,083 tons over 1890, it marks a falling off of 23,535 tons when compared with last year's imports. This decrease in these imports is, it is believed, likely to continue, and to assume greater proportions as the progressive reduction of the foreign bounties, which begins with this year, widens in extent. There is, indeed, a feeling gaining ground that, perhaps within no distant date, there may be from this and other causes, some significant surprises in relation to the values of all descriptions, but especially to those pertaining to this class of sugar. The whole question is held to be surrounded with such probabilities. Sugar refining in continental countries, even under late favorable conditions, has not been the profitable occupation it once was. Recent political changes in America are in the highest degree calculated to alter fiscal affairs there in such a way as to extend the use to the article; and, beyond all other considerations, it becomes more and more apparent that the production can already barely defend itself against the encroachments of the ever increasing natural needs of the world at large. Even in this country, where the consumption is already greatly higher than in any other, there is still room for expansion.

Raw sugar has been exported from the United Kingdom during the eleven months to the extent of 10,877 tons. The quantity exported in 1891 was 12,019 tons, and in 1890 32,220 tons. The exports of British refined for the same period have been 40,916 tons, against 33,958 tons in 1891 and 32,324 tons in 1890.

The stock of raw sugar in the United Kingdom at the beginning of this year was 110,880 tons; at its close it stands at 92,812 tons.

The business in raw sugar in the Clyde market has shown little change from that of 1891. The stock brought over

from last year was estimated at 26,906 tons, and this, added to 190,280 tons imported up to 24th of December current, makes a supply of 217,186 tons as having been available for refining purposes. Of this quantity 189,771 tons were refined in Greenock, and this shows a decrease of 11,835 tons as compared with last year's working. The imports of 190,280 tons were made up of the following, viz., 162,536 tons beetroot, 21,828 tons Java, 2,266 tons Mauritius, 1,600 tons Brazil, and 2,050 tons cane from other countries. These imports are almost the same as those of 1891. The stock of raw sugar carried forward from 1891, according to Messrs. W. Connal & Co., was, as has been stated, 26,906 tons; it was increased to 35,929 tons on 9th January. From that point it decreased, with fluctuations of a few thousand tons, and thereafter stood at 21,000 tons to 25,000 tons for many months. About September it began to wane, and was reduced to 10,580 tons on 15th October, which was the minimum point. The new crop sugars then began to arrive, and the stock rapidly increased to 27,592 tons. Messrs. Connal & Co. estimate it at the close at 27,415 tons.

The exports of Clyde sugar show little change from those of last year. The following gives a comparison of the past ten years' business:

Years	Tons.	Years	Tons.
1882 . . .	18,034	1888 . . .	12,000
1883 . . .	16,021	1889 . . .	11,500
1884 . . .	23,004	1890 . . .	11,000
1885 . . .	14,183	1891 . . .	10,500
1886 . . .	11,000	1892 . . .	11,000
1887 . . .	11,000		

The supplies of raw material have been always sufficient to meet the wants of the refineries, except in the case of those refiners who prefer working cane sugars, the available stocks of which latter have sometimes been so low that short stoppages pending fresh arrivals have been required. In order to keep up the Clyde stock of raw cane sugars the Liverpool market has been largely drawn upon for these descriptions; of course, this entails an extra expense upon our refiners in comparison with their Liverpool competitors, who have the great advantage of a good supply of cane sugars constantly in their port. It is to be hoped now that cane sugar working seems to be fairly re-established in the Clyde, that importers of that sort will send consignments to Greenock for sale. There are plenty of sugar stores standing empty, and the proprietors would be greatly the better of some goods to warehouse, and are probably now willing, in order to induce this business, to accept rents hardly more than nominal, while the portage and cartage charges are moderate.

The Clyde refineries have still to contend against importations of foreign refined sugar which goes to the consumers direct. But whether from the enhanced prices of this quality consequent on fiscal changes abroad, or from a growing dislike on the part of the public to use these sugars, induced by the poor quality of some foreign marks, which creates a prejudice against even good brands, the progress of the replacement of Clyde refined by foreign white sugars seems to be checked. There is, however, a considerable quantity of these French and German sugars melted by our refiners as a raw material for the higher grades of their production, and when thus further purified they give an excellent result, so that we may hope to see this branch of the trade go on and increase, if the prices remain moderate compared with the finer qualities of cane sugar.—Grocers' Review of Manchester.

ADVANCE IN SOAP.

If anyone has fallen into the belief that the price of soap was, because it has remained fixed for some years, unchangeable, like unto the laws of the Medes and Persians, he has found out, and suddenly, to, his mistake.

Every commodity on the market is influenced in some way by another. Just now the price of soap is being influenced by the value of hogs. As everybody knows, the price of hogs has been climbing up at a wonderfully rapid rate of late. This in turn has caused tallow to jump about 40 per cent. in price, and the end is apparently not yet.

Tallow is the base of soap, and is also largely used in the adulteration of lard, etc. Consequently, as hog fat became dearer, recourse was had to more tallow. Then, of course, the law of supply and demand began to exert its influence on the price of the latter commodity. Cotton seed oil, another article used in the manufacture of soap, has also taken a jump.

As a result of these concomittant circumstances, soap manufacturers on Tuesday advanced prices one cent a pound. The advance came as a surprise to the trade, and has since been the principle topic of discussion.

ABOLITION OF THE SUGAR DUTY.

The abolition of the duty on indirect importations of sugar, while not productive of any probable serious loss of trade to the West India merchants of our Maritime Provinces will have a tendency to divert what little was being done by transhippers from Halifax and St. John for Montreal and western points, to the American ports of New York, Boston and Portland.

The effect on our local refineries is yet to be seen, and while there is just a chance that it may be to their disadvantage in competition for Ontario business; there are several points to be regarded in its favor. As in many other staples, so in sugar may New York be regarded as the great market of the Atlantic coast of America, and it very occasionally happens that through stagnation of their market values of raw sugars depreciate to perhaps West India prices, in which case New York is the spot in which to buy.

The press of the upper provinces are advertising the claims of dissatisfaction in St. John and Halifax, which has occasioned our enquiry among those directly engaged in the West India business, and we find that 75 per cent. of the raw sugar imported during 1892 to this port, was imported by the different refineries themselves, and while they may not in future (without a sufficient rebate in freight) find it easy to compete with Montreal, they have gained the advantage of a larger market of supply. The Grocer believes in the transit of commerce in its straightest geographical line, and if the dealer of Western Canada can import sugar or molasses cheaper via New York or Boston let him do it.—Maritime Grocer.

PROPAGATION OF LOBSTERS.

The propagation of lobsters in the Government hatchery in Pictou County, N. S., has been proving a success, and promises to yield a large return for the money and care expended on it. Eggs were gathered last spring at the adjacent canneries, and much care was taken in bringing forward the fry. The hatch was to the extent of 60,000,000 of young lobsters, which have been distributed along 69 miles of rocky Nova Scotian coasts. The lobster one year old measures two inches in length, and grows about two inches every year.

ADVICE TO GROCERS.

Look out that a stock of domestic dried fruits is not on hand when hot weather sets in advises American Grocer. Have the canned goods well reduced by the time fresh vegetables and fruits are generally consumed. Avoid an overstock of farinaceous goods in summer. Look out that olive oil, sauces, pickles and other goods liable to injury from heat are not exposed to the direct rays of the sun, nor placed on high shelves subject to a high temperature. Unsalable stock is made in that way. Avoid selling goods at any figure that are so damaged as to be worthless. For instance, yeast cakes. We recall a firm who thought it smart to place a pile of stale yeast cakes on the counter, labeled at half price. They sold quickly, but there went up a hue and cry from their customers, of spoiled batches of bread which made havoc with their flour trade.

MARKETING BUTTER.

Butter should only be placed or rehandled in a cool dry cellar or room, which should solely be used for that purpose says Produce Trade Reporter. Never should it come in contact with any foreign orders of any kind or be exposed to the air any longer than is absolutely necessary to prepare it for shipment. In packing butter always use new tubs or firkins. Scald the package out with hot water and replace the hot with cold water and let it stand for fifteen or twenty minutes then pour it out and rub the sides and bottom of the package with fine salt. Never allow the hands to come in contact with the butter, as their natural warmth and heat is very injurious.

Place the butter in the package with paddles and press it down firmly as you pack. Always fill the package well and fully; then level off the butter a little below the top of the package, place a clean muslin cloth over. Fasten the lid on tight with three or four pieces of strap iron, one end being tacked on top of the lid and the other end on the side of the package. Then mark the gross weight and tare on the package. Keep in a cool place and ship as soon as possible, for age never improves butter.—Chicago Produce Trade Reporter.

CINNAMON.

The cultivation of cinnamon is something like that of a willow copse, straight young shoots springing up round the stump of the plant previously cut says a contemporary. These shoots in their turn are cut every second year—that is to say, when they are about five feet high and two inches in circumference. A good many of these are sold as walking sticks, and find a ready market on board the steamers among the passengers, who think there must be a special charm in a cinnamon stick, though in truth it is hard to distinguish it from our native hazel.

But, of course, the real thing to be secured is the highly aromatic inner bark. First of all, the leaves are stripped off, and then the bark is split from end to end with a sharp knife, which has a curved point; with this, aided by the fingers, the bark is carefully removed in long pieces. These are heaped up and left to sodden, so as to facilitate the next process—that of scraping off the outer rind.

In order to do this, each piece of the bark is placed on a round piece of wood and carefully scraped with the knife, the almost nude brown workers sitting on the ground and using their toes as an extra hand to steady the end of the stick.

The bark is then left to dry in the sun, when it rolls itself up into tight quills. These are neatly sorted and packed, three or four inside of one another, and are made up into bales covered with cloth and are then ready for export.

Cinnamon is so extraordinarily sensitive that great care has to be taken with regard to its surroundings on board ship, as a bale of very fine cinnamon will lose much of its delicate aroma if packed among bales of coarser bark. Various expedients have been tried to remedy this. The Portuguese and Dutch isolated the bales by packing them in cocoanut fibre, or in cattle hides, but it is found that the only real safeguard is to pack bags of pepper between the bales.

DRAWING CHAMPAGNE FROM SIPHONS.

Champagne is now put up in siphons the same as soda water. Previous to a late invention this was regarded as impossible, because the acids in the wine in some way acted deleteriously upon the metal in the siphon head; but it is now an accomplished fact, and for the sick room it is an invaluable invention. No one who has had much to do with nursing will doubt this for a moment. Champagne is frequently ordered in cases of great exhaustion; but as it is impossible, however great precautions are taken to keep it from getting flat at once, there is nothing to be done but to throw it away after a dose, or perhaps a couple, have been taken from it. Now, by the siphon system, the virtue is retained in the wine till the last glass.—London Figaro.

FISH

We carry a large assortment of Fish. It will pay you to see our travellers before buying, if you cannot wait write to us direct. Following are some lines to hand:

Bbls, Labrador Herrings.
 " Cape Breton Herrings.
 " Newfoundland Herrings.
 " Gibbed Herrings.
 Half bbls. Gibbed Herrings.
 " No. 1, Split Herrings.
 " Sea Salmon.
 " Sea Trout.
 " No. 2 Fat Mackerel.
 " No. 3 Mackerel.

Cases, Boned and Skinned Cod.
 Boxes, Nova Scotia Turkey.
 " Munn's Codfish.
 " Quail on Toast.
 " Imperial Fish.
 " Bloaters.
 " Smoked Herrings.
 Kitts, No. 2 Mackerel.
 " No. 3 Mackerel.

Our stock of "Canned Fish" is large and contains everything required by the Grocer. Send us your orders.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS **Hamilton**

WANTED DRIED APPLES.

Every Grocer Requires One—(PATENTED)

Counter Tea-Mixer



The handiest article ever placed on a counter.
 Made of brass throughout; will last a lifetime.
 A great time-saver; a perfect mixing machine.
 Every merchant thoroughly delighted with it.
 A Grocer using it a few days feels lost without it.

The price of this Mixer is so low and its utility so great no grocer should hesitate to order at once. It is only a question of time before the old style of mixing tea by hand is a thing of the past.

Sent by express to any address on receipt of \$1.50. Nickel-plated 50 cents extra.

Worth ten times its cost to any grocer.

For further information drop us a card for descriptive circular.

W. H. Gillard & Co.

WHOLESALE GROCERS: HAMILTON

RAM LALS TEA Holds the Fort

Sold Only by the - -
 Retail Grocery Trade



Always same blend.

Never gets dusty on the Shelves.
 (Sells too quickly)

One sale always leads to a repeat.

JAMES TURNER & CO.,

WHOLESALE AGENTS, HAMILTON.

"MONSOON"

PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,
 IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The retail grocers of Brooklyn are moving to secure free berry boxes and crates.

A movement is on foot in Pittsburg to form a national organization of shippers of goods.

The eleventh annual banquet of the Lowell Retail Grocers' Association was a big success. Fully 125 grocers were present.

The total capacity of the elevators on the C. P. R. is 10,000,000 bushels. The flour mill capacity is 8,270 barrels per day.

When Irish mackerel, unculled stock, bring as high as \$17 per barrel, trade may be said to be good remarks the Commercial Enquirer.

The tea crop in the Assam valley of China is the smallest on record. Compared with last year's it shows a decrease of three million pounds.

If you are troubled with dyspepsia, you will be glad to know that Burnham's Clam Bouillon will soothe the stomach and cure you if you diet on it.

Irish mackerel of very fine quality realized \$18 in the New York market, and \$17 was paid for goods that were offered at \$1 less a week or ten days ago.

The first canned tomatoes are said to have been introduced in 1848. The man who had the honor of doing it was the late Harrison W. Crashy and his first stock sold at 50 cents a can.

The retail grocers of Canton, have decided to petition the general assembly to provide for a State inspector whose duty it shall be to examine all goods before they reach the retail dealer.

A San Francisco paper says the markets of the East are well cleaned up of California fruits, and that the carry-over on the coast now going forward will not disturb trade to any great extent.

Its yearly report shows the Philadelphia Retail Grocers' Association to be worth over \$14,000 clear of all indebtedness. The Toronto Retail Grocers' Association is not as wealthy as that but it is good and prosperous.

Typesetters have their types so arranged in the case that the letters which are most used will be nearest at hand. For instance "a" is nearest of all, not because it is the first letter of the alphabet, but because it is often in request. Thus muscular action and time are economized. So it should be in a

store. Walking and climbing should be economized. Goods most frequently in demand should be where they can be got at with the least labor.—Commercial Enquirer.

The chief pork packers of New York and the surrounding cities agree that the chief causes of the rise in pork have been the high market value of corn and the apathy of the farmers. The distaste of the latter to raising hogs under the apprehension of impending monetary loss has brought about the restricted supply of pork and, as a natural consequence, its increased value.

Onions are going up so fast in price that by next spring the man who blows the effluvia of the piquant onion over you while addressing you must be regarded as the owner of a fat pocketbook and a high liver.—Chicago Produce Exchange Reporter.

All reports from New England fish trade centres reflect very firm markets there for barreled herring and mackerel. New York and other distributive markets are correspondingly strong, but New York appears to have the cheapest goods.

Representatives of about half the manufacturers of hominy and cornmeal met in Terre Haute, Ind., the other day ostensibly to discuss the trade outlook, but in reality to try and form an organization to control prices. Like previous similar attempts, it is said to have failed in its object.

Charles S. Sinclair, the bookkeeper for the Armour Packing Co., who disappeared from Chicago Nov. 17, has been captured and brought back. He was a defaulter to the extent of \$19,000. Of this sum he took when he decamped \$7,200, and when he returned to Chicago he turned over \$5,300 to the police.

About 1,000 barrels Norway and Irish mackerel (Irish chiefly) were in the cellar of the warehouse of Rowland, Storey & Co., of New York, recently destroyed by fire. The goods were owned chiefly by two New York grocery jobbers and a Philadelphia firm. There were also about 200 barrels of Scotch herring in the cellar.

Tobacco cutting has already commenced at San Juan by Martinez in the Vuelta Abajo, Cuba, in which district it is anticipated that the production of the earlier cut fall about 50 per cent. below the general average on account of the persistent drought that has prevailed during the latter part of the past year, whereas the yield of the plant sown last will be fair.

The California "Fruit Grower," January 21st, says: The heavy rains thus far have wet the ground very thoroughly, and present indications point to a very large crop of fruit. Cherry trees give promise of a very abundant crop. If climatic changes do not interfere, fruit of all kinds will be very plentiful in California this season.

A recent report from Chicago says there are indications of a deal in butter similar to the recent one in eggs. As in the latter pro-

duct, the reserve supplies of butter have been eaten up, the production is down to a very low point and the demand is very good. Butterine men, under existing circumstances, are in a position where they are compelled to help the deal along—at least up to a certain point.

Lump spruce gum, as it comes from the trees, is worth all the way from 15 cents to \$1 a pound, a very fair article selling at 40 cents a pound wholesale. Ten cents an ounce is the common retail price for good gum. Lots of "patent" spruce gum, as it is called, is made in Bangor, and more in Portland. It is a pretty good thing to chew, if you must chew and have nothing better to do. It is packed in boxes, 100 lumps in a box, and retails at a cent a lump.—Lewiston Journal.

Sugar furnished the sensation of yesterday's market, says Friday's N. Y. Journal of Commerce. The certificates of the Sugar Trust have been freely traded in of past days and bear traders have been assiduously at work trying to depress the stock. They came to grief yesterday when they were cornered by the bull pool, who marked the price up on them several points. The crowd around the post where Sugar certificates are dealt in was the largest that has been seen for many a day, and the scenes at the opening of the market were exciting. Bids varying three points in value were made at one and the same time.

The possibility of refining sugar by means of electricity is still entertained, and a trade journal ("Sugar Cane") has the following upon the subject: "As an instance of the partial employment of electricity in sugar making, may be quoted the fact that in the Hoym factory in Anhalt there has been at work since the middle of November a process for purifying the diffusion juices by means of electricity. The proprietor, Herr Behm, is credited with the statement that the cost of setting up was already covered at the end of five or six days' working. The advantages are said to be: The small quantity of lime required: successful filtration of the scums, even where the beets were in very



"CAIRN'S"

HOME-MADE
MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

Currants

Bbls., Fine Filiatras
Hf. Bbls., Fine Filitrass
Cases, "Atlas" Patras
Hf. Cases, Vostizza

H. P. ECKARDT & CO. - - Wholesale Grocers - - **Toronto**

FOOD FOR BABIES



STERILIZED.

Doctors recommend it for the sick at it is

**Easily
Digested
A PERFECT FOOD**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc.,
Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

"SYRUPS"



Will be wanted owing to the high price of provisions, we have a splendid assortment. Prices are right, send for samples and quotations.

CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGAN, WHITE & CO. - - - - **Montreal**

bad condition: easy boiling and evaporation: a dry masse cuite: a polarization always above 98 degrees, with a yield of 71 per cent or more of the weight of masse cuite. The sugar tests very high, because of the relatively small quantity of ash, varying between 36 and 0.40. The crystallization of the lower products was rapid, and high yields were obtained in all sugars. It is thought that the saline contents may be still further reduced by at least 0.10.

The stock of Miller & Co., furriers, etc., of this city, is to be sold Feb. 7.

Among the latest assignments are Mrs. A. McEachern, liquors, of Mount Forest, and Joseph Cote, hats and furs, Ottawa.

The Humbert has arrived at Boston with 9,000 boxes Palermo oranges, 10,000 do lemons, 2,000 do. and 300 half do. Messina oranges, and 4,000 boxes do. lemons.

A London report of January 21st says: "Lobsters are still extremely scarce, and only stray parcels are occasionally met with, for which stiff rates are required; tall tins at 28 to 30s. and flats at 36 to 42s. per case for common to good quality. The market for salmon appears rather inactive, but holders are firm, and the sales effected have been at quite former quotations—Alaska at 21s. 6d. to 22s. 6d., with Skeena and Naas River fish at 23s. 6d. to 24s."

Thos. G. Cranwell & Co., Baltimore, report as follows under date of Baltimore, Jan. 28th: "This has been a week which will be long remembered on account of the activity in future corn and tomatoes. We have brought heavily, heavier in fact than we have ever done before at this season of the year. The demand for future corn and tomatoes has been from every section. Today the market is 80c. for corn and 85 cents per dozen for tomatoes, cash less 1½ per cent. f. o. b. We can buy a few 2-pound standard future tomatoes at 63½c. cash f.

o. b. and occasionally we are able to find a carload of 3-lb standard tomatoes for future delivery at 82½c. per dozen net cash f. o. b. but they are very scarce at this price."

Even at the source of supply the extreme cost of coffee leads to the use of adulteration and substitutes, as witness the following from the Rio "News": An interesting result has been discovered of the high prices of coffee ruling in Brazil: the police have "raided" some have a dozen establishments professing to sell ground coffee, and found no coffee on the premises, the stock in trade consisting of Indian corn and carnauba beans.

At a recent meeting of the Chicago Retail Grocers' Association a grocer said that kits of mackerel were often ten pounds short; another stated that he found a barrel of flour fifty pounds short, and other instances of the same kind were mentioned. A general sentiment is expressed that retailers should weigh all the goods bought from jobbers, "as it seemed to have merged into a custom among wholesalers that they should make up the cost of repacking goods by a shortage in weight."

The retail grocers of St. Louis, Mo., are making a determined effort to have the state garnishment laws changed in such a way as to give the retailer better facilities for collecting his bills than he has hitherto enjoyed. As the law now stands the grocers claim that the retailer is practically at the mercy of any debtor who is not honest enough to pay. His wages for one month are exempted; also, personal property to the amount of \$300 and a homestead to \$3,000 in the city and \$1,500 in the country. This, they think, gives the debtor too many loop holes to avoid the payment of his debts. A committee from the local association has been working among the state assemblymen recently and they have expressed confidence in the measure eventually being passed.

The retail grocers of Minneapolis are discussing the question of baking powders. At a recent meeting of the association there was quite a breezy discussion. It was sprung by one of the members, who stated that an effort was being made to push the sale of a certain baking powder. It was stated that the price paid by retailers is greatly in excess of that paid by the government for the same goods, and that while the profit is only five cents per can, it is nine cents on the other brands. It transpired that a concentrated effort had been made to boom this baking powder at the expense of others, and the general sentiment was in favor of discouraging its sale. The dispute was waxing hot, when a motion to adjourn was made and carried.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

TRADE PROSPECTS GOOD.

"The prospects for trade are pretty good, I think," said a Front street man to THE GROCER Tuesday. "There is hardly a thing in the grocery line that is not firmer than at this time last year. Teas are much stronger and sugars are firmer. In fact all articles except peas, corn, and tomatoes, although even peas and corn are looking better now, stocks being lighter than people anticipated are occupying a much firmer position. By the bye, we have had some enquiry from Chicago for canned goods. They have got to buy peas, corn and tomatoes over there before long," he concluded, as he rushed away with an order sheet in his hand.

QUICK SELLING GOODS.

Goods that are in brisk demand pay the best profit. Such as accumulate dust may be marked at a heavy advance on cost, but they are not profit gatherers. Large sales, quick returns, ample profits follow the sale of goods that move briskly. There is an art in making goods which ordinarily move slowly go out freely. Some articles sell themselves, but most lines need pushing. Fancy groceries are as fond of public admiration as a vain person. Why then place them out of sight of rear shelves or unobtrusive places? Keep them where people are forced to see them.—American Grocer.

HOW TO KEEP EGGS.

To keep eggs we know of no more simple and efficient way than the one we have always practiced, and which was successfully practiced by our fathers for the past thirty or forty years. This is by taking none but perfectly fresh and sound eggs and setting them in layers on the top or small end, in a box or basket or anything that will hold eggs. We do not put anything between them, nor do we put them up "air-tight," but we always keep them in a cellar. Eggs that have been put away in this position, were after being kept six months, as good and fresh as the day they were laid, and we have never found one that was spoiled or stale among them, when thus served. We feel confident that they would keep good and fresh for one year.—Lancaster (Ind.) Farmer.

CRANBERRIES FOR EUROPE.

The South Jersey cranberry growers especially those of Camden County are agitating a proposition to send cranberries to Europe. The plan is to contribute from 1 to 3 per cent. of the crop of 1893, which will be donated to the Cranberry Growers' Association and be sold at auction in the same manner as apples and other fruits. The idea is to introduce the berries into foreign markets. The agreement has been signed by many prominent growers.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.

Batger & Co's

LONDON, ENG.

"NONPAREIL"**TABLE ..
JELLIES**Retain all the . . .
nutritive qualities
of Bottled Jellies

NOTE THE DIFFERENT FLAVORS :

Lemon, Orange, Pineapple, Raspberry, Strawberry, Noyeau, Cherry, Punch.

Half Pints, Pints, Quarts

EBY, BLAIN & Co. WHOLESALE GROCERS **T**oronto, Ont.**Gentlemen**

We are well . . .
pleased with our
January trade to
date, and are in a
position with as .
fine goods as we
ever handled in .
past to fill all . .
orders

Your Friends

THE SNOW DRIFT Co.**BENEFIT OF A TRADE JOURNAL.**

In nearly every instance, the merchant who finds himself able to cut prices and undersell his competitors, is the merchant who takes a trade journal, reads it closely, and thus keeps informed relative to the markets, latest methods of doing business, &c. He knows when, where and how to buy. Such merchants attract patronage and gain fortunes. The others howl over his superior methods and abilities, decry his cut prices, and eventually go to the wall.—Denver Com'l Tribune.

YOUR COFFEE TRADE.

This is the opportune time to stimulate the demand for fine coffee. There is scarcely a gathering of any moment where coffee is not served. Where guests are entertained, if at no other time, people are particular to have fine coffee. Opinions may vary as to which is the most enjoyable flavor, that of a strong or a mild coffee, but there is no difference of opinion about coffee having good body and flavor, being preferable to one of thin or woody flavor and light body.

It is difficult to get high grade goods without paying a good price; hence the dealers who are bound to have a first-class coffee trade give attention to quality rather than price. Their standard of grade is high, and that must be retained regardless of cost. Such dealers insist on having fresh roasted coffee, and urge customers to have it ground fresh and made fresh. They furnish their trade with recipes for making a perfect cup of coffee, including cafe noir, black coffee, creole coffee, the Turkish method, the Vienna style, and how to utilize coffee in other ways.

They see to it that customers are supplied with coffee of uniform grade and therefore insist that clerks shall keep in mind the sort each customer uses. This is not an easy matter, but it can be done by giving it thought and attention, even if it involves keeping a record. It is surprising, in our large city stores, to note how familiar the floor waiters and heads of departments and the clerks are with the names and habits of customers, and how well they remember the character of

goods purchased. If this is done in mammoth concerns it can be done in the little stores.

It is one of the receipts of building up a lucrative business and one which is all important in establishing a reputation for keeping fine coffee. One who keeps fine tea, fine coffee, good flour, and the best butter can command patronage against all competitors. A customer suited with those articles is sure to commend and advertise his source of supply.

One of the city retailers issues the following points:

In serving, have the cups and cream warm and pour the cream in the cup before pouring in the coffee.

One tablespoonful of coffee to each cup is the proper allowance. The tablespoonful may be scant, even or heaped, according to the strength desired.

For making coffee by the French or precolating method, the coffee should always be ground very fine or pulverized; otherwise the full strength will not be secured.

For making coffee by boiling, the coffee should always be ground coarse or granulated; otherwise the coffee will be muddy.

We have special mills for pulverizing and granulating, and grind the coffee fresh for each order.

The finest coffees cannot be sold at retail and return the seller a just margin below 30 to 40c. per pound, as to kind. We find prices changing from 25 to 40 cents. Some prominent retailers sell Padang Java, of fine grade, at 37 to 38c. others get 40c.; for Maracaibo, 30 to 35. The seller of fine coffee should have a good margin, for those who demand the best, as a rule, are willing to pay the price of the finest.—Amercan Grocer.



- 4 -

Famous Smoking Brands.

Sterling - - 7s

St. Lawrence - 7s

"Something Good" 6s

Magnolia - - 3s

Every one a seller.

Guaranteed satisfactory.

Send for sample caddie.

Empire
Tobacco
Co.

Montreal

DRY GOODS.

(From the Dry Goods Review.)

The past week has seen a continuation of a good demand for all spring lines. Few buyers have visited the market, but orders from travellers in nearly all cases surpass those for the same season of last year. The weeding out that took place during 1891 and 1892 has left the trade with only the strong men in it, and consequently there are few failures, very few bad debts, and a general healthy state of trade. This has at last brought about a strong confidence in the minds of all concerned, and, while orders are not enormous, yet they are being placed readily and cheerfully without hesitation or misgiving. Wholesalers also seem to have no fear of the future, and are buying readily and selling readily.

On Tuesday one house sold several bills of winter underwear. This shows that considerable sorting up is being done in heavy goods, on account of the continuation of cold weather. It is quite unusual for this season of the year, and its effect is visible in two ways. First, the stock of the wholesaler is very meagre, and he is placing extra heavy orders for next season's woollen goods. Second, the heavy orders received by the knitting mills has caused some of them to hold off for higher prices. Prices are very stiff at present. This will be beneficial, no doubt, because during the past three years there has been a gradual fall in the price at the mills; thus narrowing the manufacturers' profits. It is reported that Ward's and Algie's mills at Alton have already sold their whole production for the coming season. This is an indication of a scarcity in woollen goods next fall.

NOTES

The Canadian manufacturers of yarns and fingerings are on the market this week. Among these were Patton, of Sherbrooke; Forbes, of Hespeler, and Randel, of Meaford.

Mr. Southgate, who has been with Samson, Kennedy & Co. for a number of years, now has charge of the staple department in Wyld, Grassett & Darling's warehouse.

In their quilt department, Gordon, Mackay & Co. report good business. They carry a generous stock, and can always fill orders quickly. Their satin quilt at \$1 for 9-4, raising 25 cents per size up to 12-4, is their great seller.

W. R. Brock & Co. report a very strong demand for their Bradford tweed effects in dress goods; so strong are these goods in public favor that their stock is well lowered already, although the season cannot be said to be opened up yet. Delaines and crepons are also in good demand, but while these three lines are going especially well, it must be said that all lines are in good demand.

Gordon, Mackay & Co. are showing what is a marvel of value in an unlaundried shirt at \$4.50, in all sizes 14 to 17 inch. This shirt is made of a good cotton, with linen fronts, continuous facings, and heavily reinforced. Their supply will meet even an extraordinary demand.

Alexander & Anderson are receiving their shipments of spring dress goods, both in plains and fancies. Some of the fancies are particularly striking, and are in strong demand at present. In plain goods, whipcords seem to be the most popular material for spring dresses; and in fancies, shot effects, silk mixtures, etc., are also popular. They are showing particularly striking lines in prints, printed

French delaines, sateens, cretons, and a very cheap line of art muslins in the newest and most stylish patterns.

Wyld, Grassett & Darling have passed into stock a large shipment of silk and taffeta silk gloves, including an imitation of Suede Lisle, which can be retailed for 25 cents a pair. This line is a leader for spring as the glove is done up like a kid glove, and has a heavy kid feel. All these are shown also in gauntlets. In frillings a new shipment is to hand, in which the ostrich frilling still predominates. This is the third time this season that their stock has been replenished in these goods. In their neckwear department the sales have made this season much ahead of previous seasons, and, notwithstanding the extra heavy purchases, it is probable that the stock will not be sufficient for the full demand. A repeat order of 1,000 dozen of spring underwear has just been placed. Their lines of brown balbriggan, natural balbriggan, and natural wool are the leading lines for this trade.

Gordon, Mackay & Co. have a range of dress goods which they claim have never been surpassed—their shot and changeable effects disclosing the finest possible treatment of color. It is thought the supply of novelties is limited, and merchants should make their selections while the supply is comparatively unbroken. Their No. 1 special silk warp Henrietta at 75 cents is in ever increasing demand.

John Macdonald & Co. report among the new makes of corsets, the following: World's Fair, Queen City, National Policy and French Wave. Their Thompson's Glove-Fitting are still in strong demand. Among the new arrivals this week is a large shipment of creton fringes, purses, hair, cloth and tooth brushes, regatta negligee and white shirts. Two cases of neckwear are to hand, and more are expected shortly. These are repeats of the best selling patterns. A shipment of colored surahs, in cream, navy and cardinal and other leading shades, has been opened up. These goods are in strong demand at present for blouses and also for trimmings. Further shipments of ribbons are to hand; in baby ribbons a full range of colors is in stock again, and in all silk ribbons widths 5, 9, and 16 are again replaced. Laces are being opened up; black, white and creams are shown in great variety, and among them is the new Irish Pointe, which is in such favor with the feminine part of the public.

SOMETHING ABOUT FIGS.

The unpacking, sorting, repacking and forwarding to all parts of the world of dried figs occupies more than half of the laboring population of Smyrna during five or six months of the year. Consequently the arrival of the first consignment of the fruit from the orchards is a great popular event, called "The Feast of the Figs." This year the harvest was magnificent and a joyous manifestation took place at the railway station when the first train arrived, with its cars wreathed with garlands and its locomotive covered with flags. The barrels were quickly unloaded and placed on camels decorated with ribbons and flowers, and the procession started for the emporium, followed by a great crowd dancing to the sounds of music, and the evening was given up to concerts, balls and rejoicings.—Garden and Forest.

John Jamieson & Co's LOCHFYE HERRINGS

56-60 E. Howard Street, GLASGOW.

Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY . . .
BUTTER**

**OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS . . .
PRODUCE CO.**
WINNIPEG—MANITOBA

**W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT**

AND

**GENERAL PURCHASING AGENT,
WINNIPEG.**

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tullymet Distillery, Perth, N. B.
PERINET FILS, Reims.

Warehouses on C. P. R. Track.

EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

EPPS'S COCOA

1/4 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,

Commission and

Manufacturers' Agent,

WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs scarce and in demand at 25c. for fresh,
and limed 17c.; Butter at 18 to 22c. for good to
choice; Dried Apples in demand at 5 to 5 1/2c.;
Green Apples dull at 1.00 to \$2.00; Potatoes \$1.00;
Beans 1.20 to \$1.40; Poultry is still in good
demand, Chickens 50 to 75c.; Ducks 50 to \$1.00;
Geese 10 to 11c.; Turkeys 13 to 15c.

Consignments of above
Solicited

J. F. Young & Co.

Produce Commissions,

A Full Line of Good 74 FRONT ST., EAST
Jam for Sale. . . . TORONTO . .

PARK, BLACKWELL & CO.

(Limited.)

—SUCCESSORS TO—

JAS. PARK & SON.

TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES:

Oysters, Oyster Carriers,
Smoked, Salt and Fresh
Fish. Consignments and
Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Feb. 2, 1893.
GROCERIES.

Trade has not developed any marked activity during the week, although in some respects there is a slight improvement. The feature has been the sharp advance in soap, manufacturers having on Tuesday put prices up 1c. Spices continue to gather strength and advances are announced in some brands of canned beef. Sugars continue quiet, with refiners holding prices firm. More inquiry is reported for teas, and the market has a firmer tone. In coffees business is fair and the market outside is much stronger. If anything, there is a slight improvement in dried fruits. Currants are very scarce on spot, but supplies are expected to reach here in the course of the next few days. Payments continue fairly good.

COFFEE.

The local market has not changed materially since last week, except probably in the direction of a firmer tone in sympathy with conditions prevailing outside. In New York Rios have touched the highest point in some years, and it is held that it would cost from $\frac{1}{2}$ c. to 1c. a pound more than present prices to lay down good coffees on this market. On Monday last New York futures advanced 25 points.

DRIED FRUIT.

Demand for dried fruits continues fair, and from this out an improvement is expected consequent upon the gradual and natural falling off in the supply of green fruits. Valencia raisins are a little better outside, but the movement here is still confined to a few boxes here and there. On the spot stocks of currants are in small compass but they will be replenished in a few days, by supplies now nearly due; the demand has been very good notwithstanding the poorness of the quality. Prunes are scarce and dearer both on spot and for importation. Dates are moving fairly well at an advance of $\frac{1}{4}$ c.

RICE AND SPICES.

Being somewhat out of the season there is but a limited demand for rice at unchanged prices.

Ginger is dearer with a strong tendency towards still higher prices; stocks are low in London. Cloves and pepper are advancing

SUGAR.

There is little that is new to report. Demand is fair and refiners profess to be quite independent, and will sell nothing except at their own figures. Raws evince a tendency to advance.

SYRUPS AND MOLASSES.

Both articles are in fair demand at unchanged prices. No special feature has developed.

TEAS.

Tea continues the most active commodity in the trade. Prices are stronger, stocks now held are good property, and those who have but a limited quantity on hand are hustling to replenish. Medium and low grade Japan teas are firmer, those below 17c. being all higher. Large unbroken lots are difficult to find. China low-priced teas have advanced $\frac{1}{4}$ c. to 1c. a pound. Poor value is being shown in low-priced Ceylons, but they are being sold at less than they can be laid down here to-day. Congou and second Young Hysons are firmer.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Cod fish in cases are 50c. dearer.

Sloan & Crowther have just received a shipment of fine medium Pecco Congou.

The price list of the British America Starch Co., limited, shows a reduction all round of from 1c. to $1\frac{1}{2}$ c

Perkins, Ince & Co. have been advised, by their Jamaica agents, of a small direct shipment of choice coffee.

Eby, Blain & Co. report an increasing demand for Orient package tea, due to the excellent quality of the article.

W. H. Gillard & Co., of Hamilton, are offering Gibbed and No 1 Labrador herrings in barrels and halves at greatly reduced prices.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

There have been several enquiries from the other side for onions, but with a 50c. duty staring them in the face the Americans have so far been unable to come to any terms with the local men.

Attention is directed to the advertisement re Counter Tea Mixer. Every first-class grocer should have one. A large number are being sold. This is an indispensable adjunct to the retail trade.

Davidson & Hay report large sales of Kurma teas and of Millar's Royal Paragon cheese. They show a choice line of Elme figs in boxes at $18\frac{1}{2}$ c per pound net; also fresh arrivals of New Orleans molasses in barrels and half barrels.

"I don't believe there are one hundred packages of currants in Toronto to-day," said a leading wholesaler. "We have been in bad shape lately. And the samples I have seen on the street—why I have never seen anything like it," was his disdainful conclusion.

The trade are quickly finding out that in pushing Ram Lals Package Teas they have no underhand competition to work against,

as the wholesale agents, James Turner & Co. refuse to sell only to those who are retail grocers, they have started out on this line and stuck to it.

BUTTER AND CHEESE.

Stocks of butter are still limited. The demand is good and prices higher. Large rolls of good quality sell readily at 17 to 20c., tubs 18 to 20c. and choice dairy tub is quoted at 19 to 20c. with very little to be had.

Cheese is in light demand for local consumption, and there is a little jobbing of fall make at $11\frac{1}{2}$ to 12c., there is no summer make on this market. The export position continues strong.

COUNTRY PRODUCE.

BEANS—Very little doing; the first-class article is offering out of store at \$1.40, while for anything below this standard there is no demand.

DRIED APPLES—In fair demand, with dealers paying $4\frac{3}{4}$ to 5c. and selling at $5\frac{1}{4}$ to $5\frac{3}{4}$ c.

EVAPORATED APPLES—Stocks are about exhausted. There is a demand for large lots for export, but none seem to be offering. There is not much doing in the way of jobbing; new stock is quoted at 8 to $8\frac{1}{2}$ c. and old nominally 6c.

EGGS—Stocks are still very light, with demand fair. Strictly fresh stock is quoted at 25c. a dozen, storage at 23 to 24c., and pickled at 19 to 20c.

HONEY—Inactive, with buckwheat quoted at 5c. and clover at 8c. A good deal is being held here.

DRESSED POULTRY—Trade is seasonably quiet. Some choice turkeys sold during the week at $13\frac{1}{2}$ to 14c.; chickens, fresh killed, would bring 75c. a pair, but the ruling quotation for ordinary stock is unchanged at 40 to 60c.; ducks are 55 to 85c. a pair, turkeys are $12\frac{1}{2}$ to 14c. per lb., geese 9 to $9\frac{1}{2}$ c. per lb.

POTATOES—Not much offering, stocks light and demand moderate. Prices are unchanged at 80c. on track and at 90c. out of store.

ONIONS—Not much doing and stocks are ample; prices range from \$1 a bag to \$2.25 to \$2.50 a barrel.

HOPS—Movement is not large in the absence of any speculative demand. Prices are 17 to 20c. for 92's and 14 to 15c. for yearlings.

HOGS AND PROVISIONS.

There appears to be a little better feeling regarding dressed hogs. Offerings are fair but the views of holders outside are somewhat in advance of those of the local men; \$8.50 to \$8.60 are the ruling figures.

BACON—Long clear $10\frac{1}{2}$ to 11c. Smoked backs are $12\frac{1}{2}$ to 13c., bellies $13\frac{1}{2}$ c., rolls 10c.

HAMS—Are 13c.

LARD—Pure Canadian is $11\frac{1}{2}$ c. in tubs, and 12 to $12\frac{1}{2}$ c. in pails. Compound is $9\frac{1}{2}$ to 10 to $10\frac{1}{2}$ c.

BARREL PORK—U. S. heavy mess is \$20 to \$21. Canadian short cut is \$21.50 to \$22.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to $8\frac{1}{2}$ c., veal $6\frac{1}{2}$ to 8c., mutton $6\frac{1}{2}$ to 7c., lamb 7c. to $8\frac{1}{2}$ c.

FISH AND OYSTERS.

Fish quiet and unchanged at steady prices. The dearth in the oyster market continues and a further advance of 50c. is announced.



NO TRAVELLERS —ON— —THE— —ROAD—

If your wholesale house does not keep "KENT" Pickles in stock, order DIRECT from us. You cannot afford in your own interests to sell poor goods, or goods that your customers may not like. "KENT" Pickles always please. Try them.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that UNSCRUPULOUS packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "BOULTER" across the face of each label in a distinctive color. Look out for the word "BOULTER" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.

L. H. DOBBIN, - MONTREAL.

FRESH FISH - -

: : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL SMELTS,
FLOUNDERS, Etc.

Orders
Promptly
Filled.

D. W. PORT & CO.,
Wholesale Fish Agents,

Esplanade, - - TORONTO.

It always pays to BUY THE BEST

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

Lakeport Preserving Co.,
Lakeport, Ont.
Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
**BEAVER BRAND
PICKLES**
INCREASED
79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTLE & CO.,
Vinegar Manufacturers,
TORONTO.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
His boys eat them.
Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.



BUYERS

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : Delhi, Ont., and Niagara on the Lake.

MARKETS—Continued

Prices of all descriptions remain as they were, that is as follows: 7c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B. C. salmon, 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for flounders, 6½c. for skinned and boned codfish, \$6, for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, oysters scarce at \$2.25.

GREEN FRUIT.

The green fruit market shows a slight improvement, there having been a little more enquiry regarding prices. But in actual trade the market is still devoid of life. Oranges are in little better demand and this may be expected to improve as the weather becomes milder. The market is still bare of bananas and will be until the keen weather modifies. There is a little speculative movement in apples and the Americans have been making some enquiries but without apparently leading to any results. Valencias oranges are \$4 to \$4.50 per box, Jamaicas \$2.75 per box, Floridas \$2.75 to \$3.25 per box, Mandarines and Tangerines \$3.25 to \$3.75 per box, Palermos \$2.50 per box, bananas \$1.75 to \$2, pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket, apples \$1.50 to \$2.50 per barrel.

SEEDS.

The excitement in the American market has been affecting the Canadian red clover

CANNED GOODS.

TORONTO.

The demand for canned goods has improved a little during the week, and there is now on the whole a fairly brisk movement. This applies particularly to peas, corn and tomatoes. There are still some complaints, however, to the effect that the output so far has not been up to expectations. Salmon is only in limited demand, but prices are firm, with prospects of an advancing market. The advance in tomatoes on the other side has a tendency to stiffen values here, and dealers state that if prices over there go much higher they will be able to ship there at a profit; \$1.10 is said to be the ruling price in the United States. Stock of canned fruits is light. The demand is increasing and the market is expected to get into better shape than it has been for some time. Lobster is firm and in fairly good demand. Some packers claim that they have already sold all they can pack during the coming season. The sales are principally on British and Australian account.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

market to a considerable extent, and in some sections, particularly in the west, prices have been carried far beyond their legitimate value; for good to choice dealers are paying \$8 to \$8.50 a bushel. Alsike is quoted all the way from \$5 to \$6.50 a bushel. There is not much timothy offering and from \$1.50 to \$2 a bushel is being paid; for extra to choice a little more is being paid.

HIDES, SKINS, WOOL, TALLOW.

WOOL—Trade good; prices strong, with upward tendency in some lines. Market is pretty well cleared out of fleece; 18 to 19c. would now be paid for strictly merchantable fleece wool. Pulled wools unchanged at 22 to 23c. for super, 26 to 27c. for extra.

SKINS—Sheepskins continues scarce at \$1.10 to \$1.25. Calfskins are unchanged at 5 to 7c.

HIDES—No. 1 green cows' are 4½c. Cured are 5¼c.

TALLOW—Has advanced in price, and dealers are paying 5½c. and selling at 6c.

MONTREAL MARKETS.

MONTREAL, Feb. 2, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

The movement in groceries has not been so extensive from first hands during the week just past, for jobbers having supplied themselves for the time being, and not find-

ing sellers disposed to concede or place orders ahead at present values are letting up a trifle for the time being. Still a satisfactory volume of trade has been done, while returns from travellers now out report a good reception which is expected to mean considerable activity in a jobbing sense later on. The demand from city retailers also is brisk for all staples and quite a lot of small orders are being filled also for near by points for immediate delivery. There has been more business in tea, and figures possible a week ago could not be repeated now by buyers except at ½c. advance. Coffee is firm and in good demand. Spices have met with a fair enquiry, while sales of pepper and cloves have been made at advances. Refined sugar is firm and the position of the raw article does not point to any modification in its strength. Syrups have sold a little more freely, while Barbadoes molasses is as firmly held as ever. Dried fruit is quiet but steady, the offerings of cheap stock not affecting the value of prime goods.

SUGAR.

The week has been quieter on the whole than the previous one, but the firm position of the market is fully maintained. Jobbers who have been taking from the refineries pretty freely of late are disposed to let up a trifle for a while until the retailers commence to buy in earnest, which will be in the course of a week, and as refiners will not look ahead there is nothing to be gained by taking any

TORONTO, Jan. 27, '93.

WE—PAYING—ARE

4³/₄ C.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

DIRECT IMPORTATION

400 Boxes

FANCY . .
PALERMO

LEMONS

JUST ARRIVED. FREE FROM FROST

.. (LEMES BROS) ..

Phone. 1768

TORONTO

DANIEL G. TRENCH & CO.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.

GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers.

Our Factory New Throughout.

The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.E. LAZENBY & SON
LONDON, ENGLAND.

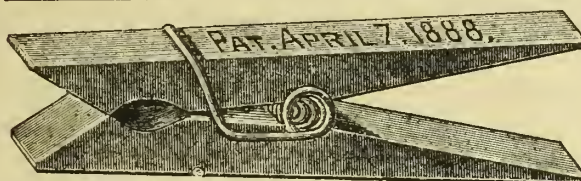
EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.C. C. BROWN,
DANVILLE, QUE.GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.

It is guaranteed Pure and Unskimmed.
An excellent food for Infants.We make only the one quality—THE BEST.
Buy only the JERSEY BRAND for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,
HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

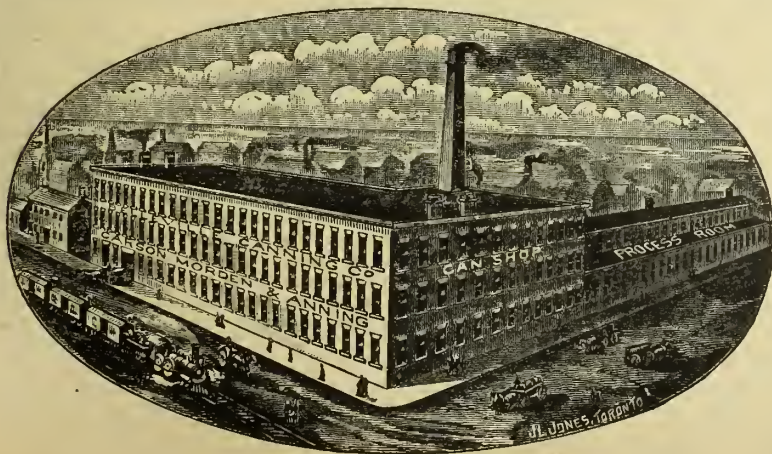
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and cleanliness, and as we are on the market to stay we will only put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



MONTREAL Markets Continued.

more supplies at present. The movement from the refineries has therefore not been large, but a fair trade has been done at the prices quoted a week ago, viz., bright yellows 4 to 4½c. and lower grade 3½c., with granulated 4½c. There is nothing in the tenor of advices to sugar brokers warranting the prospect of any change in the firm position of the raw sugar market. Advices from England state that large legitimate purchases have been made in Java on English, China and Australian account, and that most of the business has been of a regular kind and not speculative.

SYRUPS AND MOLASSES.

Syrups are quiet on the whole but a little more has been doing in domestic stock from first hands. It has sold in the wood at 1¾ to 2c. in strait lots as to quality but 2½ has been made in some cases. There are offerings of American stock but there is a difficulty about the quality. We note some sales at 17 to 20c.

With small and decreasing stock of Barbadoes molasses holders of the article are very firm and jobbing parcels cannot be had for less than 34c. and we quote the market firm on that basis.

TEA.

There has been a fair demand for Japan stock, both on home and export account, and prices are still gradually hardening on the basis already reached, owing to the fact that buyers realize fully that it is useless to hold off any longer. In fact it would take fully ½c. more to move stock now than the figures possible a week ago, and we note sales at a range of 14 to 31c. in straight lots, according to grade. In fact the market is firm and higher for all grades.

COFFEES AND SPICES.

The coffee market remains firm, any lots of Rio and Maracaibo being quickly picked up at firm prices. We quote prices Jamaica 18½ to 20c., Maracaibo 20 to 22c., Rio 18½ to 21c., Java 25 to 27c., and Mocha 25 to 28c.

A good enquiry for spices is to note, sales of straight lots of black pepper occurring at 7 to 7½c., while cloves have sold freely at 8½ to 9c., and nutmegs 47½c. to \$1, as to size.

RICE.

The rice market is quiet, business being purely local in character at unchanged prices. We quote standard \$3.85, choice \$4.25, and higher grades \$5 to \$7.

DRIED FRUITS.

There has been very little doing in dried fruit, but despite the free offerings of cheap trashy stock really good to prime Valencias are steady, and although values are nominal it would take 4½c. to move a round lot of seconds and 4¾ to 5c. to buy the same quantity of prime firsts. What is to become of the common fruit, as THE GROCER has repeatedly pointed out, is hard to say. It is now simply a question whether it will be ignored and the good qualities taken, but the holders of the latter manifest no anxiety, as they feel certain that all their good prime stock will eventually be wanted. In Valencia layers there have been further orders at 6 to 6¾c., at which prices the market is firm. Advices to importers here report an immense demand for layers in New York.

Currants are dull but steady, and quoted at 5 to 5½c. as to quality, one sale of a good sized lot being sold by one jobber who is the chief holder to another at 5½c. in barrels.

NUTS.

There is no change in nuts, but business is small. The following are the quotations: Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

There has been a fair demand for lemons and oranges during the week and prices are unchanged. We quote the various lines as follows:—Lemons Messina \$3.30 to \$3.50 prime \$2.75 to \$3.00 common \$1.75 to \$2.25. Oranges Fancy Florida \$3.25 to \$3.50 Valencias \$4.00 to \$4.25 Messina \$2.50 to \$2.75 and Jamaica in barrels \$5.00 to \$6.00 as to quality.

FISH.

Fresh continues in good demand. Tommy cods are higher than ever before at \$2.50 to \$2.75 and fresh heringa and bloaters are the same while green cod is firm at \$6. We quote therefore at the following quotations: Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$6 to \$6; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$6.00 to \$5.00 per brl.; C.B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$2.50 to \$2.75 per brl.; fresh herring, \$1.85 to \$2. per hundred; haddies, 7½ to 8c.; Yarmouth bloaters, \$1.25 to \$1.50; common do., \$1; fresh frozen mackerel, 10 to 10½c. each; No. 1 lake trout, \$4.75 to \$5 per keg.

APPLES.

There has been some improvement in the apple market in England, but it has had no material effect on the position here as yet. We quote quite as wide and low a range as ever at \$1.75 to \$2.50 per brl.

POTATOES.

The market is firm and prices still keep high, car lots having been sold at \$1 to \$1.05, one choice lot fetching \$1.10.

DRESSED HOGS.

The market has rated firm and higher, late sales of car lots having been made at \$9, but it now would cost \$9.25 to \$9.30 to lay down a round lot here, and in a jobbing way \$9.50 to \$9.75 is the price.

EGGS.

The egg market is firm and well cleaned up, at 22 to 23c. for limed, 23 to 25c. for held stock, and 28 to 30c. for fresh.

BUTTER AND CHEESE.

The butter and cheese market is firm and unchanged. The former is jobbing out on the firm basis and there is little or none of the latter remaining here now. We quote butter: Creamery, 22 to 23c.; Townships, 20 to 22c.; Morrisburg and Brockville, 18 to 19c.; Western dairy, 17 to 18c.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Feb. 2, 1893.

While the majority of wholesalers and jobbers are busy taking stock, we hear rumors of advances which are likely to follow in different lines of groceries. Beans are reported 10 to 20c. per bushel higher; oatmeal, very firm; cornmeal is stiffening in price; sugars steady; provisions of all kinds have not yet reached the top; lard still moves upward. The fortunate ones who have large stocks are looking jubilant, and those who are not as shrewd are wondering where it is all going to end.

Low priced teas have advanced some

other grades in fair demand at regular prices.

Sugars—Market steady. Granulated is quoted at 4 1-2 to 4 3-4c., yellows 3 1-2 to 3 3-4c., extras C. 3 3-4 to 4c.

Provisions—Markets are firmer since last week, and stocks considerably reduced. Pork is selling at \$22 to \$25; beef at \$14 to \$15; hams, smoked, at 18 to 14c.; roll bacon at 11 to 12c.; cheese is steady at 11 to 11 1-2c.; butter, scarce and higher, 20 to 21c.; eggs, higher, 22 to 24c.; potatoes, firmer, at \$1.75 to \$2.25 per bbl.; beans are said to be 20c. per bushel up.

MONTREAL TRADE NOTES.

Reagan, White & Co. are offering a choice line of 2,000 pails "white clover" syrup.

There are freer offerings of pickled herring here, car lots being offered laid down in Montreal at \$4.

Quintal & Fils have special facilities for filling either Valencia raisins or Barbadoes molasses at present.

Mr. C. Alfred Chivillon reports a good demand from the Montreal grocers for his line of Menier's Chocolate.

Chaput, Fils & Co. say they are rushed with small orders on city account, the aggregate volume of which is considerable.

Japan teas and Barbadoes molasses are both on the up grade, and Messrs. Lightbound, Ralston & Co. are offering good lines of both.

Mr. W. S. Kennedy, the agent for Bountree's Cocoa and other lines of grocery specialties, is able to be about again after a rather severe illness.

Mr. C. E. Colson, the agent for the Dominion says that despite all the new and deserving competitors, the old reliable line of Epps easily holds its own.

Further large lots of tea have been turned over to Chicago buyers during the week at 1-2 to 1c. advance, the lot comprising some 1,400 odd packages, which makes 3,000 packages in a fortnight.

Most of the grocery houses got through their stock taking the first couple of weeks of the year, but Messrs. Hudon, Herbert & Co. have been so busy that they could not. They commenced to size up their stock on Wednesday of this week.

Messrs. Caverhill, Rose, Hughes & Co. have simply bought the grocery stock of Messrs. Tees, Wilson & Co., not as their "ad" stated the other week, "the stock and good will." They are offering special inducements in the way of values.

A New York broker was on this market during the week trying to dispose of a line of stock now held in bond at that port, and it is understood offered it as low as 2 1-2c. in bond there or a little better than 4c. here, but was not successful in effecting a sale. This is suspected to be the same lot which was offered to a leading operator some time ago at a very tempting figure, but when he asked for samples none came along. He was informed subsequently that it had been taken on spec by New York parties, and if this is correct he considers it queer that it should have gone a-begging so long under the market conditions that have ruled in New York.

FLOUR AND FEED.

TORONTO.

The flour market continues to rule dull. Buyers have good stocks east and are consequently not at all inclined to buy, and while they anticipate lower prices, there are a good many dealers who do not share with them that opinion.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.40; Manitoba strong bakers' \$3.75 to \$3.90; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.10 to \$3.20; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$3.80. Cornmeal is \$3.50.

FEED—Bran is \$13, shorts is \$13.00 to \$14, mixed feed \$22, feeding corn 57 to 58c., oats 31 to 32c.

HAY—Baled timothy, demand is good and supply fair at \$9.25

STRAW—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

A firm feeling pervades the market here, and the majority of holders will not concede anything to buyers, believing in higher prices later on. The latter, however, do not seem very desirous and are not meeting the advance as freely as the former wish. A few export orders for low grades have been filled during the week. Winter wheat \$4.00 to \$4.25; spring patent, \$3.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.60 to 2.90; city strong bakers \$4.10 to 0.00; strong bakers \$3.90 to \$4.00.

ST. JOHN, N. B.,

The market keeps firm on all grades of Breadstuffs, and some incline to believe in higher prices during the next few weeks, and quotations are: Manitoba, \$5.20 to \$5.30; High grade Ontario, \$4.35 to \$4.45; Medium patents, \$4.10 to \$4.25.

Oatmeal is steady at \$4.15 to \$4.25, though the recent advance in oats will give an upward movement to meal.

Cornmeal—Outside markets are firmer, and prices are likely to advance here, at present prices \$2.75 to \$2.85.

Feed—Another advance is reported in middlings.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours, Hungarian Patent, and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.**Pincombe & Sutherland,**

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,

also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL**Dominion Mills,
LONDON.****Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.
WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

**N. WENGER & BROS.,
AYTON, ONT.****-- MILLERS --**
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

RESPONSIBILITY OF COMMON CARRIERS.

At the annual meeting of the Montreal Board of Trade, the question of railway and steamship companies' responsibility after a bill of lading had been signed by an authorized official, was discussed. It was held that the names of the parties authorized to sign the bills of lading should be posted on changes. A member said that the question of signing way bills from Manitoba and other western points was of still greater importance. He maintained that they were very often signed in pencil, and, although Montreal merchants honored them, and accepted drafts on the strength of their supposed validity, yet these bills of lading were not worth the paper they were written on. He said that this was a most serious matter, and instanced a case wherein a party had lost 500 barrels of flour, owing to a railway agent, who had also been connected with a milling establishment that had failed, having signed a bill of lading, and upon the strength of which the Montrealeer had accepted the draft. The merchant appealed to the railway company, and was told that they could not be held responsible for illegal acts committed by their agents, and the courts of Ontario had decided that such was the law of the land. The matter had been brought before the railway representatives of the Board of Trade Council, but they had refused to come forward and volunteer responsibility on the part of their agents. The president announced that the matter would be taken into consideration at an early date.—Bradstreet.

THE DECLINE OF OATMEAL PORRIDGE.

Although Queen Victoria is said to retain the custom of a dish of oatmeal porridge, served every morning in a blue china bowl, the fashion of oatmeal as a necessary breakfast dish has sensibly declined in America. Some people frankly do not like oatmeal; others assert that it is injurious to the complexion; most prefer varied food which contains the same elements of nutriment as oatmeal. There are various morning dishes which may be served as a porridge. Among the most palatable are white wheat, cerealine, wheaten, wheatlet, hominy, cracked wheat and yellow Indian meal mush. Any kind of wheat food is palatable when served with cream, and it forms a useful addition to the breakfast. The Scotchman will have his bowl of oatmeal porridge each morning and his bowl of milk near by, but the American taste prefers a variety of food and does not take kindly to the oatmeal custom.

THE SUGAR CROP.

The sugar season has about drawn to a close, as far as the work of the sugar houses is concerned, the greatest number of which have already closed for the season, and the remainder being engaged in finishing up the remainder of their cane, says The New Orleans Picayune. While it is generally admitted that the work of taking off the crop was accomplished more rapidly than was expected, owing to the yield proving smaller in many localities than it was believed it would be at the opening of the season, the general results of the campaign proved quite satisfactory, as any disappointment in the matter of yield was more than made up by the higher prices realized for sugar than was the rule last season.

According to the records of the Sugar Exchange, the receipts here to date exceed those of last year by a trifle over 100,000 barrels. It is believed that enough sugar will yet come forward to bring the arrivals up to somewhere near the figures of two years ago, as far as sugar in barrels is concerned. The amount of sugar in hogsheads, however, will not reach nearly so large a total as was the case in that year, hence the crop, while showing a fair gain over last season, will still prove considerably short of the year before last.

As far as prices are concerned there has been a very pronounced improvement over the last two seasons. The demand for Louisiana sugar has not been so great in years as it has been recently, and hardly a season in the past can show a record of so steady and uninterrupted an advance as has been the rule since October 1. No matter how large the receipts, and there have been many days on which the arrivals broke all past records, no difficulty was experienced in disposing of all the sugar offered for sale.

Not only have the refiners been large buyers of Louisiana sugar this season, but dealers and speculators have also purchased freely, and to this competition is largely due the satisfactory range of prices which prevailed. Now, therefore, that the season is nearing its end, as far as the producers are concerned, its results can be reviewed with as much satisfaction, as the successful sale of this year's sugar crop has added many millions of dollars to the profits of the planters of Louisiana, and has placed the cane industry on a more profitable footing than it has enjoyed for years.

The sugar bounty service is also working more smoothly this year than last, so that there is reason to expect that the payments will be made more promptly, and the producers be able to enjoy the full results of their harvest at a much earlier date than during the first year under the bounty system.

The causes which kept the price of sugar at so satisfactory a range this season are still in full force. The outlook for supplies is as unpromising as ever, while consumptive requirements continue to increase steadily, making altogether as strong a statistical position as the friends of sugar could wish.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish, and Seamless Lobster CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

WHERE LICORICE GROWS.

On the banks of the Tigris and the Euphrates the licorice plant is chiefly grown. These great rivers flow through flat, treeless prairies, of uncultivated and nearly uninhabited land, says The Boston Traveller. For three months of the year hot winds blow, and the temperature reaches 104 degrees.

For six months of the year the climate is moderate and salubrious, and for three months bleak and wintry, the thermometer going down to thirty degrees at night.

The licorice plant is a small shrub, with light foliage, growing to about three feet high, where its roots can reach the water. It grows without any cultivation. No lands are leased for the purpose and no objection is made to its being cultivated. It grows on red-earth soil, and also on light, almost sandy, where the wood is best, provided it has plenty of water and the ground is not more than fifty yards from the actual river or stream.

The wood, after once being dug up, grows better afterward. The time of collecting is generally during the winter, but it is possible all the year round. The root when dug is full of water, and must be allowed to dry, a process which takes the best part of a year. It is then sawed or cut into small pieces from six inches to a foot long.

The good and sound pieces are kept and the rotten ones are used for firewood. It is then taken in native river boats to Bussorah, whence it is shipped in pressed bales to London, and again from there to America, where it is used largely in the manufacture of tobacco.

The black licorice sticks sold in drug stores come mostly from Spain and are made of pure juice, mixed with a little starch, which prevents it from melting in hot weather. The word "licorice" is of Greek origin, and means "sweet root."

FAMOUS "STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

ESTABLISHED 1851.

JUST RECEIVED

**4,500 Boxes
Valencia Raisins**

WRITE FOR OUR PRICES.

**N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.**

BALFOUR & CO., IMPORTERS OF TEAS

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA SALE



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

COOKING FIGS.

In Bags about 50 lbs. each.

Fine Quality and Cheap.

**SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.**

.. TEAS ..

Japans, Medium Grades,

Best Value in Market.

ALSO

Darjeellings and Ceylons,

Specially Selected for Blending Purposes.

**WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.**

—: : We are offering a : :—

Blended Tea AT 25^{C.} Per Lb.

For Strength and Flavor it is Unequalled.

Ask our Travellers to show it, or
write us for Samples.



**Smith and
Keighley**

9 Front St. E., Toronto.

TEAS - -



A SPECIALTY.

PERKINS, INCE & Co.,

41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON SAUCE AND PICKLE

**MANUFACTURERS,
107 STRAND** Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

SPECIAL BRAND TEA. LOOK OUT FOR

GOAT

JAPAN TEA

Nothing equal to it at the price.

See our travellers.

Write for samples and prices

THOS. KINNEAR & CO.
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

HIGH FREIGHTS THE CAUSE.

Letters to the American Soap Journal from soap-makers in San Salvador state: "You will be astonished to hear that we obtain 12 cents for one pound of laundry soap, and 30 cents for one pound of stearic acid candles; but your astonishment will disappear knowing that every pound of tallow costs us 12 cents, one pound of rosin 5 cents, one pound coconut oil 15 cents, and so on. Our soaps are all pure because every filling, except salt and water, costs us more than rosin. The high price of our prime materials consists in the freights by sea and land, for we have to import almost everything."

CALIFORNIA BEET SUGAR INDUSTRY.

The San Francisco Call, in reviewing the progress of the beet sugar industry on the Pacific slope, says that in the year just ended the total amount of refined sugar made in the State amounted to nearly 23,000,000 pounds, as against 8,000,000 for the preceding season, the increase having been nearly threefold. This is exceedingly encouraging. There are but three factories at work—one at Alvarado, one at Watsonville, and one at Chino—but others are promised in the San Joaquin Valley and in the new County of Orange. The planting of sugar beets is, in the opinion of the Call, so sure a road to money-making that it is pretty sure to become a large industry. Whether the beet-grower gets \$5 a ton for his beets, as he does in Alameda, or \$4.25 a ton, as he does in Chino, the culture pays him better than grain would, and nearly as well as fruit.

THE PATRONIZING MERCHANT.

There is nothing so ridiculous and so easily discernable in a merchant as an air of patronage toward customers. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bumptiousness and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities and is and always has been possessed by the men and women that the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bumptiousness and is as different from the inherent quality as the sweet violet is different from the violet of the millinery counter.

The bumptious merchant in his vanity reckons himself somewhat of a philanthropist. His behavior towards his customers is offensive to those amongst them who are of a

keen or sensitive nature. In his overweening vanity he reckons himself the patron and the customer the beneficiary. Every action of his conveys that expression. When he is sympathetic he is condescendingly so; heartiness is luring and often vulgar, his insincerity is apparent, for humanity is a distinctive judge of disposition and character. The patronizing merchant is a humbug.—Ex.

THE COFFEE CROP.

The publication of crop estimates continues to influence the market in an upward direction, says the London Produce Markets Review. Not only does the belief gain ground that the next Brazil crop will be considerably below the average, but the first estimate of the Java crop points to almost a failure, as the "Government" crop is put at only 150,000 bags, against a yield last year of 673,000 bags, and the "private" crop is equally small. It is true that first estimates from Java are usually much below the actual out-turn, and are consequently misleading, but it is certain that leaf disease has seriously affected the trees there as it has done in Ceylon, and that the coffee growing industry has had a serious check in consequence.

CULTIVATE A MEMORY FOR NAMES.

"As good a piece of advice as I could give a young man starting business," said an old successful merchant, "would be to get his customers' names right. Of course, everybody means to do this, but I don't think everybody attaches to it its full importance. The fact is that almost every man is proud of his name, whatever it may be, and he dislikes to see it misspelled or incorrectly written. There are plenty of names which sound alike, but which vary in the spelling, perhaps by only a single letter; and, too, in taking a man's name it is not so difficult as one might imagine to make a mistake in the initials, for there are letters which sound very much alike. When you get a new customer get his name right to start with. No man likes to receive a package or a bill or a communication of any sort with his name misspelled however modest and good natured he may be, he is pretty sure to be annoyed by it."—Sun.

The creditors of George Delasalle, confectioner, of Yonge street, have decided to wind up the estate. Of liabilities of \$2,066 over \$1,400 is due on a chattel mortgage. The assets are nominally \$3,893.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada. BRANTFORD, ONT.



Brantford Starches

REVISED PRICE LIST

Subject to Change Without Notice.

LAUNDRY STARCHES.

FIRST QUALITY WHITE LAUNDRY
3 lbs. Cartoons, Boxes, 36 lbs, 4 cts.
" Brls., 175 " 3 3/4 "
" Kegs, 100 " 3 3/4 "

CANADA
LAUNDRY, Boxes, 40 " 3 3/4 "

BRANTFORD GLOSS:
1 lb. Fancy Boxes, Cases, 36 " 5 1/4 "

LILY WHITE GLOSS:
1 lb. Fancy Cartoons, Cases, 36 " 5 1/4 "
6 lb. Draw lid Boxes, 8 in
Crate, - - - - - 48 " 5 1/4 "

BRANTFORD COLD WATER
RICE STARCH:
1 lb. Fancy Boxes, Cases, 28 " 8 "

CULINARY STARCH.

No. 1 PURE Prepared Corn:
1 lb. Packages, Boxes, 40 lbs. 6 "

CHALLENGE Prepared Corn:
1 lb. Packages, Boxes, 40 " 5 1/4 "

Ten-Box Lots, assorted, Delivered at any Railway Station
in Ontario or Quebec.

DISCOUNT OF 2 1/2% ALLOWED ON 40 BOXES
OR MORE.

TERMS--30 DAYS NETT.

BRITISH AMERICAN
STARCH CO.,

LIMITED,

Brantford, Ontario.



Reduced Reproduction from Accepted Design, to be
Lithographed in Five Colors

Brains Experience Capital

Will be Employed
in the Production
of the Spring . .
Trade Number of

THE
HARDWARE
MERCHANT

— **T**HIS issue will penetrate to many places seldom or never visited by your travellers, as well as to every centre of commerce where orders for goods are likely to be forthcoming.

Special—We will make a specialty of binding in price lists, lithographs, circulars, etc., on any colored paper, thereby enabling this large number of circulars or lists to be sent out incorporated in a journal of high reputation, at a minimum price. To send the same out by post in the ordinary way would cost more than double our charge, and with infinitely less probability of being read or preserved for reference.

We would ask as a favor that you let us know at once if you can take space. We will therefore be able to give you better position and general attention.

Respectfully yours,

THE J. B. McLEAN PUB. CO. LTD.

. . . TORONTO

WORLD'S FAIR TEA EXHIBIT.

A. E. Pineo, a native of Ceylon, was in Chicago during the past week, and in an interview gave the following facts regarding the exhibit of tea which that country will make during the great exposition. He said: "The tea exhibit of Ceylon at the Columbian Exposition will be the largest ever displayed in the world. Our government has already shipped a number of natives, who will arrive at Vancouver about February 1. These natives, who have passed most of their lives in the Ceylon tea fields, will give a picturesque exhibit. They have constructed a building made from native wood, which is being transported to Chicago. In this house tea will be prepared and served free during the fair. Although on the other side of the world, the people of Ceylon are manifesting great interest in the World's Columbian Exposition, and several of the government officials have expressed their intention of being present to establish, if possible, closer social and commercial relations with this country."—Chicago Grocer.

TO PUSH THE SALE OF TEAS.

In the window of a Broadway store, which has an extensive stock of East India goods, there is an exhibit of tea and implements connected with its making. There are in the base of the window beautiful specimens of Japanese teapots in bronze and lacquered boxes or caskets in which are metal boxes for holding tea. The various sorts of tea are put up in one-pound packets, having cardinal paper covers, on which are printed directions for making tea. These say that it should never be made in metal pots, but only in china and earthenware, and that the tea should be steeped for only five minutes and served in the same room in which it is made. The only teapots shown are of metal, this part of the exhibit being in contradiction of the directions for brewing. A striking feature of this exhibit, however, is the different packets of tea bearing various labels, of which the following will give a fair illustration: Russian Caravan, Khe Wei Chop, \$3 per pound; Young Hyson, Hichibo Chop, 75 cents per pound; Ceylon Cho-yve Chop, \$1.50 per pound; uncolored Japan Bo-Ja Chop, 60 cents per pound.

The point to be gained by retailers from this exhibit is to push the sale of high-priced teas, or such as are above the average quality. Impress upon the mind of consumers that there is a delicious aroma connected with fancy teas. By charging a high price the impression is fixed upon their minds that high quality must be inherent in the article. We believe that the day is coming when there will be a great advance in the demand for high grade China teas. Thus far the bulk of our supplies are of very ordinary grade, so that there is a large field to be occupied by those who succeed in

building up a patronage on the best of teas at full prices. Of course there are exceptions to all rules, and we can see that such a policy as we have outlined would be futile in some sections, and yet, in the tenement house districts of this city, consumers pay more attention to quality than in other districts where well-to-do people reside, who leave the procuring of their supplies largely to their steward or cook.—American Grocer.

THE IDEAL HUSTLER.

"How do some drummers sell lots of goods and others very little?" repeated George Washington White, one of the brightest lights of the Quincy crowd, in answer to a query from an outsider. "Well, I'll tell you a little story. I heard two drummers talking once. One was selling stacks of goods, while the other was being left all round. The unsuccessful man had put your query to the other. 'How do you sell so many goods, while it seems I can't make a sale?' 'Well,' answered the other, 'there is a secret about it. You are just starting out, and, to help you along, I'll give you this pointer, but you must keep it secret.' 'Sure,' replied the younger, beaming with pleasant anticipation, 'how do you manage to be so successful?' 'I always make it a point,' replied the elder, 'to wear out the soles of my shoes instead of the seat of my trousers.'"

A NEW PENCIL.

The New York Times says: Inventive genius promises to do away with all of those petty annoyances which are the most prolific sources of profanity. True, the saint has not yet appeared who is ready to furnish mankind at a small cost with a patent collar-button finder, or with an opera glass warrantee to see through a "love of a bonnet" designed on Eiffel Tower lines, but even those blessings may be hoped for. However, you, who in a loud voice or under your breath, make thyself undeserving of the gift of speech over such a trivial matter as the breaking off of the points of thy lead pencils at the most inopportune time, there is no longer any excuse for thee. Genius has wiped out that cause of his undoing. Relief has come in the shape of a pencil which, while not everlastingly pointed, yet gives opportunity to men to break about as many points as any reasonable man would want to break, and still have a point left to keep on writing with. The article consists of a very light metal tube, shaped and pointed like an ordinary lead pencil. In this tube are inserted about a dozen short and nicely sharpened pencil points. If you break off the first you just pull it out and stick it in the top. That forces the second point down into position. So you can keep on getting a new point whenever you break one off by just pulling out the broken point and sticking it in the top of the tube.

"But what do you do when you have broken off all of the dozen pencil points?"

"Why, just throw the whole business away. The little tube with its load of sharpened pencils cost just about the same as an ordinary pencil, and will do just about the same amount of work. With it, however, you always have command of a sharpened pencil point and you never have to smudge your fingers as you do when sharpening your pencil."

CHRISTIANITY IN BUSINESS.

We often hear it affirmed that in these days successful business cannot be operated on Christian principles. If this is untrue anywhere it is in the retail dry goods store, where the aim is to win a customer's constant trade by establishing yourself in his confidence for honesty and straightforwardness. And the application of the golden rule, as all life teaches, is the surest, quickest and safest way to accomplish that end. You may lose a dollar on a sale by giving a customer an inside fact concerning a certain article he is about to buy, but you have won that man's confidence and respect a hundred dollars' worth. The way to win a man's confidence and respect and good will is through kind accommodations, good cheer, soft answers, pleasant words, sincere appreciation, sacrifice of time and effort and other Christian means, and the way to win a customer is no different. The most accomplished buyers are more than buyers. They are men and women. Human nature is strong over all training and acquisition, and that which influences and touches a man or a woman will influence and touch a buyer, a customer.—Exchange.

A TYPEWRITER TRUST.

Rumors are flying thick and fast as to the formation or attempted formation of a typewriter trust. That such a combination is in process of formation there can be no doubt, although the alleged promoters of the scheme are evidently withholding the facts until they are assured of success. The name of E. N. Fowler, of the Equitable Mortgage Company, 40 Wall street, is most prominently connected with the matter. The scheme, so far as facts can be arrived at with the meager information granted, seems to be the formation of a single company which shall be composed of all or as many as possible of the firms engaged in this line of business.

Each company will be represented in the combination to the extent of the value of its business. This company will issue \$20,000,000 of stock, of which each company in the trust will hold shares equal to the value of its plant, the value of which in each of the companies concerned is now said to be in process of adjustment. The sum mentioned is undoubtedly far too large, as good authority says that it is more than double enough to buy up all the typewriter companies in the country. Under such a combination it is alleged that the price of machines will not be advanced, and that the only object is to do away with the severe competition which enters into the transaction of business as now conducted, and thus reduce the expenses, and, incidentally, of course, increase profits.—American Stationer.

Discussing the proposal to pass a Dominion insolvency law, the St. John Telegraph remarks that by it Toronto and Montreal wholesalers and manufacturers hope to be placed in a more favorable position with respect to maritime debtors than they now are. This, says the Montreal Gazette, about describes the situation. The western wholesalers hope, by an insolvency law, to secure the same share of a maritime insolvent's assets, when he owes them money, as his local creditors obtain. They do not ask any more, and they ask this because as the law now is they rarely can obtain it.

MILLAR'S . .

PARAGON
CANADIAN**Cheese** . . Ingersoll, Canada . .

Millar's Canadian (Ingersoll) Paragon Cheese. Finest article in the market. Put up in jars, hermetically sealed.

DAVIDSON & HAY, TORONTO SOLE AGENTS



... **HIGHLAND** ...
A NEW SOURCE OF REVENUE TO THE GROCERS
... **EVAPORATED CREAM** Unsweetened ...

Add two parts of water to one of Evaporated Cream and it will answer perfectly for Dairy Cream. Dilute it with three parts of water, and you have an excellent quality of milk. Always pure and taintless.

... PREPARED BY ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL. U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

ARE THE FINEST QUALITY AND GUARANTEED PURE.



BATTY AND CO'S

PICKLES . . .
SAUCES
MARMALADES

JAMS
and—
JELLIES

A TRIAL ORDER WILL SATISFY THE BUYER
THAT BATTY'S ARE THE BEST. : : : : :



123 and 125 FINSBURY PAVEMENT,
LONDON, ENGLAND.

WRIGHT & COPP, DOMINION AGENTS, TORONTO.

COFFEE CULTIVATION IN MEXICO.

The American Agriculturist of a recent issue contains the following interesting article, from the pen of E. P. Allen, regarding the growing of coffee in Mexico:

The planter who makes coffee growing a business, will select a somewhat shaded recess somewhere between the ridges of the giant mountains which stretch their huge lengths from Guatemala along the Pacific to Sineala, or upon the Gulf coast from Yucatan to Tamaulipas. Or, he may turn to some of the numerous fertile valleys which lie in deep dents on the great Central tableland. The height at which he will naturally locate his field will be from 1,000 to 4,000 feet above the sea, but he may even go 1,000 feet higher and not go beyond success, as he may also seek a lower level, since in some places, coffee is produced at the very seaside. Off the eastern coast of Yucatan, on the island of Cozumel, coffee trees of prolific yield are growing nearly at a sea level as well as in many other localities on both the Pacific and Gulf coasts. Indeed, the objection to the sea lands for this purpose is probably not on account of the effect of the climate upon the plants, but upon the planter, the tierra caliente being everywhere unhealthy.

As in Brazil the plants are started in a nursery. At the age of one year or eighteen months the infant shrubs are transplanted to the capetalis, or coffee field, which has been thoroughly cleaned of all undergrowth and the soil well prepared. To protect the young plants from the sun, open forests are used and mountain sides which afford shade. In open fields a growing shade must be created, which is most quickly obtained by planting bananas between the coffee plants. But some more intelligent planters set out their fields with cinchona trees for shade, and these yield quinine, and some use oak and walnut trees for the purpose. A reasonably rich soil is desirable for coffee, and manuring pays well, often increasing the yield to three pounds. In exceptional cases it has risen to twenty-five pounds for one tree, under favorable conditions.

Plants are set out about three yards apart, although often planted closer. Sometimes irrigation is necessary, but not often when the plants are once well started. Pruning a tree back to six or eight feet in height is thought to improve its yield. The coffee shrub has a curious habit of blooming three times a year, sometimes as early as December, then along in February and April. This makes the gathering of the crop a tedious task, as each tree must be gone over by hand, and must be done carefully, which requires an extra number of laborers, but women and children can be employed at low wages. After picking by hand, the next process is to dry the berries, which is done in the sun, beneath which they shrivel and change to a black color. They are then put into a mortar and the grains hulled

or beaten out with a pestle and then separated from the husks by the crude old-fashioned method of fanning them out by hand, or winnowing, though sometimes a fan mill is used. It is then carefully picked over by hand, put into sacks, and is ready for market. So far, in its cultivation, no disease of plant or berry has been developed, and no insects have attacked it. It is also clean and comparatively easy to cultivate. Only at the picking season is there much urgency required. Once gathered, the crop can be prepared for market at the planter's convenience.

The greatest difficulty lies in the fact that the planter must wait at least five years from the seed sowing before he obtains a return upon his investment, and the first year's crop barely pays the cost of cultivation and curing. But, as compensation for this, a plantation once established yields a never-failing crop without renewal, anxiety, or uncertainty, for a lifetime. An intelligent American planter in the valley of Cordova claims, that with attention and care, plants ought to continue bearing vigorously for fifty years. The profit upon well grown plantations is not less than 100 per cent. over the cost of cultivation. An attractive feature in coffee planting in Mexico is that its habitat is usually a locality both healthy and pleasing, high enough to escape the diseases of the tropics, and ever in the midst of the most beautiful scenery. The great possibility of expansion of this industry can be estimated by comparing its present output with that of Brazil, not more favorably situated as to climate or people than Mexico. With the degree of peace and safety, now assured to the immigrant, this branch of agriculture offers great attractions to the farmer.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Box 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N. Y., U.S.A.

GOOD BUSINESS CHANCE.—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

Todhunter, Mitchell & Co.,
—DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.
Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.
RELIABLE ROASTING BY PATENTED PROCESS. **TORONTO.**

SANITARY SOAP

The best of all
as a Washer.

Disinfecting Qualities
Guaranteed.

Order a Box from your
Wholesale Grocer, or ::
Write to : : : :

Pure Gold M'fg Co.,
31 and 33 Front E., Toronto.



**CHAS.
WILSON**

Manufacturer
of

**PRIZE
MEDAL**

Ginger Ale

TRADE MARK (Registered)

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 3004. 519 Sherbourne St.
TORONTO.

CHAS. SOUTHWELL & CO., LONDON,
ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"

"Perfection."

} Made from Seville Oranges.

"Lemon Jelly Marmalade,"

"Messina Lemons.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior
Packet Concentrated Jellies, etc. etc. All goods having
their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

—SODA CRYSTALS—

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, — — MONTREAL.
SOLE AGENTS FOR THE DOMINION OF CANADA.

In consequence of large
sales, we have cleared
out all Japans under 15
cts. per lb., but now offer:

Special Values at 15 to 16c.

" " " 20 to 25c.

Japan Nibs " 12½ to 14c.

Congous " 15 to 16c.

Indians and Ceylons all grades

LIGHTBOUND, RALSTON & CO.

Wholesale
Grocers

MONTREAL

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.
WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

TORONTO.

BUSINESS CHANGES.

FIRES.

The hardware and tin shop of A. U. Otton, adjoining the Traders' Bank, Glencoe, was destroyed by fire Saturday night. Loss partly covered by insurance.

The total loss by fire in London, Ont., during 1892 was \$32,000, and the total insurance thereon was \$600,000. There were 133 fires in all, and in only three instances was there no insurance held on burned property. Good for the Forest City.

Oil City was visited by a destructive fire Friday. The fire broke out in the building owned by James Keating who occupied the second and third stories as a dwelling, the first story being occupied by W. T. Trott as a general store. This building and the post office and a vacant store owned by J. B. McGregor, were all destroyed. Mr. Keating has \$1,000 insurance on the building and \$250 on furniture. Loss, \$3,000. Mr. Trott has \$5,500 insurance on stock. Loss, \$7,000. Mr. McGregor has no insurance. Loss, \$1,500. The fire originated in Trott's store. Everything was a total loss.

SALES MADE OR PENDING.

S. A. Perry, furniture and undertaker, of Cookstown has sold out to Thomas Jebb.

George Rawe, groceries and fruits, of Walkerton, has been succeeded by Ephraim Kaiser.

W. J. Shea has bought the boot and shoe stock of A. Laurier & Co., of Montreal, at 70 cents on the dollar.

The hat and fur stock of M. Boucher & Co., of Montreal, has been sold to J. H. Leduc at 45c. on the dollar.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES
R. J. Harison, a Teetersville general merchant, has assigned to George Hayes.

F. B. Skinner, furniture dealer, of Guelph, is offering his creditors 25c. on the dollar.

E. J. O'Keefe & Co., boots and shoes, of Hamilton, have assigned to A. E. Pecover.

John Nimmo, hardware dealer of this city, is offering to compromise and is closing up business.

Cutting steaks and joints has apparently not kept the wolf from the door of W. A.

Buchner, of Sarnia, for he has assigned to J. Flintoft.

Samuel S. Edsall, hardware merchant, of Bowmanville, offered his creditors 50c. on the dollar, and failing in this assigned to William H. Garrett.

E. Snell, general merchant, of Jamestown, has assigned to C. B. Armstrong; and D. F. Armstrong, boots and shoes, of Kingston, has done likewise to W. Downing.

Victor Rebanlet, proprietor of the Montreal Cork Company, has found business too light and he is reported to have left. His creditors will meet and weigh matters Feb. 6.

D. Auld, boots and shoes; N. Beaudry & Fils, jewelers; A. Brahadi, furs; Samuel Mills, hats and furs; J. Omer Pare, dry goods, all Montreal merchants, were all in one day reported to have assigned.

George Halliday, general merchant, of Arnprior, has assigned to Alex. Mutchmor. Samuel Straith, in a similar line of business at Harrow, has placed his affairs in the hands of R. S. Macdonald.

The creditors of Bertram, Lavelle & Clinis, importers of stationery of Montreal, are evidently not satisfied with the way business is being carried on. At all events they have issued a demand for an assignment.

The cold weather and consequent demand for furs has evidently not been sufficient to keep J. F. Deslawrie a Montreal hatter and furrier from sinking under the weight of his embarrassments, he having assigned to C. Demarteau.

Michael Bulger, of Bulger, Ont., general merchant, has been unable to meet his liabilities and his creditors have compromised with him at 50c. on the dollar. Lester Day, of Harlem, Ont., general storekeeper is seeking a like favor from his creditors.

A trio of Ottawa merchants are seeking the leniency of their creditors. Joseph Cate, hats and furs, is trying to get his creditors to knock off four-fifths of his liability, while P. Wilfred Laroil, tobaccoist will be satisfied with a reduction of 25 per cent. It is not reported what Burton Hiram, furniture dealer, wants taken off his account.

Juvenile customer—I want 10 cents' worth of cheese, sir, if you please.

Grocer (cutting off a chunk and weighing it)—I'm sorry, little girl, but I've cut off a trifle too much. Here's a quarter's worth.

FERMENTATIVE CHANGES IN TOBACCO.

The fermentative changes which the leaves of the tobacco plant are made to undergo before they are worked up and placed on the market are of the greatest importance in determining the quality of the tobacco. The changes in the properties of tobacco induced by the process of sweating were formerly supposed to be purely chemical, but some recent interesting investigations go to show that they are due to special micro-organisms. Sachsland recently read a paper before the German Botanical Society, in which he gave an account of some investigations which he has been conducting on the bacteria found in different kinds of tobacco. He has examined fermented tobacco from all parts of the world, and found large numbers of micro-organisms, although not generally more than two or three varieties in any particular brand. But what is of special interest is the discovery that pure cultures of bacteria obtained from one kind of tobacco, and inoculated unto another kind, generated in the latter a taste and aroma recalling the taste and aroma of the tobacco from which the pure cultures are procured. Thus it may be possible to raise the quality of home-grown tobacco by inoculating it with cultures of the bacteria found in the finer-flavored foreign tobacco. —Nature.

ABOUT the 1st of February we will offer to the trade, the largest collection of import samples ever shown by any house in Canada. The assortment will comprise a great variety of China and Glass, both staple and fancy, and buyers will consult their own interest by looking through our show rooms before placing their orders for importation.

James A. Skinner & Co.,

54 and 56 Wellington Street West, TORONTO Also Vancouver, B. C.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care 15-93 B., this office.

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

Stewart, Munn & Co.,
MONTREAL.

GROCCERS !

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS

Manufacturers, TORONTO.



BEST VALUE MADE



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON SPICE
AND COFFEE CO.

HAMILTON, ONT.



THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satisfaction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price reduced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

COFFEE

HAVE YOU NOTICED . the puffs of smoke issuing from their store front all day? What do you think that smoke comes from? Why—a fire! That fire runs their coffee roaster. A new thing for a retail grocer. The latest kink! It means not only the best coffee but always fresh roasted.

67 Pearl Street, New York

THE HUNGERFORD CO.

MACHINERY

AND

SPICE



EXTERIOR VIEW.

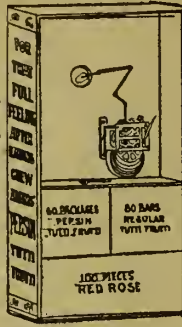
A GREAT HIT!

Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window.

Send for Circular.

ADAMS' & SONS CO.,

11 and 13 Jarvis St.,
TORONTO, ONT.



INTERIOR VIEW.



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THE KING OF BLACKINGS

THE F. F. DALLEY CO. OF HAMILTON, L^{TD}.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



**MELTONIAN
BLACKING**
(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



**MELTONIAN
CREAM**
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



**ROYAL
LUTETIAN
CREAM**
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



**NONPAREIL
DE GUICHE**
Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.
Prices on application.

Wm. Paterson & Son
BRANTFORD.

By Royal Warrant, Manufacturers
To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including
Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass
and Steel Work, &c., &c.
Won't Wear the Blades like
others.
6d. and 1s. Tins.

NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St
East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas
St., Montreal.

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CORN BROOMS.		
CHAS. BOECKH & SONS. per doz		
X Carpet, 4 strings, net		\$3 60
2 " " "	" "	3 20
3 " " "	" "	2 40
XXXX Huri	" "	2 90
1X " "	" "	2 65
2X Parlor	" "	2 60
3 " " "	" "	2 25
4 " " "	" "	1 85
5 " " "	" "	1 50
Warehouse	" "	3 25
Shop	" "	4 00
1 Cable	2 wire bands, net....	3 25
2 " "	" "	4 00

W. J. GAGE & CO.

WHOLESALE STATIONERS AND
SCHOOL BOOK PUBLISHERS.

MANUFACTURERS OF

ENVELOPES, WRITING TABLETS, BLANK BOOKS, MEMO. BOOKS SCHOOL BOOKS OF ALL KINDS

ORDERS SENT TO US BY MAIL WILL RECEIVE SPECIAL ATTENTION, goods are carefully selected by experienced salesmen who attend closely to every detail, and Lowest Market Prices are Charged.

Dealers who appreciate Low Prices and Prompt Shipment can safely entrust their orders to us.
Samples and quotations promptly sent on application.

W. J. GAGE & CO.

Toronto

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
gallons.....	2 00	
Blackberries, 2's.....	2 00 2 25	
Blueberries, 2's.....	1 00 1 10	
Beans, 2's.....	0 80 1 00	
Corn, 2's.....	0 85 1 00	
" Special Brands.....	1 30 1 60	
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 85 1 00	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 75	
Peaches, 2's.....	2 00 2 25	
" 3's.....	3 00 3 25	
" Pie, 3's.....	1 75 2 00	
Plums, Gr Gages, 2's.....	1 75 1 65	
" Lombard.....	1 50 1 90	
" Daunson Blue.....	0 85 1 00	
Pumpkins, 3's.....	3 00 3 25	
gallons.....	2 00 2 40	
Raspberries, 2's.....	2 00 2 40	
Strawberries, choice 2's.....	2 00 2 40	
Succotash, 2's.....	0 85 1 00	
Tomatoes, 3's.....	1 75 1 65	
" Finnan Laddies.....	2 40 2 50	
Lobster, Crown Leaf.....	3 40 3 50	
" Crown flat.....	1 90 2 00	
" tall.....	1 80 2 10	
" Other brands.....	1 00 1 10	
Mackerel.....	1 45 1 60	
Salmon, talls.....	1 45 1 70	
Sardines Albert, 1/4's tins.....	12 94	
" 1/2's.....	30	
" Martiny, 1/4's.....	10 10 1/4	
" 1/2's.....	16 17	
" Other brands, 9 1/4.....	11 16 17	
" P & C, 1/4's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/4's.....	6 18	
" 1/2's.....	9 11	

CANNED MEATS.

	(CANADIAN)	
Comp. Corn Beef 1 lb cans.....	\$1 60 \$1 75	
" 2 ".....	2 65 2 80	
" 4 ".....	4 80 5 00	
" 6 ".....	8 00 8 25	
" 14 ".....	17 50 18 50	
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2 ".....	2 60 2 75	
" 4 ".....	4 75	
Par Ox Tongue, 2 1/2 ".....	\$8 00 8 25	
Ox Tongue.....	7 85 8 00	
Lurch Tongue.....	3 25	
" 2 ".....	6 00 6 25	
" 4 ".....	2 75 2 80	
English Brawn.....	2 50	
Camb. Sausage.....	4 00	
Soups, assorted.....	1 35	
Soups & Bouilli.....	2 25	
" 2 ".....	1 80	
" 4 ".....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/4 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/4 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/4 lb cans.....	1 50	
Ham, Chicken and Tongue, 1/4 lb cans.....	1 75	

CHEWING GUM.

ADAMS & SONS CO.

	To Retailers
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo.....	180 pieces... 1 30
(with brilliant stone ring)	
Sappota.....	150 pieces... 1 00
Sweet Fern.....	230 " ... 0 75
Red Rose.....	115 pieces... 0 75
Magic Trick.....	115 " ... 0 75
Oolah.....	115 " ... 0 75
Puzzle Gum.....	115 pieces... 0 75
Bo-Kay.....	150 " ... 1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars ..	0 70
Sweet Sugar Cane, 150 pieces ..	1 00
Celery.....	100 " ... 0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell.....	150 " ... 1 00
Cracker.....	144 " ... 1 00
O-Dont-O.....	144 " ... 1 00
Little Jap.....	100 " ... 0 70
Dude Prize.....	144 " ... 1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (30-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

	Per lb
TODHUNTER, MITCHELL & CO'S	
Chocolate—	
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, 1/4's, 8 & 14 lb boxes.....	25
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
Bulk, in bxs.....	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2
BENSDORP'S ROYAL DUTCH COCOA.	
1/4 lb. cans, per doz.....	\$2 40
" 1/2 ".....	4 50
" 1 ".....	8 50
FRY'S	
(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Caracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
" Fry's" Diamond 1/4's, 6 lb bxs.....	0 26
" Fry's" Monogram, 1/4's, 6 lb bxs.....	0 26

	per doz
Cocoa—	
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's.....	4 50
" 1 lbs.....	8 75
Homopathic, 1/4's, 14 lb boxes.....	0 34
1/4 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

	per lb
R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	\$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (1/4's).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins).....	40
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	22
Mott's French-Can Chocolate.....	20
Mott's Navy or Cooking Choc.....	26
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22 & 24.....	22c-40
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30.....	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/4, 1 lb. boxes.....	70 75
Iceland Moss 1/4 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs.....	36
Queen s Dessert.....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	38
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.....	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....	50

Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45

MENIER FABRICANT DE CHOCOLAT.

	Per 120 lb. case lot.	Per 12 lb. box.
Paris et Noisiel.		
Yellow wrapper.....	\$9 34	\$0 36
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42

Fancy Chocolates.

	per box	per lb.
Fingers—		
40 in a box.....	\$0 36	\$0 40
20 ".....		
Croquettes—		
Yellow wrap.....	2 70	3 00
Pink.....		
Green.....	3 75	4 20

Croquettes are packed 12 lb. packages in a box, and 8 boxes in a case.

	per lb.	per lb.
Pastilles—		
Yellow wrapper.....	\$0 40	\$0 45
Pink.....		
Green.....	0 55	0 60

Each case contains 54 1 lb packages or 108 1/2 lb packages.



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

	CHAS. BOECKH & SONS, per box
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 ".....	1 25
" 4 " cotton bags.....	0 90

COFFEE.

	GREEN	c per lb
Mocha.....		28 33
Old Government Java.....		25 35
Rio.....		20 22
Plantation Ceylon.....		29 31
Porto Rico.....		24 28
Guatemala.....		24 26
Jamaica.....		22 23
Maracaibo.....		24 26
TODHUNTER, MITCHELL & CO'S		
Excelsior Blend.....		34
Our Own.....		32
Jersey.....		30
Laguayra.....		28
Mocha and Java.....		35
Old Government Java.....		30 32 36
Arabian Mocha.....		35
Maracaibo.....		30
Santos.....		27 28

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15 1/2	16
" Fomigetta	12	14
Almonds, Shelled Valencas	28	32
" Jordan	40	45
" Canary	28	30
Brasil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9 1/2	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 24	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents,)	per doz	
ome Made Tomato Catsup, qts	6 00	
" " " pts	3 50	
" " " 1/2 pts	2 00	
hili Sauce	pts 4 50	
" " " 1/2 pts	3 25	
Soups (in 3 lb cans).		
Tomato	3 50	
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4 50	
Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4 25	

LEA & PERRIN'S.		per doz
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" pints	6 25	6 50
LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3	25
" quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.

DAIRY.		Per b
Butter, creamery, tubs.	\$0 21	\$0 23
" dairy, tubs, choice	0 18	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	8	0 20
" store crocks	8	0 20
Cheese	0 11 1/2	

COUNTRY

Eggs, fresh, per doz	0 25	
" limed	17	
Beans	1 15	1 35
Onions, per bbl	1 75	2 25
Potatoes, per bag	60	70
Hops, 1891 crop	0 13	0 15
" 1892 "	0 16	0 18 1/2
Honey, extracted	0 05	0 07
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb. 10 1/2	0 11	
Pork, mess, p. bbl	18	00
" short cut	17 50	18 00
Hams, smoked, per lb	0 13	
" pickled	0 12	
Bellies	0 13	
Rolls	0 10 1/2	
Backs	0 12 1/2	0 13
Lard, Canadian, per lb	0 12	0 12 1/2
Compound	0 10	
Tallow, refined, per lb.	0 05	0 05 1/2
" rough, "	0 02	

RICE, ETC.

		Per lb
Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	5 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca, ...	5	5 1/2

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African, "	16	18
Cassia, fine to pure	18	25
Cloves, "	14	25
Allspice, choice to pure	12	15
Cayenne, "	30	35
Nutmegs, "	75	1 20
Mace, "	1 00	1 35
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and brls	4 1/2	
1st quality white, 3 lb. cartoons.	5 1/2	
Lily White gloss, crates	6 1/2	
Brantford gloss, 1 lb.	7 1/2	
Lily White gloss, 1 lb chromo	6 1/2	
Canada Laundry, Boxes	4 1/2	
Pure Prepared corn	7 1/2	
Challenge Corn	6 1/2	
Rice Starch, fancy cartoons	8 1/2	
" cubes	7 1/2	

KINGSFORD'S OSWEGO STARCH.

Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages	8	
12-lb "	8 1/2	
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9 1/2	
40-lb " 1/2 lb. "	10	
40-lb " assorted 1/2 and 1/4 lbs.	9 1/2	
6-lb " sliding covers	9 1/2	
38 to 45 lb boxes	9	

Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages	8 1/2	
20-lb "	8 1/2	

ST. LAWRENCE STARCH CO.'S

Culinary Starches—		
St. Lawrence corn starch	7	
Durham oorn starch	6 1/2	
Laundry Starches—		
No. 1, White, 4 lb. Cartons	4 1/2	
" " Bbls	4 1/2	
" " Kegs	4 1/2	
Canada Laundry	4	
Ivory Gloss, six 6 lb. boxes, slid- ing covers	6 1/2	
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	
Ivory Starch in cases of 40 packages	\$3 00	

SUGAR.

		c. per lb
Granulated	4 1/2	
Paris Lump, bbls and 100 lb. bxs	5 1/2	
" 50 lb. boxes	5 1/2	
Extra Ground, bbls	5 1/2	
" less than a bbl	6	
Powdered, bbls	5 1/2	
" less than a bbl	5 1/2	
Extra bright refined	4 1/2	
Bright Yellow	3 1/2	
Medium	3 1/2	
Brown	3 1/2	

SALT.

Bbl salt, car lots	1 00	
Coarse, car lots, F.O.B.	0 65	
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 00	
" small lots	1 25	
" quarter-sacks	0 40	0 45
Common, fine car lots	0 75	
" small lots	0 95	1 00
Rock salt, per ton	12 00	
Liverpool coarse	0 75	0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
		bbls. 1/2 bbls
D	2 1/2	
M	2 1/2	2 1/2
B	2 1/2	3 1/2

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

We Advertise Extensively in Newfoundland
AND IN THE PROVINCES OF
NOVA SCOTIA, NEW BRUNSWICK,
PRINCE EDWARD ISLAND,
ONTARIO, QUEBEC, MANITOBA,
and BRITISH COLUMBIA.

This should encourage the Wholesale and Retail to keep
and push the Sale of

Johnston's Fluid Beef.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imita-
tions of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, 1n 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, 1n 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	2 1/2	3
E.V.B.	2 1/2	2 1/2
E. Superior	2 1/2	2 1/2
XX	2 1/2	2 1/2
XXX	2 1/2	3
Crown	3	3 1/2

MOLASSES.	Per gal
Trinidad, in puncheons...	0 35 0 37
" bbls	0 38 0 46
" 1/2 bbls	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 4 1/2 lb bars, wax W	"	4 1/2
John A. cake, wax W. per doz		42
Mayflower, cake		42
Gem, 3 lb bars per lb.		3 1/2
" 13 oz, 1 and 2 lb bars		3 1/2
Queen's Laundry, per bar.....		5 1/2
Pride of Kitchen, per box.....		2 75
Sunshine, boxes, 100 tablets		6 50
" 50		3 40

MORSE'S SOAPS.

Mikado (wrapped)	Per lb	0 04 1/2
Eclipse		0 04 1/2
Stanley Bar		0 04 1/2
Defiance		0 04 1/2
Toronto, 12 oz.....	Per doz	0 50
Ruby, 10 oz		0 30
Monster, 8 oz		0 24
Detroit, 14 oz		0 48
Lily White		0 80
Everyday		0 80
Queen City, 14 oz		0 72

Mottled in 5 box lots, 100 bars	5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00

Royal Magnum	Per doz	0 25
" 25 doz per box		0 20
Anchor, Assorted		0 40
" Castile		0 50
Morse's Assorted		0 45
Morse's Rose		0 45
" Windsor		0 45
" Castile		0 45
Bouquet, paper and wood		0 80
Prize Magnum, White Castile		0 72
" Honey		0 72
" Glycerine		0 72
" Oatmeal		0 72

" Honeysuckle	Per box	0 72
Sweet Briar		0 85
Extra Perfume		0 55
Old Brown Windsor Squares		0 30
White Lavender		1 00

White Castile Bars	Per doz	0 85
White Oatmeal		0 85
Persian Bouquet, paper		2 50
Oriental		0 45
Pure Coconut, 3 doz. bxs, wood		0 40
Heliotrope paper		1 50
Carnation		0 60
Rose Bouquet		0 80
Cocoa Castile		0 40
Arcadian		0 45
New Arcadian, per gross		4 25
Ocean Bouquet		0 45
Barber's Bar, per lb		0 25
Pure Bath		1 00
Magnolia		1 20
Oatmeal		0 85

Unscented Glycerine	0 90
Gray Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.

CHINA GREENS	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 40 lb boxes	51

Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 6 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING,

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16 1/2 lbs	54
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs	51
Banner, 2 x 3, 7s. caddies about	
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs	46
Louise, Solace, 12s. caddies about	
16 lbs	46
Florence, Solace, 12s. caddies	
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 oz. Spaced 6s.	
Rough and ready, Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20 1/2 lbs.	49
Currency, 3 x 3, 7s. Rough and	
ready, Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 13s. Caddies	
about 21 lbs.	50
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
23 lbs.	47
Morning Star, 12s. Butts about	
23 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M

Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION OUT TOBACCO WORKS, MON-	
TREAL.	

CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

OUT TOBACCO.

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No 1...	\$1 70
" " " "	No 2...	1 98
Pails, 2 hoops, clear	" " "	1 60
" " " "	" " "	1 80
" " " "	" " "	1 80
Tubs, No. 0		9 50
" " "		8 00
" " "		7 00
" " "		6 00
Washboards, Globe		\$1 90
" " "		2 00
" " "		1 40
" " "		2 25
" " "		1 70
" " "		1 60
" " "		1 30
" " "		1 85
" " "		2 75
" " "		2 25
" " "		1 90
" " "		1 80
" " "		1 75
" " "		1 30

Matches, 5 case lots, single cases	
Parlor	1 60
Telephone	3 60
Telephone	3 80
Safety	4 20
French	3 75

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

HOUSEKEEPER'S QUICK WASHING COMPOUND	
Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

PEERLESS WASHING COMPOUND.	
per case	
1/2 lb packages, 12 doz in case	\$4 50
1 lb " 6	3 90
1 lb " 3	3 60
5 cts " 100	3 50

YEAST.	
BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
1 " 2 doz. 10c. "	1 00

BREADMAKER'S	
per box	
5c packages 36 in box	1 00
2c " 45 in box	0 50

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ST. LAWRENCE SUGAR REFINING CO'S
GRANULATED
AND YELLOWS
AND SYRUPS
ARE PURE.

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THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

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Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
 and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

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The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

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Best sample rooms west of Winnipeg. Strictly first-class.

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The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

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The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

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COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by all grocers.



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GROCER

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MANUFACTURERS OF



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Butcher and Crockery baskets.
Fruit package of all descriptions.

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DURABLE PAILS AND TUBS.



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SOAP

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Choice
Retailing
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JOHN PETERS & CO.,
General Commission Merchants
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Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Cur-
ing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not
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Two Silver Medals, at Industrial Exhibition
Toronto, 1890, for our "Acme" Table Salt and
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Florida Oranges,
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Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

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Telephone 1471.
Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



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SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
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Standard Goods of Am-
erica (established in
1862). Once tried, al-
ways used.

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Detroit, Mich. - Windsor, Ont.

Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

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February is the Month for
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Lamps. Just enough in a
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And good stock too, not
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ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

VOL. VII.

TORONTO, FEBRUARY 10, 1893.

No. 6

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To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

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CROSS OF THE
LEGION OF HONOUR

Bulls Head
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RAILROAD AND STEAMSHIP
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MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

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BAKING
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Dont fail to handle

THE CELEBRATED IMPORTED

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ANNUAL SALES EXCEED 33 MILLION LBS.

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OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

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In consequence of large
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Spices, Coffees, Extracts
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French Mustard, Catsup and Fruit Relish. The finest
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FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

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"GOLD MEDAL," SWEET.

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¼ lb. cakes.

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Each cake moulded in 10 divisions.

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The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



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Wanted, one Dealer in each District to sell Preservitas to Dairy-men.

Consignments of Butter, Cheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

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Advertisements for assistants in retail and wholesale houses, under this head, free.

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, experienced salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Rox 342, Woodstock, Ont.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

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WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

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Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, FEBRUARY 10, 1893.

No. 6

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

Once again has Mr. Taylor essayed to test the feeling of the members of the House of Commons regarding the desirability of prohibiting the importation into Canada or the manufacture therein of lard adulterated with cotton seed oil or other injurious ingredients." The resolution is similar to that which the Hon. gentleman introduced in 1888. He argued along the line that the impure article entered into competition with the fat of the Canadian hog raised for home consumption and therefore should be disallowed. He pointed out that one-and-a-half million pounds of oleomargarine was imported into the country against 246,000 pounds of butter for home consumption. Of the latter 237,500 pounds went into British Columbia. Of lard 2,000 pounds came from England and 690,766 pounds from the United States. The fate of the resolution is yet in suspension.

* * *

There is one country at least in which the farmer's lot is not growing less happy. It is the colony of Victoria, Australia, where both land and stock have notably increased in value of late, the former being worth £1 an acre more than formerly and the latter £1 per head more. The principal reason advanced for this happy condition of affairs is the development of the butter industry, and the Government expert is the authority. The profits realized by the Victorian farmers

in the production of butter for the year 1892 amounted to £250,000 sterling. Not satisfied with this, the farmers are discussing ways and means of making this particular industry still more lucrative. Provided the state of the market be unaltered and the industry of butter making continues to develop at the present rate, the Government dairy expert anticipates that this year the net gains will double those of 1893, and that in 1894 they will reach the tidy little sum of £750,000.

* * *

Would that we in Canada could show such a favorable development in the butter-making industry! If we have not in the past, however, there is no reason why we should not in the future. The conditions are favorable; we have the stock and a good climate. But the trouble is in the manufacture; our methods are antiquated, and the product lacks that uniformity so essential to give it an entrance to the British market. The Dominion and Provincial governments have inaugurated what may be termed a progressive butter policy. But Canadian butter has fallen into such poor reputation abroad that it will take time and perseverance before it can obtain the favor and patronage of the fastidious English consumer. We will get it, however, and the continuance of the methods used to obtain it will keep it. And country merchants can assist in securing the desideratum by exercising more discrimination when taking butter from the farmers and when packing it and shipping it off to the city commission men.

* * *

Excellent as is the public school system of Ontario, a good many persons are of the impression that it is not as practical as it might be. Deputy Minister of Agriculture James is among those who hold that view. In his essay on "The Teaching of Agriculture in the Public Schools," he points out

that the true history of this province has been worked out upon the farm, in clearing the forest, in reclaiming the swamp, in the construction of roads, in the improvement of our stock, and the development of our produce for market. "How many can tell when improved stock was first introduced into Canada?" he asks. And then he proceeds to give some of the desired information: "In 1864 the first cheese factory was built in Ontario, in the country of Oxford, and by 1867 the system was fairly established in the east and the west of making cheese in co-operative factories instead of in the farm dairies. To-day, twenty-eight years afterwards, there are in Ontario alone 838 factories in operation, producing annually 2,000,000 pounds of cheese, worth \$8,000,000. The cheese exports of Canada are over 27 per cent. of the entire agricultural exports, and nearly 12 per cent. of the total exports. The growth of cheese exports since the introduction of the factory system may be seen from the following:—In 1866, \$123,494; in 1871, \$1,109,906; in 1876, \$4,050,008; in 1881, \$5,510,443; in 1886, \$6,754,626; in 1891, \$9,508,800. These and kindred subjects are what he urges should find a larger place in the curriculum of the rural schools.

* * *

Mr. Nicholas Flood Davin, M^r P. for West Assiniboia has given notice of a bill to abolish the privilege of grinding in bond. The privilege has been in force since 1880. Mr. Davin, in introducing his bill, was not traveling exactly along the line of facts when he intimated that the privilege was granted Ontario millers because they could not at that time get enough wheat in this country to keep their mills running. What it was really created for, was to ensure to the miller a supply of wheat, whereby he might be able to compete, on an equal footing, with his American confrere in the British market. At

least this what the millers themselves contend. Under the present system, if Canadian wheat should rise in value above that of the American the miller in this country can send across the border, get the wheat he desires, run it through his mill in bond and then export the product to Great Britain on the same basis as the miller across the line. From what we can gather there has practically been no wheat ground in bond during the last year or so, but the millers are loath to part with it nevertheless. "I look upon it as being something like a safety valve, we may never have any further use for it, but if we should we would want it to act quickly," said one miller to the GROCER.

* * *

The millers also contend that the privilege of grinding in bond tends, in the long run, to ensure a better price to the Canadian farmer for his wheat. And they reason something like this: "It is well known that you can get a better price for an article that is always before the public than you can for one that is only on the market occasionally. Well, then, supposing these grinding in bond privileges were taken away and the price of Canadian wheat was to reach a point which would prevent our selling flour in the British market as cheap as the Americans, what would be our position? Why it would simply mean that we would have to cease exporting till prices dropped sufficiently to enable us to again ship at a profit. But in the meantime we would have probably lost our grip on the market there. The result would be that we would be compelled to accept proportionally lower prices, and of course we would in turn have to pay the farmer less for his wheat."

* * *

Compared with the growth of other Canadian industries, that of canning has no reason to hang its head. On the contrary it has increased in importance about as rapidly as any of them, and in probably no particular more so than in the canning of peas. Heretofore the French article has been king. Now not only is the Canadian article displacing the foreign, but it has deigned to cross the Atlantic and do battle with it in its stronghold in Great Britain. And even there it promises to be a competitor by no means to be ignored. Several sales of Canadian canned peas have been made there, and the prospects are reported bright for further orders.

* * *

There is a shortage of over two million

hogs in the United States, and it is estimated that for the packing season, from November to March, it will reach 3,000,000 hogs. This is being used as an illustration to induce the American farmer to go more extensively into hog raising. The same argument might be extended to the Canadian farmer. Comparatively speaking, hog raising is attended with less labor than any other branch of stock raising and there is always a demand for good animals.

* * *

The position of red clover is such that those who are handling the article will do well to exercise a good deal of care. The lightness of the crop in the United States last year has enabled certain speculators to get it in a corner. It seems that the greater portion is held in Toledo, a centre of one of the red clover growing districts. The effect of this corner has been to greatly excite the Canadian as well as the United States market. The western parts of the Province of Ontario is particularly agitated, and exceptionally high prices are being paid by those who have caught the speculative fever. Those who seem to be the most affected outside the producers are country merchants. The big seed dealers profess to be little concerned, and they are refusing to pay more than what they consider the legitimate value. Corners are as a rule uncertain things, for there is no telling when the barriers that enclose them may be knocked away, and the less faith one pins in them the better.

* * *

The grocers of New York are having a hard time of it in their fight for free berry packages. The fruit receivers have expressed their willingness to comply with the demands of the grocers, but the great obstacle yet to be overcome is the objection of the growers. As the receivers and the growers are standing together, it is expected that the desideratum will yet be obtained.

* * *

The retail grocers of Indiana propose to petition its legislature to pass a law that will protect them from deadbeats. A legislature can do much in the way of providing means for the punishment of fraudulent persons and but comparatively little in the way of protecting the public against them. Burglary is unlawful, but if doors and windows are imperfectly fastened the midnight mechanic occasionally effects an entrance and carries off the goods and chattels. So with regard to dead beats. The best kind of pro-

tection is precaution. The possession of a list of persons unworthy of credit is a good thing, but a rule not to trust anyone until his ability to pay and honesty has been established, is better.

* * *

Politeness is one of the essentials necessary to success in the grocery business. Civility is said to be one of the scarcest articles in the market. If this is true it is all the more reason why it should be cultivated. Diamonds cannot be secured by all, but the possession of the jewel of politeness is within the possibility of every one. The grocer who is morose and sullen cannot expect to make much headway in this day and generation, when competition is keen and it is necessary to have sails trimmed to catch every favorable breeze. Some business men, realizing the importance of politeness, furnish their clerks with rules for their government in this respect. Politeness overdone is toadyism. This is offensive, and care should be exercised to prevent the rushing off into this extreme.

* * *

It has been some time since the grocery market was so strong generally. Teas and coffees are threatening to reach a point where consumption will be checked. In fact, in the case of the latter this seems to have been already done. Canned goods have also a firmer tone, and fruits are in a rather better position. The advance in canned meats has been considerable. Even sugars continue to hold their own. Such allied articles as lard and oatmeal also show substantial advances.

* * *

A good many merchants lose accounts because they are diffident. An account should be presented as soon as it is due. No man ought to be timid about asking for what is his own. The retailer should remember that he has obligations to the wholesaler that he must discharge, and this he cannot do unless he is prompt in his demands upon his customers.

* * *

Good country roads is the desideratum which about every municipality on this continent is seeking. The New York World has taken such an interest in the matter that it has sent out an exploring wagon for searching out bad roads in the neighborhood of the city. Good highways are only a question of money and time.

HAVE ASSIGNEES HAD THEIR DAY?

We live in a period of evolution. For years the official assignee has been a prominent figure in the commercial world. He was a necessity of the age, and upon the misfortunes of others he lived and thrived. In the settlement of difficulties between debtor and creditor he was called in as counsellor. When the debtor, weighed down by his burdens, could carry on his business no longer, the assignee was placed in charge. When the estate was to be wound up on him devolved the duty.

During the last five or six years the number of assignees have increased at a rapid rate. The influx to the profession was induced by the large number of failures from time to time occurring. Accountants saw in it an opportunity for making more money, and into the business many of them launched. As in other professions, some were successful but a good many were not. They could not all, like Cæsar, say: "I came, I saw, I conquered."

During the last twelve months or so there has been a marked decrease, not only in the number of failures, but also in the average of liabilities. As a result there came a falling off in the demand for assignees. Some of them did not get much to do even in the days when the crop of business failures was large; under the altered circumstances they could not glean enough "wherewithal they might be clothed." Some of them, as a consequence, have gone out of the business altogether, while with others the assignee branch has become a secondary consideration, their energies being devoted to the cultivation of expert accountancy, such as auditing and the supervision of books. Even the largest assignee firms in this city have had recourse to this plan, and they seem to be finding plenty of employment in this sphere for their talents.

MINERAL WATERS AND GINGER ALE.

The quality of an article and its adaptability to the public taste can often be only ascertained after years of actual trial in competition with other similar articles. If after such a trial it emerges with increased popularity, it has found a place in the market which time will strengthen instead of weaken. We see this in some of the cocoas, mustards, pickles, etc., which, after being a large number of years on the market, are still increasing in popularity.

The same illustration applies to the ginger ales and mineral waters manufactured by

Charles Wilson, of this city. He obtained his first insight into the business in 1850, when in the city of Montreal he was apprenticed to the bottling trade. The cause of non-success to many a young man is wrong choice of avocation. But Mr. Wilson evidently did not make a mistake, for the apprentice in a comparatively short time rose to be manager and subsequently to a partnership in the enterprise. Even here he did not stop, for a few years later he retired from the partnership. He wanted a larger and freer field where he could put into practice the ideas he had stored up during years of experience. And so he established, on his own account, a factory with a capacity of 300 dozen a day. The product of the new factory rapidly became popular, and very soon it was found necessary, in order to supply the demand, to put in additional machinery and appliances, increasing the output to 1,000 dozen per day.

Seventeen years ago Mr. Wilson saw what he considered to be a larger field in Toronto. He accordingly sold out his Montreal factory and came to the Queen City. Here he had new fields to conquer, and well has he succeeded. Not long after he commenced business in Toronto he exhibited his ginger ales and mineral waters at the Centennial Exhibition in Philadelphia, where he was awarded a certificate and medal. At the Metropolitan International Exhibition, held in Sydney, New South Wales, he carried off another medal. Satisfactory as were these awards to Mr. Wilson, the awards of a liberal public patronage have been more so. The one was obtained as the result of a test by a few judges; the other from a critical public after years of acquaintanceship.

The factory, which is situated at 519 Sherbourne street, is fitted up with the latest approved appliances and machinery, and from a point of completeness is said to be unsurpassed in Canada. Seventeen hands are employed. The factory turns out all kinds of mineral waters, soda water in syphons and other bottles, ginger ale in quart and pint bottles, sarsaparilla, lemonade, cream soda, etc. The best of ingredients, competent workmen and personal supervision by the proprietor are the factors which have given Wilson's mineral waters and ginger ales the high reputation they now possess, and as long as these exist his products will continue to be known as the standard.

CONGRATULATIONS, MR. CORRIE.

Mr. R. M. Corrie, the popular secretary of the Toronto Retail Grocers' Association has joined the ranks of the benedicts. The ceremony that raised him to the new sphere of life was performed on the 23rd of last month, but it was only a few days ago that it was given publicly and then only after he had returned from his wedding trip. The nuptial knot was tied by Rev. Wm. Patter-

son of Cooke's church at the Parsonage, and after the ceremony the happy couple took the afternoon train for the west. The honeymoon was spent in the principal cities and towns in Western Ontario and in Detroit.

Now that the matter is no longer a secret congratulations have been showering in from all sides and Mr. Corrie has been kept busy returning the warm grasps of his friends.

The bride was Miss Lily, youngest daughter of Mr. F. S. Grantham of 786 Queen street east. THE GROCER tenders its congratulations to Mr. and Mrs. Corrie, and hopes that their joys will be many and sorrows few.

AMERICAN TEA.

It was grown in South Carolina and is equal to the best English Breakfast, says Retail Grocers' Advocate. The first marketable tea ever produced in the United States was brought to Baltimore by Charles U. Shepard, of Summerfield, S. C., who grew and cured the plant on his farm. The American tea was tested by Mr. Gillet Gill, who pronounced it equal to the best high-grade English breakfast tea and superior to many grades that come from India and China. The samples brought here by Mr. Shepard are all of one quality and character—black, crisp and well scented. It makes a strong beverage. The quality of the American tea is said by Mr. Gill to be due solely to its treatment in fermentation and curing. Other methods of curing the American product will produce tea similar to the several brands that come from India and China. Judging from Mr. Shepard's samples, Mr. Gill says he believes the successful growing of tea in the United States is established and that the industry should be encouraged and fostered. Mr. Shepard raised only forty pounds of tea this year, which was cured in an ordinary fruit evaporator.

NOT AN EASY TASK.

When you talk about well-posted grocers did you ever pause to consider the number of articles handled by a grocer, and the necessity for him to understand the merits and variation in quality of each and every one of them? asks Retail Grocer's Journal. The well-posted retail grocer is a regular encyclopedia of knowledge on food products. He has to run up against the department men in the wholesale houses, who give their whole attention to one particular line, and who are not presumed to interfere with each other. To hold his own he has to cope with the knowledge of men who are specialists in their line, the managers of the coffee, cigars and tobacco, tea, canned goods, and fancy groceries departments. Those who think this is an easy task are in error. The successful retail grocer deserves credit for holding his own.

WATCHMAN! WHAT OF THE NIGHT? WILL THE NIGHT SOON PASS?

4 Edge Lane, Charlton-cum-Hardy,
Manchester, England.

January 24, '93.

SIR,—I often fancy I hear that cry ringing over the ocean from England's sons in Canada; and, if at the present juncture Canadian dairy owners, packers and shippers, will bestir themselves, I can with confidence reply: "The night is departing; the day is at hand." Who will point the right way? Which path leads to the desired goal? Let us examine the question.

Casting my eye over the events of the last few years in connection with Canada and its output of food products, and more particularly its dairy and hog products, and its method of disposing of them, the question forces itself upon me, are the Canadian packers setting to work in such a way as to realize the best price obtainable for their goods, and to secure them a fair, competitive position in the English market? I confess I don't believe they are.

As an Englishman, and belonging to an old English family, I hate the idea of Canada pushing before the United States, and accepting any terms they like to impose if they will only take her produce. Speaking also as an English trader, and as one who knows a little of what he is talking about, I say there is no need of anything of the kind. We over here can dispose of all the output from Canada's dairies and packing houses, and at remunerative prices; or at least at far more remunerative prices than she gets now, if we only have the chance. How do these goods at present reach us in Manchester and the adjoining large towns? Through the medium of Liverpool houses, all or nearly all of them largely interested in the dairies and packing houses of the States. The result naturally is that Canadian produce does not get its proper and legitimate chance. They play the proverbial "bat and shuttlecock" game with Canadian produce. They ring, corner, and juggle with it as they like.

I wanted some Canadian bacon the other day, and, happening to have a representative of one of the largest firms of packers in the States in my office, I asked him where I could get it. He replied: "I guess we handle as much or more than anybody." "And what are you going to do with it, pray?" I asked. "If the Canadian had their wits about them they would keep it out of your hands." "Oh, well," he replied, "its no use arguing this thing with you. We know you are a real, blasted Britisher." "Decidedly so," I answered, "and of the most pronounced type." Canadian produce is altogether finer than that of the States, and should be competing successfully with Danish and Irish in the English market, instead of being pitted against American. But this will not be done unless different tactics are adopted, or, if it done under

existing conditions, most of the benefit will stay with the Liverpool merchants.

The Liverpool Association of Provision Merchants is as strong as it is relentlessly cruel, but if any good firm in Canada would have courage enough to try direct representation here in Manchester, they would quickly find it pay, and pay well. The only condition to the success of such a move is that the representative must be a man of tact, influence, and experience; and, mark, his influence must be here rather than, and much more than, in Canada. We get plenty of foreign representatives who are well up in their trade, and have influence enough at home, but who are hopelessly in the dark over here. The result, of course, is silly bungling.

I was addressing an influential body of tradesmen in the north of England a few months ago. I was speaking of American produce, when it crossed my mind to try a little appeal to the patriotism of my audience in the matter of Canada versus the States. The ringing applause that followed I have not forgotten, and shall not soon forget. These men were large retailers. Liverpool produce merchants are built of granite; they know no such feeling in trade matters. This question of clashing interests reminds me of one we had to deal with six years ago, and which illustrates my meaning perfectly. England had been for generations dependent upon the Continent of Europe for her supply of yeast, Holland, France and Germany competing for the trade. Through some stupid law the distillers of the United Kingdom were prohibited from turning out yeast of the strength and quality we got from these countries. However, permission was obtained to try an experiment in Scotland, whereupon plant was put down at Cameron Bridge, and samples were sent out. I believe I tried the first sample which reached Lancashire, and I reported it to be equal to the finest French or Hamburg. Three weeks later a friend of mine in the trade told me he had the chance of being sub-agent for this article. "Only sub-agent," said I. "You are the very man to be direct agent." He replied that a gentleman in Liverpool (also of my acquaintance) had been appointed agent. "Well," I exclaimed, "Of all the stupid moves this is the worst. Why, that man is manager of a large distillery, and will shortly be a strong competitor in the market. The sequel was exactly as I had predicted, the result being the cancelling of the Scotch manufacturers' engagement with Liverpool, to their ultimate advantage. A heavy demand soon sprang up for the article, and a large trade was and is still being done.

Let it not be forgotten that Manchester is the greatest distributing centre in the world, and that within a radius of less than twenty miles of Manchester there is a population denser than that of London. When we get the ship canal opened clean through to this city shippers will begin to realize what the

enormous volume of trade that rolls through Manchester is, while Liverpool will feel proportionately sick. We here are weary of starvation profits. We are equally weary of feeding the Liverpool vampires. They act just like a centrifugal cream separator upon the Manchester provision trade. They get the cream; we can have the skim milk—and be thankful. The McKinley tariff is bad, but the Liverpool extractor will run it a close race. I call to mind a picture of a cow, two farmers, and a lawyer. One farmer has the cow by the horns, the other has her by the tail. Each is tugging for dear life for possession of the beast, which the lawyer quietly milks meanwhile.

Put the Liverpool provision merchant where the lawyer is, and you have it. Neither the Canadian producer nor the real distributor here gets his proper profit. Liverpool and the States take first bite.

This is clearly wrong. Direct representation is what Canada requires, and I feel convinced that a fair trial of it would prove to Canadian farmers and packers that this is their best policy. It is obvious that if produce can pass direct from Canada to the large retailers here without filtering through this bed of spongy merchants, both ends must feel the benefit. There is no difficulty in effecting this at fair prices, and I should be pleased to discuss the matter with Canadians at length.

I had thought at one time of ventilating the subject through the pages of our own trade paper, the Grocers' Review, but on second thought I determined to go direct to the fountain head and put before Canadians themselves the views I hold on this most important question. Trusting its interest may secure insertion of my letter,

I remain yours, etc.,

W. TORKINGTON.

RETICENT AT MEETING.

The retail grocer is as a rule, a very bashful man, says an exchange. He may be eloquent in his store, and behind his counter, yet the moment he enters the meeting room of his association he is as mute as an oyster. Of course, there are some exceptions, and it is well that it is so, else the gatherings would partake very much of the quaker meeting order. At times he feels that he will arise and take part in the business before the house, but his courage seems to ooze out at his finger ends, and he is held spell-bound until the meeting ends, when he feels himself set free, and his tongue has again resumed its natural elasticity and flow of speech.

This is want of confidence in yourself, and it is nothing more, and it should be overcome. Don't let your determination to speak out in a meeting on matters in which you are interested, be nullified by the want of a little courage on your part. Get up and have your say—every time you do so you will find it easier, and before you know it, you will be able to talk as well, and as long as some of the most eloquent of the speakers at the meeting.

MISREPRESENTING GOODS.

There is little question but that, theoretically, the average merchant subscribes to the highest ethics of shop-keeping, says the Michigan Tradesman. He finds, indeed, a certain moral satisfaction when giving his concurrence to the opinions of speakers and writers on trade topics, who assume to teach from an elevated point of view, and though it is a question when, after all, in the practical application of such theories, there is not a great deal of divergence from theory itself, possibly the temptation to have a lower code of business ethics than what is conceived to be absolutely just, has its strongest force in the matter of representing goods to customers.

An esteemed English contemporary suggests that "there is a song of a not very elevated character which carries the refrain, 'It's all right, if you love the girl, and we fear,' it adds, "there may be here and there a tradesman who sings as a lullaby to his own conscience. 'It's all right, if you sell the goods.' But is it? Is it even all safe and prudent and good policy?"

While this may be regarded as shifting the question to a very much lower plane, it has the advantage of attracting more attention. Our English contemporary argues that the chief reason for a lowering in ethical consideration of the practical side of this question is that "we all know how to live up-rightly and won't, whereas we do not know how to make fortunes and wish we did." It, undoubtedly, is true, that business morally has a much better chance, if the odds are in favor of its paying a dividend in hard cash.

The solution of this question in a way that deals fairly with the consumer and satisfies him, and justifies the merchant's own conscience, even when tried rigidly by the standard of the highest business ethics, is to handle only good goods.

We have no question that a man is a better man, better satisfied with himself, better contented with his business, more successful in his business, more popular with his customers, and more likely to obtain larger custom, if he sells goods that he does not feel he is compelled to misrepresent in order to make them move. Good goods at fair prices, when put into practical effect, therefore satisfies not only the moral, but the material side of the merchant's life. There can be no possible reason why a merchant should not adopt that motto as his own, and put into practical operation. Poor goods at any price do not pay in the long run. Good goods at a fair price always pay.

THE RICE TRADE.

Among the earliest grains that have been cultivated for food by the human race, rice has taken the most prominent part, says the New Orleans Delta. The area of cultivation has been broader, and the amount of the grain produced has been greater than any other cereal. Its introduction into China is wrapt in the mists of tradition, though the historians of the Celestial Empire gravely state that it was first cultivated 2822 years B.C. No proof can be given for this statement, yet it is a fact that royal favor has been extended to encourage its cultivation. Its success or failure as a crop, at the present time, means plenty or famine to about 800,000,000 people.

Owing to the cheapness of labor in the countries of the east, the methods of culture are rude in the extreme. Almost

everything is done by human hands as men are numerous, and little value is put upon their labor. Both upland and lowland rice is grown in China and India, but with an immense acreage lying on each side of rivers and smaller streams, with low banks that annually flood the adjacent territory, it is easy to raise lowland rice, in many sections two crops being produced each year. The grain is harvested in the most primitive manner, the yield, however, being enormous, amounting in a season to 250 billion pounds, equal to about fifteen hundred times as much as that produced in the whole of the United States.

The production of rice in the United States presents no such startling figures as that of the east, which raises this cereal not only for the consumption of its enormous population, but ships it to the thickly populated portions of Europe, England, Germany and France taking a large proportion of the export. But from the beginning of rice culture in the United States to the present, most gratifying progress has been made. The first rice was brought to Charleston, S.C., in 1694 by a vessel from Madagascar to Liverpool, driven out of its course by storms. The captain gave a handful of rough rice from the cook's stores to Landgrave Thomas Smith, who was at that time governor of the colony. He planted it in his garden. From the seed raised the colonists were supplied, and this was the beginning of the Carolina rice industry. This new food product was a great boon to the settlers in a new country. The product soon amounted to a much greater yield than was needed for home consumption, and from 1720 to 1729 inclusive the exports were 44,081 tons. From 1730 to 1739 the exports reached 99,905 tons. Most of this rice went to Holland, Hamburg and Bremen. Thirty years after over 24,000 tons were shipped in a single year, of which Great Britain took 12,000 tons. Up to 1860 rice was an important article of export, but from that date the home demand has been greater than the amount grown in this country. In 1870-1 the total rice production of the United States was 52,892,400 pounds, and in 1891-2 it was 155,665,600 pounds.

NEGATIVE ATTRIBUTES OF THE MERCHANT.

A little boy once defined "salt" as "the stuff that makes potatoes taste bad when you don't put any of it on!" This delightful definition suggests that what not to do is as important a question in developing a success as the question of what to do; and suggests also that the negative qualities in a merchant's equipment may be as necessary to consider as his positive requirements, says The Keystone.

Let us name, then, some of these valuable negative methods of the proper merchant, confining ourselves to mental characteristics and ignoring, for the present, practical details.

He does not pretend to know everything; he conveys the impression to his customer that he absorbs wisdom from that customer on all subjects outside his vocation.

He does not dispute with the customer, for he knows that "to win the argument is to lose the sale."

He is not brusque to strangers. He cannot fathom the stranger's business in advance, and may possibly close the door to a good buyer.

He does not boast of his extravagancies. There are more men in the world of

economical habits than there are spend thrift fools, and it is always well to "tie to" the good opinion of the good housekeeper.

He does not interrupt, does not look bored.

He does not call people "cranks" who disagree with him; for he knows that everybody, including himself, is a crank to some degree.

He is not fussy and demonstrative in his forms of politeness; and therein shows that he is well bred.

He is not ungenerous in his comments on competitors. He recognizes the wit of "damning with faint praise"; possibly he goes further and praises to the point that carries a conviction to the mind of the listener that such generous mention of a rival could only issue from assured prosperity.

He is not insensible to the advantage of "keeping in" with the society leaders, especially of the gentler sex. He knows the value of this potent medium of advertising.

He is not—so many things that it would be safe to state, comprehensively in, describing the true merchant—he is not unlike the true merchant.—Industrial Journal.

RAISIN GROWERS' TRUST.

The California raisin growers continue hopefully forming combinations, though past experience has not proved that the efforts are likely to be of much use. Recent advices are that the growers of that state are forming a trust to be known as The California State Raisin Growers' Association, and some final arrangements were made at a meeting of producers in Fresno last week. It is said that the packers and brokers are to be admitted to the organization, but will have to pay a higher entrance fee than growers, and that in the executive committee of sixty, which is to be selected, forty will be growers. According to the plan of the trust, it is understood, the packers and growers must give bond to maintain prices. Raisins will be consigned only to packers and brokers who have given \$10,000 and \$20,000 bonds respectively, not to sell at a figure under the set price.

A STORY OF AN ENGAGEMENT RING.

"When I was a young man," said Bodkins, "I was employed in a large house in the city, and fell in love with a young woman, to whom I became engaged. About two months before we were to be married I was sent to Australia on important business, occasioned by the death of one of the firm in that country. I took an affectionate leave of my intended, and promised to write to her often.

"I was detained longer than I expected, but just before I sailed for home I bought a valuable diamond ring, intending it as a present for my sweetheart.

"As I was nearing the shore, and reading a paper which the pilot had brought on board, I saw the announcement of her marriage with another, a man I knew very well, which so enraged me that I threw the ring overboard.

"A few days afterward as I was dining, fish was served, and in eating a portion, I bit into something hard, and what do you suppose it was?"

"The diamond ring," exclaimed several. "No," said the merry Bodkins; "it was a fish bone."

FRENCH CHAMPAGNE.

The vineyard district of France, from which is produced substantially the world's supply of champagne, is contained within an area of thirty miles square. Reims is its commercial and cathedral city. The vine lands of this area produce the white, red and black grapes from which champagne is made, and yet these same roots planted beyond the confines of this district fail to produce grapes from which the high quality of wine, perfect in bouquet and flavor, can be obtained. Why the territory is so limited, why it may not be extended indefinitely, are queries the agricultural chemist has left unanswered. Again, with all the care and attention given to the cultivation of the grape here, it is impossible, from year to year, to attain anything like uniformity in the quality of the harvest from the same vines. The season, with its variety of rain and wind, and sun, seems to be the potent factor. The fertilizers used upon the soil and the care bestowed upon the vines are second to that mightier power.

In some years the harvest is so inferior that the wine made is either saved for blending with later vintage, or bottled and sent out under a label invented by, or bearing the name of some dealer who purchases the entire vintage. Even in the best years some portion of the harvest will fall so far below the required standard that its product can only be labelled and sold as cheap or rejected wine. There is no doubt, however, that the champagne house of France, after learning something of the nicety of the palate of their customers, cater accordingly.

The English taste is said to be the best, the most exacting, and to be satisfied only with the top of the vintage. In fact, there is no first-class hotel or restaurant in England which would pretend to print its champagne wine list without naming the year of the vintage. On this list one will never find the off year vintages—those in favor for the past ten years being 1880, 1884 and 1887. The vintage of the year 1889 is said to be the best for many years. The average host in England offers to his guest not only a choice vintage, but his champagne fully ten years old, while the average host in this country is governed in his selection solely by the label on the bottle. In short, dining as a fine art has reached some of our clubs and some of our homes, but the busy citizen of this country, as a rule, leaves the details of his state or social dinners entirely to his caterer.—Floyd B. Wilson, in December Lippincott's.

CARELESS CLERKS.

There are some employes in stores who, though not really dishonest, are equally dangerous to merchants. Those are the careless ones. Though they will not actually steal, still they are as criminal as the thief. The losses incurred through the carelessness of employes often escape notice, for it is a species of viciousness the results of which are not always apparent. Yet the merchant suffers all the same. Perhaps we are wrong in deeming this trait vicious. At worst it is but a deplorable weakness of character, often not latent, but acquired by an unwise training. For the possession of this drawback in character, people invariably have to lay the blame with those on whom their early training depended. The boy who learns his early

lessons from the man who conducts his business in a slipshod or haphazard manner cannot help possessing a disregard of order in his later years. Habits are easily acquired, but it is woefully hard to rid oneself of them, especially if they are bad habits. The clerk who is careless in even the most trivial things, never will be successful. Business, like life, is a series of incidents; on the attendance of each item depends the success of the whole. The man who shirks, disregards or ignores trifles will not be successful in the main, for great things are but an aggregation of little things.—British Columbia Commercial Journal.

HOPS ON THE PACIFIC COAST.

During December the overland movement of hops from California amounted to 327 tons, of which 279 were from Sacramento, says San Francisco Commercial. During the same month the movement from Portland, via the S. P. Co's connections, reached 305 tons, within 22 tons of the total shipments from this state. While the market may not be termed active, there is still an inquiry of fair proportions, and occasionally a shipment is manifested at a higher figure—as was the case recently, when 22½c was the rate given for a small lot. Sales are also quoted at 19½c per lb. Shipments for the week were small, only 274 lbs. finding an outlet in that way.

A REMARKABLE FIG TREE.

Fig trees grow in Brittany, usually in sheltered places where they are rarely much taller than the structures which protect them. Near Roscoff is a tree of unusual size and which is very famous. It is about the same height as the other trees of the region—say twelve or sixteen feet—but covers with its branches a surface which may be estimated at about four hundred square metres. It is situated in a farm garden. Its single low, gnarled trunk is partly enclosed in a broad wall, so that it is difficult to measure its diameter exactly, but it is in the neighborhood of twenty inches. From it, starting at about six feet from the ground, a great many limbs extend horizontally in all directions—some of them as far as fifty feet. These limbs are supported on two garden walls and on thirty-eight granite posts, between two of the rows of which is a covered alley-way, about eighty feet long. A French writer, M. A. Mehard, says that when he saw this tree for the first time, in September, 1884, it was covered with a thick, green foliage, and had on it a great many figs, some of which were beginning to ripen. He asked how old it was, and was told that the oldest persons in the region had never known it to be different from its present appearance. "How many figs a year does it bear?" "As many as we want; if we pick them every day, there are always some left." "But how many do you pick a day?" "Several baskets

a season" (or two or three months). "Is it still growing?" "Yes, sir; it would soon cover the whole plot if I didn't cut off the ends of the limbs every year." It is true that the tree, though very old, is still vigorous and bears good fruit; and that, notwithstanding the disproportion between the trunk and branches, the latter make good growths. The tree stands at the extreme limit of vegetation approaching the seashore.

EDDY A MATCH FOR THE CANNIBALS.

It was the good ship "Betsy Jane"

From Halifax sailed so gay,
But she got wrecked on a cannibal isle
Some thousands of miles away.

And only two of her crew were saved
From the maw of the hungry sea
And they were seized by the cannibals, who,
Decided to cook them for tea.

Now Jack was plump and the savages grim,
Proceeded this tar to fix
While the cook was essaying a light to procure
By rubbing together two sticks.

Jackeyed the proceedings with mournful gaze
But true to his nature polite,
Remarked, "if you'll kindly permit it, I'll show
You, how civilized men get a light."

He drew a match from out his box
And striking it soon had a blaze
But the niggers were paralyzed almost with
fright
And stood open mouthed with amaze.

For they fancied that Jack was a wizard d'ye
see
And speedily he was released
And Bill his mate was seized and prepared
To furnish the cannibal feast.

Now Bill was possessed of a match box too,
And he, not to be outdone,
Proceeded to try and produce a light
Exactly as Jack had done.

But his matches alas, they all missed fire,
And never a one would light,
And he saw that nothing could help him out
Of his beastly unfortunate plight.

Then up spake Jack: "Oh Bill my mate,
"You now can plainly see
"How blessed a man is who has a wife
"With her head screwed on properlee.

"My Nance, she always will buy of the best
"While your Poll made the fatal mistake
"Of buying of Matches because they were
cheap
"That wasn't of Eddy's make.

"Farewell my shipmate, fare ye well
"I see that the kettle is ready,
And you must be boiled while I live and re-
joice
"That my matches were made by Eddy."

MORAL, Always buy Eddy's Matches.

SHOE BLACKING.

In speaking about shoe-blacking the other day, a gentleman who has given the subject some attention advanced the manner in which the dull material is converted into a shining surface. "The principle ingredient in good shoe polish," said he, "is bone-dust, which is nearly pure carbon. You know that a diamond is the purest form of carbon, and that nothing else glistens so brightly. Well the polishing brush is made of hair, and hair is a good conductor of electricity. Now, I will explain how I account for the polish on your shoes, as a schoolmaster would elucidate an abstruse problem. By using the polishing brush on the surface of your shoe electricity is created by the friction, and you know electricity crystallizes. Well, this is the whole thing in a nutshell: The friction of the brush creates electricity; the electricity crystallizes the blacking and the blacking is converted into diamonds of infinitesimal size. So that whenever you polish your shoes the dusky paste is transformed into glistening gems, and your feet are actually decorated with diamonds."—*Minneapolis Commercial Bulletin.*

ELECTRIC SUGAR REFINING.

After the swindling episode of a few years ago which made the mere mention of electricity in connection with sugar refining an occasion for ridicule, it is agreeable to find that the subtle fluid is really "getting there." "As an instance of the partial employment of electricity in sugar making," says the Sugar Bowl, "may be quoted the fact that at the Hoym factory in Anhalt there has been at work since the middle of November a process for purifying the diffusion juices by means of electricity. The proprietor, Herr Behm, is credited with the statement that the cost of setting up was already covered at the end of five or six days' working. The advantages are said to be: The small quantity of lime required; successful filtration of the scums even where the beets were in very bad condition; easy boiling and evaporation; a dry masse cuite; a polarization always above 98 degrees, with a yield of 71 per cent. or more of the weight of masse cuite. The sugar tests very high, because of the relatively small quantity of ash, varying between 0.36 and 0.40. The crystallization of the lower products was rapid, and high yields were obtained in all sugars. It is thought that the saline contents may be still further reduced by at least 0.10."

In view of these statements, the Merchants' Review, which now so vigorously ridicules the idea of beet sugar culture ever being made profitable in this country without a bounty, is reminded of the old saw—"He laughs best who laughs last." Indeed it is very unsafe, in this day when the unexpected and marvellous is happening so fre-

quently, to do much prophesying about what can be done.

Why, by the time the sugar bounty law expires by limitation, our esteemed may be sweetening his coffee with sugar produced by just pressing the button and at a cost of 2 cents a pound. That is unless retailers conclude to discontinue the practice of selling it for fun rather than for profit.—*Commercial Enquirer.*

TAKE TIME.

Every day you hear some business man or merchant complaining that he gets no time for doing thus and so. It is a very convenient excuse for negligence or lack of a proper system of working. The fact is, there is a time for everything under the sun, if people will only take it, by seizing time by the forelocks as they should. A man has no business to work at anything that he has not ample time for doing, and doing well. If a business man gets insufficient time to attend properly to all the details of his business, there is something radically wrong with his system, or in the running gears of his establishment, that should be righted at once. He lacks sufficient help in some department, or is practicing false economy, or else wasting time somewhere.

Some people foolishly fancy that they get no time for any rest or recreation, they do not even find time to eat or sleep properly, but get so wound up in their business that they fly around like a buzz saw, and those nervous, restless mortals are never still. They are a sort of animated perpetual motion machines. There seems to be no happy medium; people either wear out or rust out, and one way of giving out is as bad as the other.

There is a vast difference between the systematic, methodical, regular, steady-going business man, and the one who flies around until he flies off the handle, and never gets time to properly oil up. These are they who fill our lunatic asylums, or plod around as poor nervous dyspeptics and drop into an early grave, because they never got time to attend to nature's laws. Old father Time reaps them in with his keen-edged scythe, and they are harvested before they are ripe. They have to take time to die, and it is only then that they get their long-neglected rest. The wise man of Holy writ said: "There is a time for all things, a time for rejoicing and a time to mourn."

The true business man never finds time too precious to waste in frivolous things, but he has always time for a pleasant word for those around him. He works like clock-work, and takes time to get around before he runs down. He keeps his hands busy as well. He never wastes time in long stories and useless talk argument. He works easily and smoothly because he is systematic. He finds time to eat his food with a relish, to sleep and rest, to get acquainted with his wife,

and play with his babies. He never says: "I had no time to attend to that little matter," because he is punctual to the stroke. He is like a time-piece well regulated. If he does go on tick he is punctual to the hour. He strikes—"while the iron is hot." He keeps all his appointments and engagements to the letter, and those with whom he deals know that they can trust and depend upon him. He is a good time-piece, and all men look up to him with confidence, that they will never be too late for the train.

It is not steady work that kills. It is nervous, fretful worry. It is letting your clock get too fast or too slow. It is getting out of plumb with the world. My friend, if you are a business man, keep your works clean, well regulated and balanced. Mark time as you go, and do not get wound up too tight, or fly off your balance, until the main-spring of life has worn out by time's unceasing stroke, the wheels have ceased to revolve, and the clock has struck, "never to go again," until it is prepared by the great Creator.—*Detroit Herald of Commerce.*

KEEPING GRAPES FRESH.

The following recipes were given at a fruit growers' meeting in Ohio: 1, Dip the stems of the bunches where broken off, into melted sealing wax and pack them in cotton in large packing boxes. They must be kept where it is dry and cool. 2, Towards the end of October cut the shoots with the cluster attached, sharpen the lower end to a point and stick them into a potato. Spread the branches out on straw or dry hay, so they shall not touch each other. The grapes must be placed where it is dry and cool.

SIZES OF ORANGES.

We note in some of our esteemed contemporaries published in one or other of the newer "citrus belts" that the prospect of a good crop of very large oranges in their localities is spoken of with great exultation. It is not known perhaps to many people besides experienced orange growers and packers, that large oranges are not in highest favor. In the case of apples, pears, peaches, prunes, apricots, grapes or olives, the larger they grow the more valuable the crop. Not so with the orange. A box containing 200 oranges of any grade will generally sell for more in any market than a box of the same size containing 112 or 96. It may be said that the orange is about the only fruit in California whose large size, other things being equal, works against its commercial value. The cause of this is that "an orange is an orange" with many people, and the retailer finds that the price he must ask for the large fruit checks sales; while the hotel men and restaurateurs find that the average guest is much more likely to eat one large orange for his desert than two small ones, probably costing less. Thus for a large part of the trade, the smaller sizes are most popular, especially the paper rind St. Michael. The sizes running 176, 200, or 225 to the box are of late more sought after than those of larger size requiring but 86, 112, 128, 146 or 150 to fill a standard box.—*California Fruit Grower.*

FIGHTING AGAINST LIMITED PRICES.

The New York Retail Grocers' Association has determined to make a fight against the methods frequently adopted by manufacturers and jobbers for the purpose of preventing price cutting, and which is now almost universally known as "limited prices." The association claims that such manipulation of the market is in violation of state laws, and they are determined to bring the matter to the attention of the proper authorities. One of the most prominent members of the association, in discussing the matter with a Commercial Bulletin reporter, said: "The point of the matter is this: Many manufacturers have entered into arrangements with wholesale dealers by which it is immaterial what quantity the retailer is able to buy and pay for, he cannot get his supplies of 'limited goods' at any less price than that at which the wholesaler will sell them. The position of the retail grocer is, that we want a man who has been able to build up a big business by hard work, energy and attention, and who is consequently in a position in which he can buy jobbing quantities, we want him to be placed in a position for buying his supplies equal to any man in the trade. For instance, if I wanted fifty cases of certain goods, and that was the quantity specified to be bought by wholesalers, I ought to be allowed to buy and pay for them at the same price as the wholesaler. In other words, it is not fair that large buyers should, by a combination of wholesalers, be forced to buy their supplies through wholesalers. Nor is it fair that they should be forced to pay manufacturers' prices containing wholesalers' profits. It really resolves itself into a matter of justice. An effort was made, for instance to get the sugar trust to refuse to sell to my firm, but the trust had been supplying us (through one of the component companies) for forty-five years, and refused to cut us off. I wish it distinctly understood, of course, that we do not attack the system by which manufacturers establish a smaller quantity which they will sell to buyers. That is businesslike. But what we want is to have buyers who are able to buy the amounts manufacturers name treated fairly. Retail grocers will always be able to purchase from manufacturers, no matter what limit is placed as the lowest amount of goods to be sold. If one dealer can not, two can, and if two can not, three can, and so on."

ORDERING GOODS.

If the following suggestions about ordering goods, offered by the Western Merchant, were generally followed, dealers would experience less trouble and secure much greater rapidity in the filling of their orders.

1. Write only on one side of the paper. The other side is apt to be neglected, and it is inconvenient for reference after the order is filed away.

2. Do not mention a remittance and order goods on the same sheet of paper. The remittance goes to the cashier, and the statement that you sent it should accompany it to assure your getting credit for the amount. The order will go to the order clerk.

3. Do not send an order and complaint about a former bill of goods, or a claim, on the same paper. The complaint must go to the claim clerk for adjustment, while the other goes on to the order clerk. Write on separate sheets of paper.

4. It is better not to write part of your order and then introduce some subject, foreign to the order, on the same sheet. The stock clerk who is getting out your order has no interest in your remarks which do not refer directly to the order before him.

5. Not signing orders is more common than anyone would suppose. It leads to much annoyance and delay. Even if you have a printed letter head with your name and business on it, it is no proof that you sent the order unless you put your name to it.

6. Stamp the envelope; the neglect of this often sends the letter to the dead letter office instead of its proper destination.

7. Write plainly. Do not crowd what you have to say, but take another sheet of paper to finish.

8. Give full particulars concerning the article so that no mistake will be made.

9. After the shipper delivers the goods to the transportation company, and takes their receipt for them in good condition, his responsibility ceases, so if they do not reach you make your claim against the transportation company, for the shipper cannot do anything from his end of the line. Claims must be made from point of destination.

BUSINESS IS BUSINESS.

There lives in the city of New York a man who has accumulated quite a fortune by simply advising people what to do. There always will be a large number of persons who are unable to rely on their own judgment, and others come to a conclusion with ease and certainty.

A young man had accumulated \$1,000, and was debating whether he should buy a small candy store with it, or whether he should lend it on a mortgage. This latter he knew was a secure way; the other promised great profits. In this perplexity he saw an advertisement:

"Advice given to those going into business."

After stating his case, the councillor said:

"My fee will be \$5 in advance."

When this was paid, he said:

"Do you understand the candy business?"

"No; I did not think it was necessary. I expect to supervise it generally."

"Then you will lose your money in three months."

"You think I had better loan the money on a mortgage?"

"I did not say that. What is your business—that is, what do you perfectly understand?"

"I know the pickle business through and through. I can make pickles of all kinds, but I do not like it."

"Never mind what you like. Go and get a small place and make pickles; go from hotel to hotel, restaurant to restaurant, and sell them. In ten years you will come back and see me; you will have \$10,000 at least."

As the young man was going away he was called back.

"Here is a card. I want you to put it where you can see it 100 times a day."

These were the words on the card:

"Business is business. Men don't do what they like; they do what they can."

The card had a strange fascination for him. He read it with care as he walked along the street. As he studied it, a new light entered his mind.

He found a dingy basement, and began to arrange for his operations. Of course, vinegar must be got; several barrels of it. Some was offered at ten cents a gallon and some was shown at five cents.

"Which shall I take?" He thought of the words on his card. He seemed to see the people testing his pickles, and not liking them, depart without buying. "They will know good vinegar," thought he, and so he bought the honest stuff.

In a few days several tubs of material were ready, and he knew he must market them. Now, he greatly dreaded to face strange people, and push his goods upon their notice. He never had courage when a boy, and now as a young man he felt more timid, it seemed. But he thought of the words of the card and entered a restaurant.

The evident manager was a blooming young woman, and the pickle dealer was more afraid of women than of men. But "business is business" repeated itself over in his mind.

The answer to his statement was that his pickles would be tried, and if found all right, would be purchased.

"Glad I got that good vinegar!" thought the young man, and he began in the maxim that his adviser had given. He began to feel a courage he never expected in meeting people and trying to sell his goods to them.

Calling at a store to get, if possible, an order for pickles in bottles, he was quickly and rudely met with: "Don't want to see any such stuff!" Noticing the utter dismay on the young man's face, the merchant said, short and sharp: "Don't you know enough about business to put up goods attractively?"

As he retreated, ruffled and disheartened, the maxim repeated itself over and over again, with this additional sentence: "It is business to put up goods attractively." He sought out a lithographer, and had some handsomely colored labels printed. "They will buy the bottles," said the friend, "just for the picture you have on them."

When he had gained sufficient courage he again sought out the merchant who had rebuffed him.

"I have come to make you a present of a bottle of pickles."

"Why do you make me a present of them?"

"Because the advice you gave me was worth a great deal."

The morning of the Fourth of July came, and he pondered whether to go to his store or not. All at once he thought, people going out on picnics will want pickles. It was the magic words on the little card that ran through his mind. He found, as he had thought, a large number of buyers waiting for him.

The little card was consulted in all kinds of weather. If a man made a proposition to him of any kind, and he was in doubt, he would go and look at the words, though he knew them by heart already. One day a cheese merchant came to persuade him to buy his stock. "People," said he, "who buy pickles always buy cheese; you will do a big trade."

It was a temptation. He went to look at the words and studied them intently, trying to think out their application to the case in hand.

"Men do what they can," he reflected. "I would like to sell cheese, but I know I can sell pickles." Then he returned. Now he was resolute and firm, although by nature easily bent and swayed by the words of others.

"Business is business," he said. "I am in the pickle business; if I cannot make money in this I shall quit and go into something else; but I shall not have two kinds on my hands."

When the ten years were up, of course he had the \$10,000, and more to.—Country Merchant.

A CATALOGUE such as we published last week, serves as a reference and a reminder to the buyer. Many staples in the grocery line are advancing, including **FISH**. Now is the time to place your orders.

Some of the following are useful lines :—

Skeena Salmon,
Beaver Salmon,
Holman's Lobsters,
C. P. Co., Lobsters,
Maple Leaf Lobsters,
Thistle Haddies,
Golden Haddies,
Eclipse Mackerel,

Holman's Mackerel,
Mackerel in Tomato Sauce,
Anchovies in Salt,
P. & C. $\frac{1}{4}$ Sardines,
P. & C. $\frac{1}{2}$ " "
Andrien $\frac{1}{4}$ " " in Tomato,
Albert $\frac{1}{4}$ " " "
Le Grand $\frac{1}{2}$ " " "

Albert $\frac{1}{2}$ Sardines,
Albert $\frac{1}{4}$ " "
Sportsman $\frac{1}{4}$ " " Key,
Bordelaise $\frac{1}{4}$ " " "
Vatel $\frac{1}{4}$ " " "
St. Jean $\frac{1}{4}$ Sardines,
St. Roche $\frac{1}{2}$ " "

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton**

COUNTER TEA MIXER .. Patented in Canada. .

The most useful article ever introduced to the retail trade.

Every purchaser delighted.

A great time-saver and perfect mixing machine.

Made entirely of brass. Worth ten times its cost to any grocer.

Sent to any address on receipt of \$1.50.

W. H. Gillard & Co.

WHOLESALE GROCERS : : HAMILTON

RAM LALS TEA Holds the Fort

Sold Only by the - -
Retail Grocery Trade



Always same blend.

Never gets dusty on the Shelves.
(Sells too quickly)

One sale always leads to a repeat.

JAMES TURNER & CO.,
WHOLESALE AGENTS, HAMILTON.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,
IN CHESTS AND HALF CHESTS.

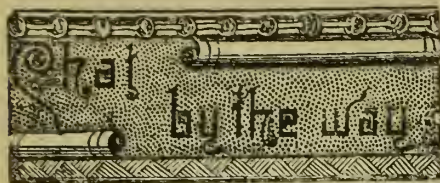
STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The Woodstock merchants are in receipt of green goods circulars.

The Toronto Retail Grocers' Association expect to clear about \$60 from the recent at home.

Last week's sale of oranges and lemons in New York indicated a slight advance over previous offerings.

Nearly thirty-three million pounds of maple sugar were manufactured in the United States last year.

A tobacconist of this city named John Beeton has been fined \$10 and costs or 20 days in jail for selling cigarettes to a minor.

Madame Carnot, the French President's wife, enjoys a cigarette regularly after her meals. She only smokes a mild, sweet-scented tobacco.

A Baltimore canner writes that 1892 packs standard 3-pound tomatoes have been sold at \$1.15 per dozen in that market during the past few days.

Nearly or quite 1,000 bags of evaporated California peaches, have, it is reported, been purchased in New York by jobbers at 13 to 13 1/4c. during the present week.

Mayor Gilroy Thursday afternoon laid the corner stone of Grocers' Hall, New York, now in course of erection at Nos. 138 and 140 East Fifty-seventh street.

They had been discussing the pronunciation of "oleomargarine," and finally agreed to leave it to the waiter, but he hedged. "You see," said he, "I have to pronounce it butter or lose my job."

It is said that many canners of the United States are delaying their contracts for the coming season's supply of cans, for the reason that they expect the newly elected Democratic administration to repeal the duty on tin plate.

The members of the Retail Grocers' Union and their guests assembled at Lenox Lyceum at 2 o'clock and marched in a body to the hall. Nearly every member of the Board of Aldermen was on hand.

A bill to regulate sardine packing on the Maine coast has reached the third reading at Augusta, and the indications are that it will become a law. If it does, the standard of American sardines, to all accounts, will be changed for the better.

The bull interest in New York in dried California Lima beans bid \$2.10 per bushel, landed at San Francisco on the line of 5,000 bags new goods to arrive, and rumor has it that a seller was found at that price.

The retail Grocers' Association is wrestling with the question of the classification of eggs, and the members talk of compelling the wholesale dealers to mark the boxes in order to show whether the eggs are cold storage or fresh.

"Why, Marie, how could you bring yourself to marry a man in such a vulgar business? He sells lard." "Maybe he does; but I want you to understand

that there's nothing vulgar about his business. It's refined lard."—Buffalo Express.

The aggregate supplies of flour in Canada and the United States Jan 1, according to Liverpool Commercial Trade News, were 1,629,000 sacks. Including American, British and Paris stocks, the total given is 3,532,000 sacks. Sept. 1 last the total was 2,870,000 sacks.

The ancient city guild in London, England, originally known as "pepperers," and now as grocers, opposite the Bank of England, has been pulled down, and a £100,000 building erected in its place. Its formal opening by the Worshipful Company of Grocers was a big success.

The increased shipments of pepper from the Straits to America and England during the month of January, as compared with last year, is a matter of some comment among the trade, but accounted for on the assumption that new crop parcels are commencing to move, and find current rates fairly satisfactory.

THE GROCER is in receipt of a neat little book issued by Francis H. Leggett & Co., of New York. It quotes every description of salt fish, and also gives a good deal of information, in a few words, about piscatorial industries for many years back. Copies can be obtained free on application to Leggett & Co.

Commencing with 1887 and ending with December 31, 1892, comprising six years, the imports of oranges in boxes at New York were as follows: 1887, 1,187,287; 1888, 791,139; 1889, 829,501; 1890, 822,980; 1891, 676,489; 1892, 421,265. Lemons—1887, 1,548,359; 1888, 1,451,468; 1889, 1,316,908; 1890, 1,495,016; 1891, 1,347,762; 1892, 1,622,545.

The Peterboro' Cheese Board have elected these officers for the ensuing year: President, J. M. Drummond, Keene; vice-president, John Cruess, Mariposa; secretary, M. E. Sanderson, Smith; treasurer, S. Edwards, Dummer. A committee was appointed to confer with the Cheese Makers' Association and cheese buyers regarding the appointment of an instructor.

The ninth annual meeting of the Western Packers' Canned Goods Association will be held in St. Louis, Mo., Feb. 22-24. The association extends a cordial invitation to not only packers within the territory of the association, but also to the delegates from all other associations, manufacturers of machinery, cans, boxes, labels, and dealers in seeds, canners' supplies, etc. The Laclede hotel will be the headquarters of the association.

A writer at Plant City, Fla., says: "The demand for grape fruit seems to keep pace with the oranges this year. The crop of this magnificent citrus fruit is very fine this year throughout this section. All the packers, we believe, buy all the grape fruit they can get. Heretofore the fruit was allowed to hang on the trees until the oranges were all gone."

The Louisiana sugar producers will receive in the present fiscal year the sum of \$9,000,000 as sugar bounties. Under the bounty stimulus the production has advanced with great rapidity. Many reports are current that the new Congress will rescind the sugar bounty legislation, thus throttling a very luscious infant product. Will it do so, or will the influential south have something to say on the subject?

The waters of the oceans and seas of our globe hold not less than 60,000,000,000,000,000 tons of salt in suspension. If these figures are correct, and the ocean should be entirely dried up, there would

be a deposit of salt 450 feet deep over every foot of the great basin. If taken out and spread over what is now dry land it would give us a salt covering nearly 1,500 feet thick.

People who are in the habit of wondering where all the fish that are annually consumed come from must remember that the flounder lays 7,000,000 eggs annually and several other varieties from 1,000,000 to 3,000,000, while the turbot is credited with depositing from 11,000,000 to 12,000,000 during each breeding season.

Cotton seed oil, which is extensively used in the manufacture of salad oil and lard compounds, has been subjected to speculative manipulation and the price increased fully 18 cents a gallon since the middle of December. Supplies are light and concentrated in few hands. If values go much higher the people who use the oil as a substitute for olive oil and lard will be compelled to seek some cheaper article.—American Grocer.

Fifteen cigar manufacturers were licensed in London last year. They paid \$1.125 for their license from the Dominion Government, and used 300,901 pounds of tobacco in producing 13,302,235 cigars. They paid duty on 10,987,285, and 7,314,970 were in warehouse at the close of the year. The total duty paid, at \$6 per 1,000, with license fees, was \$67,048.71. No other city outside of Montreal produced over one-third the quantity of cigars that London did. The total number of cigars manufactured in Canada last year was 106,694,535.—Advertiser.

Houston county, Georgia, alone produced last year a fruit crop valued at \$350,000, the most of which sum was realized from the sale of peaches. Some of the orchards in the county contain 200 trees, a number of them containing 5,000 trees or over. The Georgia farmers who are now turning their attention to peach culture formerly raised cotton exclusively, and suffered financially from the lack of diversity in their crops. Some of the finest peaches grown in the United States are said to be produced in the country around the city of Augusta—Baltimore Sun.

Regarding the dried fruit market on the Pacific Coast, The California Fruit Grower says: "The stock of peaches has been reduced to a few carloads. Good judges place the entire stock of dried peaches in the state at less than 10 carloads. Nectarines are out. Plums are next to out. Apricots are very scarce. A few pears and a moderate supply of apples remain. Raisins are the cheapest article in the entire line of cured products. Stocks are not large, and anything like a good, consumptive demand



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

.. Special Lines ..

Cases Atlas Prunes,
Barrels and Half Barrels Fine Filiatra Currants,
Cases "Atlas" Patras Currants,
Boxes Evaporated Peaches,

Boxes Evaporated Apricots,
Trenor Four Crown Layer Valencias,
Merles Fine Off-Stalk Valencias,
Crates Spanish Onions.

H. P. ECKARDT & CO. - - Wholesale Grocers - - **Toronto**

FOOD FOR INVALIDS



STERILIZED.

Doctors recommend it for the sick at it is

**Easily
Digested
A PERFECT FOOD**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc.,
Etc.

L. CHAPUT, FILS & CIE, ^{WHOLESALE GROCERS} **Montreal**

{ Lenten Season. }

Barrels and Half Barrels Labrador Herrings.

Barrels and Half Barrels B. C. Salmon.

Boxes Boneless Codfish.

Kegs Lochfyne Herrings.

Crates Scotch Ting.

CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGEN, WHITE & CO. - - - **Montreal.**

would place raising in position again. The stock in this state is chiefly bag loose, very few boxed raisins remaining. Stocks of prunes are low and the demand good. Prices firm, but unchanged. During the week seven cars have gone forward to eastern account."

A bill regulating the salmon fisheries has been introduced into the Oregon Legislature.

The refining of lard is not one of those things you can accomplish and not half try.—Binghampton Leader.

New crop Brazil nuts are expected to arrive at New York this coming week. They are offering at 6 1-2c. as they run.

The value of the honey and wax produced in the United States during the past year has been estimated at \$20,000,000.

A bill requiring that all oleomargarine sold in the State of Missouri shall be colored pink has been introduced in the House of Representatives at Jefferson City.

A new sugar refinery is projected, to be located at Yorkers, and the prospects are good for its being in operation before you have torn off the last leaf of the calendar now hanging on your wall.

The present price of hogs in the United States is about as high as they have been at any time within 25 years, excepting 1882, when they were the highest ever known, not counting war times.

Detective: "Why do you suspect your cashier? He is not extravagant, although it is true he lives in comfort." Principal: "That's just it; with the salary I give him he could not possibly live in comfort."—Fllegend Blatter.

Hashback—Mary! Waitress—Yes, sir. Hashback—Take back this cup and bring me something else. Mary—What will you have, coffee or tea? Hashback—Oh, I am not particular—if this is coffee give me tea, and if it's tea give me coffee.

Creped tissue paper makes a good foundation for window dressing instead of cloth. A jeweller's window makes up charmingly with rose-pink and green, or pink and blue, or olive and yellow. It can be arranged very artistically.

It looks very much as though there would be very little if any molasses boiling at the Port of New York during the current season. It is, however, calculated

ed that the American boiling plants established in Cuba will turn out a considerable quantity of sugar which came forward for a market in due season.

The salmon pack on the north-west coast and Columbia river for 1892 is estimated at 100,000 cases. The packers were unprepared for the season's enormous catch, otherwise the result might have been doubled.

The estimated increase of consumption of sugar by the human family for the past two years is 470,000 tons. The average of longevity has also increased five per cent. within a comparatively few years. Whether there is any relative connection between these two parallels or not, the fact seems pretty well established that sugar possesses remarkable dietetic value.

There is talk of starting a plant in California for the manufacture of grape syrup, which is made from the unfermented juice of the grape by the vacuum or evaporation process. This result is said to be very palatable, and the result of the experiments now being made may be the establishment of a new and profitable industry on the Pacific Coast.

It may be worth while for grocers in localities where the water used for household is so hard that it is necessary to use some softening agent, to remind their customers that borax is just the thing they want. By doing this, they not only give their housekeeping friends a valuable point, but it will also enable them to increase their sales of a staple grocery item.

It is said that the coffee grown in the Department of Alta Verapaz, known as the Cobea or Verapaz coffee, has a reputation in Europe equal, if not superior, to any coffee grown in any part of the world. It is hardly known, however, in the United States. Last year one grower sold his crop for \$40,000 and another sold his for \$50,000. The profit is enormous, and a fortune is made every year.

Mr. R. Cudmore, of Edgar Mills asks: (1) What number of Imperial gallons would there be in a barrel 55 1-2 syrup gallons, wine measure? (2) What would the duty be from Detroit? Answer: (1) 45.2 gallons; (2) When testing 40 degrees or over up to 56 degrees, 1 1-2c. per gallon, and when testing less than 40 degrees a specific duty of 1 1-2c. and in addition thereto 1-4c. to 1c. per gallon for each degree or fraction of a degree less than 40 degrees.

Rice growers in certain sections of Florida are experimenting with the idea of raising two crops during the season. Although such a thing may be possible as an experiment, yet it is not likely that it will ever prove practicable, owing to the fact that the strain on the land would soon exhaust its vitality. The seasons are based on established laws of nature, and all vegetable life has been adjusted to comply with these requirements. While the inventive genius of man has accomplished wonderful results, yet when he attempts to force nature into new channels, it is more than probable that he will have found his match.—Ex.

According to a publication by the statistical bureau of the Hungarian ministry of agriculture, last year's wheat crop of the world amounts to between 744,000,000 and 755,000,000 hectoliters. That of the year before was ascertained to have been (in round numbers) 750,000,000 hectoliters; hence there is no difference between the yields of this year and last. The surplus of the yield over the want of wheat is 16,800,000 to 21,300,000 hectoliters. The rye crop may be es-

timated at 440,000,000 hectoliters; last year it was about 370,000,000 hectoliters.

Prunes are selling well, the small stock and tendency of prices, particularly of Turkish, influencing quite a general demand from the trade of the country. All indications point to full figures for this class of fruit during the present year. California certainly are in small supply in all markets. French cannot be imported in quantities at anything like reasonable prices, and Turkish and Bohemian, though held at very full values, are recognized as cheap in comparison with other varieties. The two latter are moving out quite freely, and the quotations of the market are well sustained.—Commercial Bulletin.

HANDLING OF ROLL BUTTER.

In fall and winter when many creameries are not in operation their patrons churn again their cream, and those that cannot make enough butter to fill a tub with one churning make up the butter in rolls, says the Produce Trade Reporter. The trouble with roll butter, however, is that it often is not properly packed, and from lack of knowledge in this particular the butter assumes a ragged and untidy appearance, and in consequence sells at a low price.

If roll butter could be sent to market in perfect form it would not unfrequently command 2 to 5 cents per pound more than when packed solid. Each roll must be wrapped in a piece of white muslin or cheese capping, and it should be large enough to cover the roll entirely. The muslin must be washed in warm water to remove the starch, then soaked in strong brine and put on the roll wet. Never wrap butter in paper, as the paper will stick to the butter and damage the appearance.

It is impossible to send roll butter to market in good order without wrapping it in muslin, and no matter what the muslin may cost, it will more than pay the cost in the increased price the rolls thus packed will bring.

For packing use new tubs or hardwood boxes, but no pine boxes, as this wood has a tendency to affect and flavor the butter. In very cold weather half-barrels or kegs will do equally well, but whole barrels are too large and not easily handled; besides the weight crushes the rolls. In packing in hardwood boxes and kegs the end intended for the head should be turned down, then take out the bottom head and cut a piece of white muslin the size of the head and place it on the bottom of the head of the package, which will be the head when opened.

Commence to pack the smallest rolls first, taking care to pack each roll on its smaller end. The rolls should be, as much as possible, of uniform color and size. Do not pack the light and fresh-made with those that have been colored or with old stock. Be careful and select rolls that will pack tight, so that there will be no space for the rolls to shake about; continue packing in this way till the package is almost full; then shake the same well to settle the rolls, and now fill up as snug as possible.

In filling up the last layer pack the rolls on their ends if possible; but if there is not room enough it will not matter if they are packed on their sides, but they must be packed tight and entirely fill the package. Before heading the package sprinkle on a small quantity of strong brine, and cover the last layer with a piece of muslin, and then turn the package over two or three times so as to let the brine work in between the rolls.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thou-and testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.

TELEGRAM.

Boston, Jan. 31st, 1893

"We have been awarded the big World's Fair Contract in open competition with the World."

CHASE & SANBORN

The purity and uniform quality of this firm's Coffees are so freely acknowledged that the World's Fair Committee's verdict does not surprise handlers of these goods.

DO YOU HANDLE THEM? IT WILL PAY YOU
IF NOT, DO SO - - -

FOR SALE BY

Eby, Blain & Co. WHOLESALE GROCERS Toronto, Ont.

Gentlemen



We are well . . .
 pleased with our
 January trade to
 date, and are in a
 position with as
 fine goods as we
 ever handled in .
 past to fill all . .
 orders

Your Friends

THE SNOW DRIFT CO.

WHAT CANDY COSTS.

Violets and rose leaves, delicately candied, are for sale at \$5 a pound.
 Gold dragees, a plain round candy dipped in gold, cost \$10 a pound. Silver dragees cost \$1.50 a pound.
 Fruit candies cost 80 cents.
 Chocolates and bonbons of the finest description are 80 cents.
 Caramels, cups, and drops, are 50 cts.
 Lime tablets, frequently used on steamers to prevent seasickness, cost 60 cents a pound, and come in bottles.
 Cream peppermints are also used for

steamer purposes by young women and children. These are the same price.

Taffy and molasses drops, besides old-fashioned molasses candies, are for sale at 40 cents a pound.

Salted almonds are \$1 a pound. Cream cherries are 80 cents a pound.

Chocolate for eating and drinking purposes can be bought from 40 to 65 cents a cake.

Cocoa is 25 cents a cake. Chocolate creams, jellies and nuts are 80 cents a pound.

Satin bags for candles are, when filled, worth \$7 each.

Rests for chairs, in lovely designs in lace and painting, are filled with bags of candy, and cost \$14.

Cap mottoes, for dinners and german, cost from 25 cents to \$3 a dozen.

Satin boxes cost from \$5 to \$60; these are hand-painted and embroidered, and filled with choice candies. They are fine presents for a queen.

Dinner favors, in dainty designs of gulf-tars, bags, bouquets, and everything beautiful, are to be ordered at from 50 cents to \$2 each.

Royal Worcester, Crown Derby, Hungarian, Minton, Carlsbad, and Moore, for holding candies, are very dainty and elegant. These cost from \$8 to \$25 each, and are painted frequently in special designs to order.

Twined baskets cost from \$3 to \$15 each.

Sterling silver bonbonnières, for holding candies, are of the most charming designs. These range in price from \$5 to \$15.

The choicest of these sterling silver bonbonnières contain Italian mint drops, a rare delicacy.

Bonbonnières for holding dragees are

made of handsome enamel. These cost from \$5 to \$20 each.

Sterling silver dishes for table use, for holding choice candies, cost from \$3 to \$8 each, and are very elegant.

Boxes of dragees cost 25 cents each, and boxes of pastiles cost the same price.
 —New England Grocer.

BUSINESS MAXIMS.

No man can succeed in life except on the broad platform of honesty and truth.

The first business lie is the poorest investment that can be made.

Do your duty as if you were the only person in the world left to perform it.

The disposition to try is half the ability to perform.

Do not expect honesty in others when it does not exist in yourself.

The merchant who swindles his customers and has his employe in the secret is forever thereafter a coward.

The failures in life are generally the renegades, weak-hearted and back-sliders.

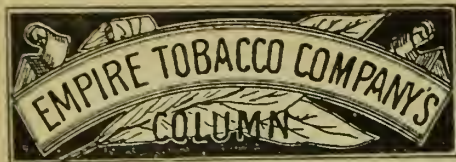
A business man can attend to only one thing at a time. With some, one is too many.

Let the convenience and comfort of others come first; your own will follow.

Genius and ability are never discovered until industry and ambition open the mine.

Two men can ride on one horse, but no one man ever rode in two buggies at one time.

Try to discover the good in humanity, for the reverse will appear without seeking.—Ex.



Sterling . . .
 . Sterling .
 . . Sterling

St. Lawrence .
 . St. Lawrence .
 . St Lawrence

Something Good
 Something Good
 Something Good

ALL SELLERS

Empire . . .
 Tobacco Co.
 MONTREAL

DRY GOODS.

(From the Dry Goods Review.)

Last Saturday one of Toronto's leading dailies reported trade as being "dull in almost all lines," yet one wholesale house reports an increase in the week's trade of over \$25,000 as compared with the corresponding week of 1892. This is but an example of the increased trade. For this season of the year trade is unusually brisk, and both winter and spring goods are in active demand, the former in small quantities, the latter in large quantities.

The fourth of February has come and gone. It was preceded by two or three failures in Toronto, only one of which was serious. Throughout the province the failures preceding were fewer than in previous seasons. The day has come and gone, and the result has been very satisfactory. The wholesalers report fewer renewals than before, plentiful cash, and almost no failures. This is very encouraging. The good trade of the last two weeks of December and throughout the whole of January has enabled the retail merchants to secure sufficient cash to meet all their engagements.

Prospects for a heavy spring trade are keeping bright, and travellers' reports are strongly encouraging.

There is big strife among the wholesalers for the trade in ribbed cotton vests. Especially for the reputation of having the lowest line is the strife strong and bitter. This has caused a drop in some of the prices, until some of the wholesalers are selling their lowest lines at or below cost. The men who are doing thus are, to say the least, very foolish; and it is abuses of personal liberty such as these which causes it to be a less defended right than formerly.

NOTES

In September, October and November Caldecott, Burton & Spence took enormous import orders for gloves, hosiery, and underwear, which are the leading lines in the house. These goods are now being shipped out, and sorting orders are expected shortly. Their stock will be sufficiently full to meet all sorting demands in every line. They are carrying a large range of ladies' domestic ribbed cotton vests, in which they claim to be offering as complete bargains as any house, with a larger range than most of their competitors. They still find an increasing demand for their leading lines of cashmere hosiery, which have been so successful in past seasons. Their stock of kid gloves is now complete, and every line has a full range of colors and sizes. They are sole agents in Canada for Fernand's Seamless Patent Kid Glove. This article gave great satisfaction to the trade last year, and they confidently expect a larger trade this season. Its superiority arises from the single palm seam, the cutting being so arranged that no seam comes at either side nor on the wrist. The Marqueterie four dome-fasteners and Katrina laced kid gloves are also kept in stock, and large quantities of them are sold.

W. R. Brock & Co. have been receiving in their men's furnishing department large shipments of neckwear in derby and knot shapes, including all the newest styles and effects of the latest materials. They have also received men's drill, pique,

cashmere and silk, waistcoats for spring and summer wear. Flannelettes and cashmere outing shirts are also in stock. Sporting belts, with suitable buckles for lacrosse, football, baseball, lawn tennis, cricket, nautical sports, etc., that can be retailed from 10 cents up to one dollar each, will be found in large range. They report that their sales for white dress shirts, unlaundried shirts, men's collars and cuffs have greatly increased this season, and account for this from the fact that they made very large purchases of several clearing lines at job prices, of which they have given the benefit to their customers. One special line of braces, of which they have purchased the full output of one manufacturer, and of which an imposing pile is shown, are sold so as to be retailed at 10 cents per pair. This is one of the greatest bargains ever shown in this line of goods to the Canadian trade.

Jno. Macdonald & Co. have opened up a shipment of table napkins, table cloths, sets of these, R. B. Hollands, glass towellings, tea cloths, and a full range of several other numbers in towellings. This makes their stock complete in every line of linen goods. Their carpet stock is being replenished with fresh shipments of unions, all wools, tapestries, and Brussels. In the silk and dress goods departments they are showing a large range of novelties in apron lawns. These are 43-inch goods, and come in stripes, drawn-thread patterns, etc. A further shipment of satin-check muslins, large and small patterns, fancy muslins in stripes and checks, coin-spot muslins for window blinds, Victoria lawns and similar lines are now in full stock. They have just opened up a large delivery of negligee shirts in all qualities from the lowest to the finest grades produced. Also received, a delivery of art cushions, tea cosies and head-rests. These are beautiful goods. Spring underwear and top-shirts are being passed into stock, and shipments of neckwear are arriving almost daily.

A favorable purchase enable Gordon, Mackay & Co. to supply a corset to retail at 50 cents which they claim is the best value in the trade. They invoice this line at \$4 regular terms.

Alexander & Anderson at present have a fine exhibit of Canadian and imported tweeds, worsteds, serges, overcoatings, etc., also an attractive stock of men's furnishings, including neckwear in four-in-hands, knots, bows, etc., white and regatta shirts, top shirts and underwear in great variety, also collars, cuffs, braces, gloves, handkerchiefs, socks, etc.

Alexander & Anderson show in their dress goods department many startling novelties in dress goods, which it would be well for every merchant to inspect. They are also showing new spring silks in plain colored surahs, shot and claretarian coloreds, mervs, faille francaise, plain and printed pongees and bengalines.

During the past week many novelties in prints have been opened up to the trade. Among those observed are some very excellent and attractive lines shown by Gordon, Mackay & Co. This firm also shows a large range of English indigos on a very fine cambric at 8 cents. Another line of special merit is their all-wool challie (cream grounds only) at 22 1-2 cents.

Gordon, Mackay & Co.'s men's furnishing department presents a busy scene. Their rubber clothing display is simply immense. Conspicuous among their novelties in men's neckwear is the small knot with wide apron, in imitation of the graduated four-in-hand.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY
BUTTER
OR DRESSED
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERIN ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.
VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known they quote.
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
Also at
Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Butter very scarce and higher; large rolls,
pails, crock- and tubs sold to-day at 20 to 22c.
for good to choice. Fresh eggs scarce at 25 to 26c.
Lined eggs 20 to 22c. Dried apples in good de-
mand at 5 to 5½c. Green apples dull at \$1.00 to
\$2.00. Potatoes 90c. to \$1.00. Beans \$1.20 to \$1.30
per bush. Honey (clover) 8c. Buckwheat honey
5c. Consignments of above solicited.

A full Line of Jam at 8c.

J. F. Young & Co.

Produce Commissions,

74 FRONT ST., EAST
.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —
JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEARS WORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod,
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Feb. 9, 1893.

GROCERIES.

The general trade continues seasonably good, and the demand is pretty well distributed, although the most demand is for teas, canned goods and spices. An improvement is reported in payments. The tea market is exceptionally strong and is attracting a good deal of attention. The situation in canned goods continues to favor sellers. Coffees are not so active, but prices are firmer here and higher outside. There is a better feeling in the fruit market and demand is fair for the season. New currants are on the market, and while the quality in some instances is fine in others it is reported to be only ordinary. Both syrups and molasses occupy a stronger position, and for the former more enquiry is heard. No material change has developed in sugar. Generally speaking, the position seems to be a good deal stronger than a week ago.

COFFEES.

The position seems to be still gathering strength. The demand is scarcely so active, the advances having apparently checked consumption. Stocks of Rio here are very low and wholesalers say that at the prices prevailing outside it would cost them, down here, 2c. more than they could get. Brazilian coffees have advanced $\frac{1}{4}$ c. in New York during the week, and outside markets are all higher than they have been for some time. Locally stocks of Santos and Jamaica coffees are low.

DRIED FRUIT.

Some large consignments of currants arrived on this market during the week, and they were badly needed. Demand is good; in fact currants is the most active article in dried fruits. Quality is on the whole fine, although here and there a different tale is told; prices range all the way from $5\frac{1}{4}$ to $7\frac{1}{2}$ c. Valencia raisins are a little higher outside, and in New York the demand is good. On this market there is no material change either in price or in demand. Dates are higher outside, and the local demand for dates continues limited.

RICE AND SPICES.

The demand for rice continues limited, while spices are in good demand and prices firm.

SUGAR.

The market has not developed any specially new features. The movement is still rather small, but prices if anything are firmer. Refiners are asking full prices, and it is said that Montreal people will not ac-

cept contracts. One local firm reports that an offer it made to date three days ahead was refused.

SYRUPS AND MOLASSES.

A scarcity of syrups is reported, and for medium to good the demand is active. Molasses are very firm, and the Americans are asking higher prices on account of the shortage in the crop; locally there is no change.

TEAS.

The market is firm in all lines, more particularly in Japans, Ceylons, Assams and Congous. Retailers are replenishing their stocks and demand is good. Low and medium grade Japans are worth 1 to 2c. more than a week ago. Local houses report enquiries for samples from Chicago, and a Montreal firm is said to have sent over 1,000 packages within the last few days to the "Windy City." It will be another five or six months before the trade will be able to get even medium teas here, and stocks in Toronto are now very low, and material advances are anticipated. The lowest thing in China teas will cost equal to $14\frac{1}{2}$ c. to import and Indian $19\frac{1}{2}$ c., and the grades are not at all desirable for this market.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Sloan & Crowther are in receipt of a shipment of Merle's fine off-stock layer Valencia raisins.

Perkins, Ince & Co. report direct shipments of Filiatra fruit in barrels, half barrels and cases.

Eby, Blain & Co. are just in receipt of a shipment of fine Filiatra currants in barrels, half barrels and cases.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Some good values in teas at $12\frac{1}{2}$ to 15c. can still be procured from Lucas, Steele & Bristol, of Hamilton. They are always pleased to forward samples.

Lucas, Steele & Bristol, regret their inability to fill Hillwattee tea orders at moment. January demand was greater than provided for, but back orders will be filled about 10th or 15th of this month.

The Delhi Canning Co. report business as satisfactory, sales this week being, 1 car of Corn for Hamilton, 1 car of Corn and Peas for Toronto, 1 car of Corn and Peas for Montreal, 1 car of gallon Apples for Glasgow, Scotland. Corn Epicure \$1.15. Peas Sifted Select, \$1.15. These prices are being realized every day, and they are placing 50 to 100 cases per week at the above price.

A difficulty retail merchants often have to contend with is the want of knowledge as to when goods ordered by them should be due at their destination. Those who deal, or may hereafter do so, with Lucas, Steele & Bristol, wholesale grocers of Hamilton, will have no cause for complaint in this respect in future, for that firm has issued a combined freight time table and almanac, by consulting

which the desired information will be obtained. Lucas, Steele & Bristol are to be congratulated upon their enterprise.

BUTTER AND CHEESE.

The butter market remains much about the same as last week. Receipts of all kinds are still light; large rolls continue to be the chief source of supply, and they are in good demand at 17 to 19c.

There is a fair demand for fall cheese but stocks are light; prices steady at 12c. for job lots.

COUNTRY PRODUCE.

BEANS—The movement is not large; prices steady and unchanged at \$1.35 to \$1.40 for hand-picked and at \$1.10 to \$1.15 for a good average article other than hand-picked.

DRIED APPLES—There are not many on hand and demand is fair; dealers are paying $4\frac{1}{4}$ to 5c. and selling at $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

EVAPORATED APPLES—Demand is limited; stock lots could be sold at 8 to $8\frac{1}{2}$ c. for new, while old are nominal at 6c.

EGGS—The market is still bare, and while prices are a good deal higher a few fairly good consignments would probably result in a substantial drop. Strictly fresh are quoted as high as 30c. and limed at 21 to 23c; lots have changed hands between local dealers at the outside price.

HONEY—There is no improvement. About the description of the market is that it is sick. Stocks are still large and prices unchanged at 5c. for buckwheat and 8c. for clover.

DRESSED POULTRY—Scarce and wanted! Fresh killed chicken would fetch 75c. a pair and ordinary stock is quoted at 60 to 70c., ducks 85c. to \$1 a pair, turkeys at $12\frac{1}{2}$ to 13c. a lb., and geese at 9 to 10c. These quotations are all higher than last week.

POTATOES—The market has a rather easier feeling and no movements of car lots are reported; car lots are quoted at 78 to 80c. and small lots at 90c.

ONIONS—Dull and easy at \$2 to \$2.25 per barrel.

HOPS—Inactive, views of growers and buyers being far apart. Prices are unchanged at 17 to 20c. for '92's and 14 to 15c. for yearlings.

HOGS AND PROVISIONS.

Although quotations are slightly higher than a week ago for dressed hogs, during the last few days there has been an easier undertone to the market. Offerings have been rather more liberal. Prices range from \$8.60 to \$8.65, but a couple of car lots offered at the outside figure Tuesday were refused. Provisions are in good demand at firm prices. There is a big enquiry for lard and prices are advancing. Smoked hams are going out quite freely. Dressed meats are in liberal supply and prices easy.

BACON—Long clear $10\frac{1}{2}$ to 11c. Smoked backs are $12\frac{1}{2}$ to 13c., bellies $13\frac{1}{2}$ c., rolls 10c.

HAMS—Are 13 to $13\frac{1}{2}$ c.

LARD—Pure Canadian is $12\frac{1}{4}$ c. in tubs, and 13 to $13\frac{1}{2}$ c. in pails. Compound $10\frac{1}{2}$ c.

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut is \$20 to \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are $4\frac{1}{2}$ to $5\frac{1}{2}$ c., hindquarters 7 to $8\frac{1}{4}$ c., veal $6\frac{1}{2}$ to 8c., mutton 7 to 8c., lamb 8c. to $8\frac{1}{2}$ c.

FISH AND OYSTERS.

Demand is increasing for fish and it is now fairly active. Whitefish and trout are a little higher, while B. C. Salmon is quoted



NO TRAVELLERS —ON— —THE— —ROAD—

—If your wholesale house does not keep "KENT" Pickles in stock, order DIRECT from us. You cannot afford in your own interests to sell poor goods, or goods that your customers may not like. "KENT" Pickles always please. Try them.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that UNSCRUPULOUS packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "BOULTER" across the face of each label in a distinctive color. Look out for the word "BOULTER" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.

L. H. DOBBIN, - MONTREAL.

FRESH FISH - -

: : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL' SMELTS,
FLOUNDERS, Etc.

Orders Promptly Filled.
D. W. PORT & CO.,
Wholesale Fish Agents,
Esplanade, - - TORONTO.

UNDERSTAND THEIR BUSINESS

A. CAMPBELL, Esq.,
TORONTO, Dec. 15th, 1892.
TORONTO, ONT.

MY DEAR SIR:—

I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada. It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.

Yours sincerely,

A. WHITE,
D. G. F. A., G. T. Ry.

"Nothing succeeds like success."



The sale of our
**BEAVER BRAND
PICKLES**
INCREASED
79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTLE & CO.,
Vinegar Manufacturers,
TORONTO

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



HAVE YOU TRIED OUR Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.,
FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

CANNED GOODS.

TORONTO.

The situation appears to be still gathering strength. The advance of 5c. a dozen on tomatoes in the States, bringing prices up there to \$1.15, has not been without its effect on the Canadian market. The local consumption of tomatoes, peas, corn and beans is at the moment large, and higher prices are confidently looked for by the trade. During the week there has been no change in quotations here, but they are very firm and there is an absence of that tendency to shade prices that there was some time ago. The increased inquiry for canned fruits noted a week ago continues. The demand for salmon is still light for the season; stocks are not large and with anything like an active demand there would probably come an appreciation of values. Sardines are firm and meeting with the usual seasonable demand.

MARKETS—Continued

1c. to 2c. lower. The oyster famine seems to be over; there is a sharp decline in prices in consequence and values are expected to go still lower. We quote: 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B.C. salmon, 5 to 6c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for flounders, 6½c. for skinned and boned codfish, \$6 for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, oysters, \$1.90 to \$2.10.

GREEN FRUIT.

The green fruit market has been active during the week; prices are firm, and in some lines actual advances are recorded. Stocks of oranges and lemons are light owing to the cold weather. Oranges are likely to be dearer. There are a good many "chilled" lemons on this market, and they are selling at \$1.50 to \$2.50, while really good stock is quoted at \$3.75 to \$4. Bananas are quoted 50c. higher. We quote: Valencia oranges at \$4 to \$4.50 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.25 per box, Mandarines \$2.50 to \$2.75 per box, Tangerines \$3.25 to \$3.50 per box, Palermos \$2.50 per box, lemons \$3.75 to \$4, bananas \$1.75 to \$2.50, pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket, apples \$1.50 to \$2.50 per barrel.

HIDES, SKINS, WOOL, TALLOW.

SKINS—Sheepskins are still marked by their scarceness, and prices are 10 to 15c. higher at \$1.20 to \$1.40. Calfskins are in

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

good demand, but there are not yet many coming in, prices unchanged at 5 to 7c.

HIDES—Steady and unchanged at 4½c. for No. 1 green cows' and 5½c. for cured. Car lots of cured changed hands at 5¼c.

TALLOW—Scarce and in active demand, dealers are paying 6c. and selling at 6½c.

WOOL—There is not much that is new to say. A fair trade is being done and prices are well maintained. Little or no fleece is left on the market and blanket wools are scarce. Pulled wools are not in so active request and prices are lower, dealers paying 22c. and selling at 22c. Fleece is quoted at 18c. to 19c., and pulled at 21 to 22c. for supers and at 26 to 27c. for extra.

SEEDS

Speculation still seems to be carrying red clover along and prices are higher at \$8.50 to \$9 a bushel, an advance of 50c. during the week; offerings limited. The export trade in Alsike has closed but prices of that article, are in sympathy with red clover, firm at \$5.50 to \$6.50. There is scarcely anything offering in timothy and prices are 25c. higher at \$1.75 to \$2.25.

MONTREAL MARKETS.

MONTREAL, Feb. 9, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

There has been no particular change in the grocery market during the week the movement all the time being somewhat re-

stricted as compared with previous weeks. Values all round are firm, however. Sugar is steady with sellers not urging sales and buyers disposed to go on with the supplies they have at present. Tea is steady and several round lots have been bought by New York parties during the week. Coffee and spices are firm and good sound dried fruit is firmly held, although in slow demand. Briefly the week has been a quiet uneventful one, but although nothing striking is to note the situation seems to be favorable on the whole. Payments on the fourth of February have furnished ground for complaint, but the grocery men are not affected to the same extent as their confreres in dry goods.

SUGAR.

The week has remained quiet for refined sugars, but the market is very firm, sales of granulated transpiring at 4½c., choice yellows 4 to 4¼c., and lower grades 3¼c. at the refineries in straight lots. The aggregate movement, however, is small, as neither seller or buyer shows any marked disposition to meet one another. The former points to the marked firmness of the raw sugar market as his argument for refusing to operate ahead, while the latter thus debarred, and having supplied himself for the time being, has no inducement to offer any better prices. From jobbers' hands the movement is of the ordinary sort. The raw sugar market is very firm here and advices from New York state that it is the same way there, centrifugals selling on that market for 3½c. for 96 test. Limits to brokers here for cost and freight business have been withdrawn, although they were above the views of holders.

TORONTO, Jan. 27, '93.

WE—PAYING—ARE

4 ³/₄ C.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honored, 10 days after shipment made.

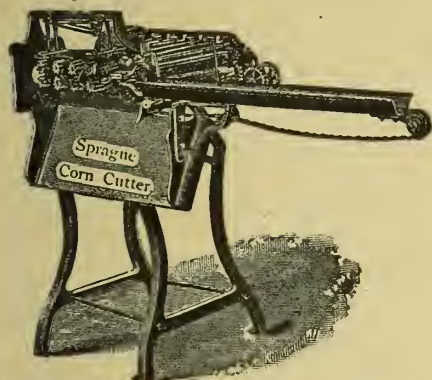
QUALITY—Bright, dry, and sound new-crop stock.

..... **LENT**

Fresh Fish AND Oysters .. (LEMES BROS) ..

Phone. 1788

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.
We have packed all kinds of Vegetables, Fruits,
etc., and our CANNED GOODS are in the hands
of the wholesalers.
Our Factory New Throughout.
**The Strathroy Canning and Pre-
serving Co., Ltd.,**
STRATHROY, - ONT.



N. B.—The old STANDARD BRAND of
HORSESHOE CANNED SALMON still
takes the lead, and affords the greatest satis-
faction to both dealer and consumer, and for
uniform excellence in quality and weight
has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

The Norton Manufacturing Co.

E. P. Breckenridge, C. C. Warren,
President. Secretary.
Edwin Norton, W. C. Breckenridge,
Vice-Pres. Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

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BELLEVILLE CANNING CO.

—PACKERS OF THE—

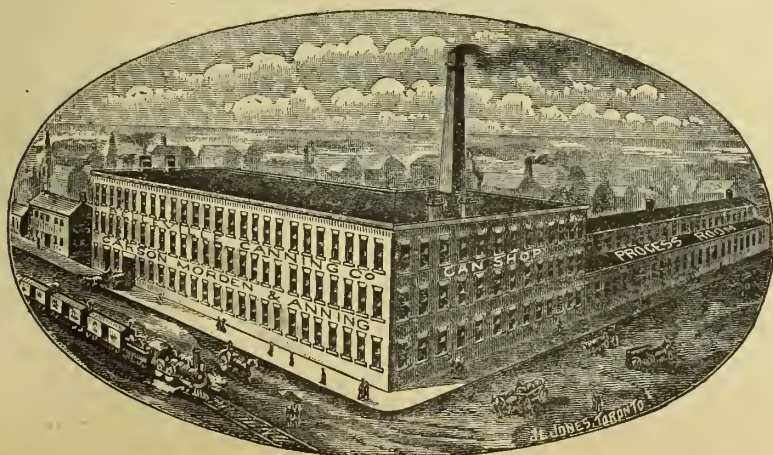
"Queen Brand"

Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers.



MONTREAL Markets Continued.

SYRUPS AND MOLASSES.

There is a fair demand for Barbadoes molasses in a small jobbing way at 34c., and stocks are very firmly held, as it is all certain to be wanted before fresh supplies can arrive next spring. Syrups are quiet and unchanged.

TEA.

The tea market has been rather quiet, but an encouraging sign has been a number of orders from country dealers for Japans, who have been holding off in the expectation of better terms. Moderate sized lots of low grade Japans have changed hands at 13½ to 14½c., medium to good at 15½ to 18½c., fine 19½ to 22c., and finest 25 to 30½c. Green teas are very firm, and five or six lines of black teas held here on consignment were sold to New York parties at 11½ to 16c., the quantity involved being some 1,000 packages.

COFFEES AND SPICES.

The firm tone of the coffee market is maintained under limited supplies and a fair demand. We quote prices as follows: Jamaica 18½ to 20c., Maracaibo 20 to 22c., Rio 18½ to 21c., Java 25 to 27c., and Mocha 25 to 28c. in straight lots, jobbing parcels higher.

There is a fair enquiry for spices, sales of round lots of black pepper having been made at 7¼ to 7½c., cloves are firm at 8½ to 9c., and nutmegs 47½c. to \$1, as to size.

DRIED FRUITS.

There has been very little doing in dried fruit, but prices generally are steady and unchanged. The movement from first hands is practically nil, while jobbers do not report any briskness in the enquiry from actual distributors. The latter's stocks, however, must be small and they are certain to require some supplies shortly. Good Valencias are held at 4½c. for seconds, but 4¾ to 5c. for prime in sound lots. Valencia layers have furnished a fair trade at 6 to 6¼c., the market being firm at these rates for wholesale lots. Currants are steady at 5½ to 5¾c. Prunes are steady at 6½ to 9c. as to quality.

GREEN FRUIT.

The demand for oranges during the week has only been fair and trade rules quiet. Valencias \$3.75 to \$4.00; Messina \$2.50 to \$2.75; Florida \$3.25. Lemons rule quiet and unchanged, fancy \$2.50 to \$3.00 and lower grades \$1.25 to \$2.50 as to quality.

FISH.

There is a continued good demand for fish and the market holds very strong fresh cod and finnan haddies alone showing any easiness. We quote as follows: Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$6 to \$6; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$6.00 to \$5.00 per brl.; C.B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$2.50 to \$2.75 per brl.; fresh herring, \$1.85 to \$2. per hundred; haddies, 7½ to 8c.; Yarmouth bloaters, \$1.25 to \$1.50; common do., \$1; fresh frozen mackerel, 10 to 10½c. each; No. 1 lake trout, \$4.75 to \$5 per keg.

APPLES.

The market is very quiet, round lots being exceedingly difficult to move. Two car loads sold at \$1.25, but \$2.25 is possible in some cases. Jobbing prices run from \$2.50 or thereabouts.

POTATOES.

The market remains firm, further sales of car load lots having transpired at \$1.00 to

\$1.05 per 90lb. bags. Supplies are light and the market looks as though it might go higher.

DRESSED HOGS.

The market is quiet and the tone is somewhat easier, and the high prices of a week ago are not possible to-day, \$9 being the very best price possible on a car lot.

PROVISIONS.

The local trade in hog products is very slow, but prices are maintained. The quotations are as follows:—Canadian short cut, per brl. \$22 to \$23; Mess pork, Western, new, per brl \$21 to \$22.00; Hams, city cured, per brl. 12½ to 13c.; Lard, Canadian, in pails 10¼ to 10½c.; Bacon, per lb., 11¼ to 12c.; Lard, com. refined, per lb., 10 to 10½c.

EGGS.

The egg market holds very firm, sales of Montreal stock being made at 25 to 27c., an advance of 5c. on our last. The high prices have curtailed the demand, however, and business is slow. There are numerous enquiries from the United States, but dealers refuse to take orders owing to the shortage in supplies here.

BUTTER AND CHEESE.

There is little or no change to mention in the cheese market. The stock remaining here is a bagatelle and the nominal price is 12½c.

Butter meets a good local demand and supplies are running light. A feature is the decided scarcity of Medium grades, such as Western dairy, etc., and the consequence is that supplies of this sort are very firm. The bulk of the stock offering is creamery, which runs all the way from 22c. for seconds to 23½ to 24c. for firsts in a jobbing way. Fresh roll stock from the west fetches 20 to 21c. when it is isprime.

TO BE BORNE IN MIND ALWAYS.

The manager, the bookkeeper, the cashier, the entry clerk, the shipping clerk, the salesman, the office boy, the porter, everyone, in fact, says an exchange, who is in any way connected with a business establishment should bear in mind that there is such a thing as cultivating trade, and that they, as well as the proprietors, are responsible for a share of the firm's success. Because a man is hired to fill a certain position there is no excuse for his hesitation to do any other work which may require attention. A bookkeeper might soil his fingers by stepping outside the office and waiting upon a customer if occasion required, but he would not lower himself in the estimation of his employer, through thus signifying his willingness to make himself generally useful, and, anyhow, the dirt will wash off. To make business grow and make it pay should be the main object of every employe, regardless of position or conditions. The day is gone when business can be conducted successfully without the undivided and best efforts of those who are responsible for it. In days gone by a merchant might succeed by sitting down and waiting for trade to come to him, but not now. In our day and generation, the most persistent and systematic efforts are essential to bringing about a satisfactory result. A progressive spirit and a capacity for pleasing customers will work wonders in any business.—Penn Grocer.

A TOMATO TREE.

Near Santa Ana, Cal., a tomato tree is growing on the ranch of Henry Thomas that is nineteen feet in height, eleven feet in diameter of the spread of the branches twelve feet from the ground, and from which the owner picked 219 ripe tomatoes on the 3rd of December last. It was raised from the seed, planted last April, and now furnishes a dense shade for the entire south side of the house. It seems to be a continuous bearer and promises to hold its place for years to come. The fruit is of medium size, a rich crimson color, very few seeds, perfectly smooth skin, breaks open like an apple though without a core, and is of a delicate flavor. If you don't believe all this, ask the Blade of that town as it is responsible for the publication of the story.

BLACK CURRANTS.

The small black dried fruit of commerce, known as Zante currants, are not currants, but grapes, of a variety peculiar to Greece and its islands, and not cultivable elsewhere. Attempts have been made to grow them in other countries, but without success, for the transplanted vines produced large grapes. Originally termed "raisins de Corauntz" (from Corinth, the port of shipment), the name became perverted to the modern currants.

The currant is one of the chief products of Greece, and the production the past decade has doubled. Sixty years ago the production was about 2,000 tons; and for the past three or four years it has reached from 150,000 to 160,000 tons. Until within the past few years America confined her importations to the poorer grades of fruit, but Americans are being educated to use the finer qualities, and an increase in the consumption of these grades is probable, as there is no dried fruit so cheap, and none more wholesome or nutritious. In England many families mix currants in making bread, which makes it very palatable and keeps the bread moist a longer time than without them.

Great quantities of currants are grown in the Ionian Islands; the shores of the Gulf of Corinth, from Patras to Corinth are one vast vineyard of currant vines. Here is produced the finest fruit, known as Vostizza, Corinthia and Patras. The vines are planted in close rows, and are pruned to small bushes. When the fruit is matured, it is plucked and laid upon the ground to cure. This is a time of great anxiety, for the value of the crop depends upon proper curing, and this in turn depends upon the weather. Dampness causes fermentation and other damage.

Because they are dried upon the ground, currants in their ordinary commercial condition are exceedingly dirty, being mixed with much refuse, soil and other impurities. It is important, therefore, that they should be thoroughly and scientifically cleaned.—Exchange.

FLOUR AND FEED.

TORONTO.

Flour trade continues quiet, but there is a firmer feeling all round. Owing to a scarcity of water, consequent upon the severe weather, there is very little flour being made, and it is the opinion that if the people east became anxious buyers prices would advance something like 20c. a barrel. Quotations cannot be got from mills for reasonably prompt delivery, and while buyers refuse to pay more than quotable prices, the mills are holding out for 10 or 20c. a barrel more. Quite an active demand has developed for feed and prices are higher. Oatmeal is quoted 20c. dearer.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.55; strong bakers' \$4.10; white wheat patents, \$4.25; straight roller, \$3.40; low grades, per bag, \$1.00 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.75 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$2.75 to \$2.80; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00. Cornmeal is \$3.50.

FEED.—Bran is \$13 to \$14, shorts is \$14 to \$15, mixed feed \$22, feeding corn 57 to 58c., oats 32 to 33c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

Unlike the Dutch Process**No Alkalies**

—OR—

Other Chemicals*are used in the preparation of***W. Baker & Co.'s****Breakfast Cocoa,***which is absolutely pure and soluble.*

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

**Embro
Oatmeal
Mills**

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.**Pincombe & Sutherland,****STRATHROY, ONTARIO.**

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL**Dominion Mills,
LONDON.****Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.
WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers**-- FLOUR --**

Also Oatmeal, Rolled Oats, Rolled Oatmeal,
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --

(Hungarian Process)

BRANDS:**KLEBER, MAY BLOSSOM.****AGENTS:****J. L. SMITH & SON, - Montreal.****EPHRAIM ERB, - Halifax.**

GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

MONTREAL TRADE NOTES.

Caverhill, Rose, Hughes & Co. are offering special inducements at present in the staple lines of groceries.

Hudon, Hebert & Co. report the demand for syrups quiet, but say that American stock is being sold for less money now than it can be laid down here for.

Eggs have gone up 4 to 5c. per lb. since last week. There have been more enquiries from the United States, but dealers here fear a shortage, and won't fill them.

Chaput, Fils & Co. are offering some nice lines of fish to their customers for Lent. Mr. Geoffrion of the firm says that there are plenty of small orders to fill, although the week's business has been quiet.

Barbados molasses is on the up turn, and Mr. Quintal, Jr., of the firm of Quintal & Sons, says that the stock will all be used up before the new supplies are at hand.

Lightbound, Ralston & Co. report a good sale of their stock of Japan teas. All their cheaper lines have been taken off their hands.

Several lines of black tea, comprising 1,000 odd boxes held on consignment here by a broker, were turned over by him to New York purchasers on the basis of 12 to 16c.

A round lot of 300 boxes of Maracaibo coffee has been offering on this market during the week at 21c., but we did not learn whether it had been closed out to purchaser.

Limits to raw sugar brokers here have been withdrawn by their principals at the source of supply, this, too, despite the fact that they were above the views of refiners here for C.I.F. business. Cables quote Java 16s. 6d., and fair refining 14s. 3d.

The new officers of the Board of Trade were officially announced at a special meeting of the Board, held last week. The complete list is as follows: President, W. W. Ogilvie; vice-president, W. C. Munderloh; second vice-president, James A. Cantlie; treasurer, Edgar Judge; members of the council, Messrs. William Cunningham, live stock; Thomas I. Drummond, hardware; R. M. Esdaile, grain; Charles H. Gould, miller; Frank A. Hart, fruits; D. L. Lockerby, groceries; John McKergow, dairy produce; John B. McLea, shipping and Newfoundland trade; F. D. Rolland, stationery; Charles S. Smith, boots and shoes; A. A. Thibaudau, dry goods, and James Williamson, oils, chemicals, etc. Members Board of Arbitration: Andrew Allan, Robert Archer, H. A. Budden, Geo. Childs, Jas. P. Cleghorn, Hon. George A. Drummond, E. B. Greenshields, F. W. Henshaw, Chas. P. Hebert, John Kerry, Robert Reford, Jas. Slessor. Mr. E. B. Greenshields paid a compliment to the retiring members of the council. Mr. Edgar Judge thought that the incoming council should take steps towards retaining the present large membership and increasing it if possible. It was agreed that at the next quarterly meeting of the board Mr. Judge should move to increase the entrance fee from \$100, which it now is, to \$200.

FOR YOUNG MEN.

In the American Grocer's "Clerk's Department" appears the following, worth careful noting by young men in all lines of business: "No mother need have undue anxiety for the success of a son who this winter or spring steps out into the business world, so long as he bears in mind a few essential points: He must be honest above all things, and allow nothing to convince him that there is a compromise between honesty and dishonesty. He must be an out-and-out believer in the homely but forcible saying that a man cannot drink whiskey and be in business. He must, too, decide between being a society and a business man; he cannot be both. He must make his life outside the office the same as in it, and not be possessed with the prevalent idea that his employer has no business to question his movements outside of office hours. An employer has every right to expect his employees to be respectable at all times, in the office or out of it."

CACAO AS A BEVERAGE.

The rapid increase in the importations and consumption of coffee during the past few years, despite its increased price, is something remarkable, and is in strong contrast with the importations of cacao which supplies not only a more wholesome, but a far more nutritious beverage. During the year 1891 our importations of coffee amounted to about eight pounds per capita of our population, while our cacao imports were only about five ounce per capita, only one twenty-sixths of the coffee imports. It must also be borne in mind that of the 21,539,840 pounds of cacao imported in 1891, perhaps not more than one-half was used for drink purposes, the other being converted into confections and used in other ways. There is no little ignorance prevailing concerning the value of chocolate, cocoa and the other beverages made out of the cacao bean. Prepared as some of these are with sugar, egg and spices, they are perhaps the most nutritious of all the table beverages used among men.

The food value of a cup of cacao prepared with milk is many times that of coffee. Neither is it so stimulating. Bad effects from the ordinary use of chocolate are, we believe, unknown. It is not merely a beverage, but it is a food of great value, strong, palatable and nourishing. It is a matter for surprise that its use has not become more general. None of the bad results that so often accom-

pany the use of coffee, such as sleeplessness go with the various preparations of cacao. Everybody admits its value in the making of cakes, confections and ice cream, and to almost all it is most acceptable in these various forms. It requires only a little experience with it as a beverage to make it equally acceptable to the public in that form. It is making its way slowly, but its triumph will come.—Interstate Grocer.

BOUNTY FOR BEET SUGAR.

At the beet sugar convention recently held in Denver, Col., G. F. Berringer, superintendent of the experimental station south of Denver, on the divide between the Platte and Arkansas rivers, reported that thousands of tons of beets at twelve tons per acre, with 13 to 16 per cent. of saccharine matter, could be raised there. The beets average two pounds. It was decided to form a permanent state association, which in turn shall form county associations, and subsidies will be obtained when possible from state, county and municipal authorities. A memorial was adopted asking the state legislature now in session to grant a bounty for two years of \$1 per ton on beets sold to sugar factories and having 12 per cent. saccharine and a coefficient on purity of 80 per cent.; also a bounty of half a cent a pound for four years on sugar product polarizing not less than 90. A memorial asking congress to continue its bounty of two cents on American sugar will be circulated for public signature. Congress will also be asked to establish experimental stations in Colorado, and both congress and the local legislatures will be asked to make ample appropriation for the acquisition of information.

SOAKED PEAS.

The Empire of Wednesday announced that a Canadian canned goods packer is placing soaked peas on the market without labelling them as such, and with the fictitious name of a company as packers. There are two direct infractions of the law in this, for each of which the offenders are liable to a penalty of not less than \$2 per tin for not putting the word "Soaked" on, and the same for a fictitious name.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
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Sole Agents for Canada.

THE BEST
MacLaren's
IMPERIAL
CHEESE

IN GLASS JARS.

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DOMINION AGENTS,
TORONTO.

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4,500 Boxes
Valencia Raisins
WRITE FOR OUR PRICES.

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—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA
SALE



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
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Canned Goods

This is the time to purchase the finest brands of canned vegetables, such as "Little Chief" and "Canada First" Tomatoes, Corn, Peas, and Beans. Large assortment and lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

.. TEAS ..

Japans, Medium Grades,
Best Value in Market.
ALSO
Darjeelings and Ceylons,
Specially Selected for Blending Purposes.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering a : :—

Blended Tea AT **25^{C.}** Per Lb.

For Strength and Flavor it is Unequalled.

Ask our Travellers to show it, or write us for Samples.



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TEAS - -

— A SPECIALTY.

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SAUCE
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MANUFACTURERS,
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Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.

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Importers of Teas

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SPECIAL BRAND TEA.
LOOK OUT FOR

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Nothing equal to it at the price.

See our travellers.

Write for samples and prices

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CASH VS. CREDIT.

No one will deny that it would be a good thing for the retail merchant, and beneficial to the consumer, if the cash systems were in general use. Columns of space in the mercantile trade papers are given to the subject, which may eventually do some good in the direction of the object sought by inducing the dealers to change their methods of doing business.

Thirty or more years ago there were spasmodic efforts to do something in the way of bringing more cash and less credit to the retailer's till, but as there were no papers devoted to the merchant's interests and no organization among them, nothing could be done to break up the universal system of charging for nearly every sale made.

It would be only repeating an old story over and over again to say that every retail dealer will tell you that he is in favor of the cash system; that he would like to see it generally adopted, but—and then he will tell you why he cannot make the change. His reasons are simply and uniformly to the effect that he would lose trade; and if he did not trust, his neighbor in the same line would, and thus draw his customers away. And therein, it seems to us, lies the great secret (if it is a secret) of the failure to do a business on cash-down basis, i. e., want of unanimity and desire on the part of one to sell more goods than his neighbor.

Those who sell the articles of daily consumption by every family know when they give the head of the household one of those universal pass books that, in nine cases out of ten, a great many more sales will be made than if the cash accompanied every purchase. The tendency to buy what may be desired but not absolutely necessary, when the article need not be paid for at the time of purchase, is almost universal among people of moderate means, and this frailty of human nature is too frequently taken advantage of by the dealer to increase his sales. There are others who are too good natured to say "no" even to persons who, they are morally certain, will not or cannot pay their bills in a reasonable time, if ever, but take the risk, hoping that all will come out right in the end.

As a rule, the mechanic and laboring man of the present day could pay cash for everything he needs at the time of purchase. Of course, there are occasional exceptions, such as cases of misfortune, sickness, etc., but this could be provided for by mutual understanding. He receives pay for his work every week, or two weeks, but the unfortunate credit system usually absorbs his earnings, if he pays at the end of the week for what has already been consumed, and he must again be trusted for future supplies. Frequently the temptation to "stave off" part or the whole of his bill at the grocery, butcher shop, etc., is irresistible—in order that he may have a little change in his pocket—and it is not a great while until the debt is too formidable for his means. And so it goes.

A partial remedy for the evils referred to lies in the use of what is known as "coupon books," and we advise those of our mercantile readers who really desire to get out of the credit rut but do not find it feasible to adopt the cash-in-hand system absolutely, to examine the merits (and demerits if there be any) of the coupon method of doing business.

It appears to us, however, that without thorough organization, very little can, or rather will, be done to make the cash system absolute and universal.—*Grocer and Trade Index.*

ALL ABOUT MAKING MACARONI.

Few people who eat that toothsome article, macaroni, know how or where it is manufactured. They, however, do know that when it is properly prepared it forms one of the most palatable and healthful dishes that is set on the table. Many imagine that macaroni, vermicelli, spaghetti and noodles are chiefly made in Italy and imported into this country. To a certain extent this is true, but of late years the industry has so grown on this side of the ocean that now but one-tenth of the entire amount consumed in the United States is imported. Some years ago it was distinctly an Italian dish. The natives of that country were the first to make it, and they made a national dish of it. Other countries took up the article, until now it is known the world over. While at first Italy had the monopoly of its manufacture and exported large quantities of it, now it is made in different countries of Europe and also by the United States.

In this country the work is done nearly entirely by Italians, who have immigrated from the mother soil, or by their American descendants. In New York city there are several large factories which produce an average of 35,000 pounds a day. This is consumed in that city, but quantities are shipped to different places in the United States and to Canada and to Cuba. A representative of this paper visited the factory and made a tour of inspection through its three floors and watched the different steps which converts the flour into the hard and brittle substance that afterwards becomes so palatable in the hands of the chef or adept housewife. The flour and water is first put into what is called a dough mixing machine. It is cylindrical in form, and within it are knives or plates, which are worked by steam power. The dough is kept in this machine until it is thoroughly mixed. Then it is thrown into a circular trough about six feet in diameter. Through this trough rolls a large stone weighing 3,300 pounds. Over and over the dough this heavy weight passes, rolling it out flat. This process is kept up for half an hour. The next step is the placing of this well rolled material in a powerful circular press worked by steam. The bottom of this machine is a copper plate or mold. It is about an inch thick and perforated with holes, in the centre of which is a pin. The dough is forced through these holes, the little pin in the centre of each making the hollow centre in the macaroni. It comes out in long strings, soft and so pliable that it could be tied in a knot. It is then taken up stairs, where a man lays it out in straight lengths on wire trays covered with paper. The whole is covered with heavy paper, and the trays are put up in racks to dry.

It lies in this position for eight days before it hardens and dries completely, as the dampness prevents it from drying properly.

On nice, clear days the windows are allowed to remain open, but on windy days they are kept closed and the steam is kept on, running the temperature up to between 70 and 90 degrees. This heat does not affect the macaroni, but keeps the air dry. Vermicelli, spaghetti and noodles are all made the same way, except that the holes in the molds through which it is forced are smaller. The vermicelli is made both white and of a yellowish tint. The coloring is done with saffron. When it is taken upstairs to dry it is laid out in curled-up shapes to give it a fancy appearance. There is yet another product that the factory makes—that is fancy pastes. These are used for soups the same as noodles, but present a much nicer appearance. For the pastes the same mixing and rolling process is gone through with as in making the macaroni. Then the dough is taken up to the second floor, where it is placed in a pressing machine set in a horizontal position.

Instead of the ordinary round holes in the moulding plate the perforations take a number of different forms. All the letters of the alphabet are produced. They are very small, but complete as to form and enlarge after being placed in the soup. Thus the Smiths, the Joneses, the Browns and the Johnsons may have received the initial letters of their names in their soups. Numbers, stars, rings and wheels are also made, while the pretty shapes of pepper, olive and lemon seeds are also produced. After the different articles are thoroughly dried and hardened they are packed for shipment. The macaroni is made up in pound packages, wrapped in the familiar blue paper that many a housewife imagines has come all the way from Italy. It is also put up in other colors, with labels of other kinds, bearing Italian names, all of which give it a foreign look. There are several ways of cooking macaroni. Some people cook it with tomatoes, others with cheese. The latter is probably the most palatable.

A lady who is quite an adept in preparing the article gives the following recipe for its preparation: Breaks the sticks into inch pieces, put in boiling water and boil twenty minutes. When half done add a little salt. When done strain in a colander and set it in cold water until the dressing is prepared. To make the dressing, melt a lump of butter the size of a walnut and stir in an even tablespoonful of flour; add a cup of milk and a little salt and allow it to boil. Put in a half cup of grated sharp cheese, allow it to melt, add the yolk of one egg which has been thoroughly mixed but not beaten light. Then stir in the macaroni and put it where it will heat, but not boil.—*Inter-State Grocer.*

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THIS issue will penetrate to many places seldom or never visited by your travellers, as well as to every centre of commerce where orders for goods are likely to be forthcoming.

Special—We will make a specialty of binding in price lists, lithographs, circulars, etc., on any colored paper, thereby enabling this large number of circulars or lists to be sent out incorporated in a journal of high reputation, at a minimum price. To send the same out by post in the ordinary way would cost more than double our charge, and with infinitely less probability of being read or preserved for reference.

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GROWTH OF THE OYSTER.

The oyster at the commencement of its career is so small that 2,000,000 would only occupy a square inch. In six months each individual oyster is large enough to cover half a crown, and in twelve months a crown piece. The oyster is its own architect, and the shell grows as the fish inside grows, being never too small.

It also bears its age upon its back, and it is as easy to tell the age of an oyster by looking at its shell, as it is that of horses by looking at their teeth. Every one who has handled an oyster shell must have noticed the successive layers overlapping each other.

These are technically termed shots, and each one marks a year's growth, so that by counting them the age of the oyster can be determined. Up to the time of its maturity—that is when four years of age—the shots are regular and successive; but after that time they become irregular and are piled one upon another, so that their shell becomes bulky and thickened. Fossil oysters have been seen of which each shell was nine inches thick, whence they may be judged to be more than 900 years old.

From one to two million are produced from a single parent, and their scarcity is accounted for by the fact that man is not the only oyster-eating animal. The starfish loves the oyster, and preys upon it unceasingly. A variety of whelk is also very fond of young oysters, to get at which it bores right through the shell and sucks the fish up through the hole thus made.—Pearson's Weekly.

HOW IT IS DONE.

A great many of the dormant retail grocers are constantly finding fault with their up-to-the-times confreres, says the Retail Grocers' Journal, of San Francisco. The cause for complaint is that they (the live grocers) are selling too cheap. "Why," some of them will say, "I could not sell at that price simply because I paid more by the case than he is retailing them by the single package." And their statement is true in every particular. But whose fault is it? The live grocer keeps posted by reading trade papers and watching the movements of the market, while the other would rather prefer to play pedro or else do most anything except what relates to and would benefit his business, and as for reading trade papers, that is time wasted—the reading is too dry; there is not the pith to it that is contained in an account of a prize fight, and so on. But when it comes to finding fault, then he can waste plenty of time. To approach one of these men with an application to subscribe for a trade paper produces about the same result as does the request of a slow-paying customer who has already a large score recorded against his name, for the loan of fifty dollars to buy Christmas toys for the Children.

However, it is the same with trade papers as it is with everything else; one must be brought up to the use of them in order to be able to grasp the benefit to be derived from their perusal. With a few lessons, such as some of the retail grocers will receive this summer, we think that many of them will become apt scholars and profit by their losses, not only in having to pay more for their goods, but also on account of losing trade by not being able to cope with the up-to-the-times grocers. If less time were devoted to fault-finding, and more in ascertaining in what way they could be up to those in the same trade, and

sell at the same price, and make a profit, it would be greatly to the interest of the dormant grocer, who expects that all matters in the trade should be shaped to a mould of his own making.

NUTMEG CULTIVATION IN JAMAICA.

In the Bulletin of the Botanical Department of Jamaica it is stated that a large stock of the very finest nutmegs for seed have been imported to Jamaica from Grenada, and has been sown in the Hope Gardens, and when ready for distribution, will be sold at the very low rate of three half-pence each, in large or small quantities. It is hoped that these arrangements will tend to develop the planting of nutmegs on a large scale in suitable districts in Jamaica. It is stated that already one order has been filed for 10,000 plants, and another for 5,000. The germination of the seed in large quantities, and the care of the seedlings, is said to require the strictest attention, to prevent extensive loss. From the seed beds the seedlings are transferred to bamboo pots, and when they have quite recovered from the transplanting, and have formed good roots, they are ready for the nutmeg plantation. The planters must now exercise strict supervision over the laborers, to see that the bamboo pot is carefully slit down on one side, and the plant, with the earth undisturbed round the root, gently placed in the hole prepared for its reception. If this operation is done too harshly or clumsily, the tip of the tap root is broken, and the plant soon dies.

The trees are a long time coming to maturity, not producing a crop, as a rule, till they are nine years old; and when they first flower, at six or seven years of age, it is possible to determine whether they are male or female. A very small proportion of male trees is left for fertilization by insects; the rest are cut down, and fresh plants are substituted. The fertile trees continue to produce for seventy or eighty years. On an average each tree will yield ten pounds of nutmegs and about one pound of mace every year; and, when highly matured, it is said they will produce ten times that amount.

In connection with the same subject a note on the curing of nutmegs in Grenada is given in the November number of the Jamaica Bulletin, the details of which may be of service to those who are starting the culture. The process is said to be that which is adopted for preparing the nutmegs for the London market. The nutmegs are picked up from under the trees every day except Sunday. On being brought into the boucan, the mace is peeled off and pressed flat between heavy blocks of wood, where it is left for two or three days, then put into a case and left till it reaches the proper color. The nutmegs are put into receptacles (with fine mesh bottoms so that the air can pass through), inside the boucan, and left there for three weeks or a month, or, in fact, until the nut begins to shake inside the shell. They are then shown the sun for a couple of hours a day for two or three days. After this they are cracked. Great care is necessary here, for if the outside shell is struck too hard it makes a black spot on the nutmeg, which affects the value considerably. When cracked, the nuts are sorted according to size, put into ordinary flour barrels and shipped. Regarding the value of the produce of nutmeg trees when in full bearing, it is stated that one grower in 1883 realized from two trees as much as £30.

JUDGING THE AGE OF POULTRY.

Examine the feet and legs; the size and appearance of the spurs, form a guide, as we are told by an expert in The New York World. The skin of the pullet or cockerel is smooth and has a fresh appearance, while that of the adult fowl yearly grows coarse and more shriveled. Place the thumb and forefinger on each side of the back near the "poor's nose," and press. In young birds the part is supple, in old ones it is difficult to bend. If in feeling the tip of the breast bone the grizzle forming there is tender and supple, the bird is young. Ducks that have arrived at the age of two or three years have a deep depression down below the breast feathers and their waddle becomes more and more ungainly.

OLIVES AT POMONA.

The olive industry has proved unusually profitable in the Pomona district the present year if we may fully rely upon the various reports coming from that section. It is alleged that \$250 per acre has been made by numerous olive growers, and we have no reason to doubt the statement. What is more to the purpose, however, is the fact, so great is the demand for olive pickles that it can only be partially supplied. It is announced that an order from New York for 20,000 gallons of Pomona pickled olives had to be declined for want of stock. A great advance in olive planting will certainly occur during the coming season.—California Fruit Growers' Journal.

BRAZILLIAN COFFEE.

In view of the constant complaint over the quality and condition of Brazilian coffee, the following epitome of a report from an attache of the British Legation at Rio de Janeiro is interesting: "At the present high prices quantity more than quality is the object of the planter. Careful preparation entails heavy expense and delays, while the profit is so great that everything which comes with coffee, viz., huss, sticks, etc., all go into the bag to increase the weight. Low fair channel, or type No. 6, became the 'good coffee' of the market, and at last even type 7 was difficult to obtain, the stock being almost wholly composed of lower grades. The difference in price between the grades grew to be very large, and finally dealers refused to sell good sorts alone, using them to force off larger parcels of lower quality. In spite of the high premium paid on really good qualities, there is thought to be little hope of a marked change for the better until currency prices fall to the point when freight, etc., make the shipment from the plantation of very low grades unprofitable. Owing to the defective railway service and the consequent delays and exposure to the weather, the coffee has been robbed of what color and style it originally possessed when freshly prepared. Two or three months were no unusual journey between plantation and market, the coffee lying during the greater part of that time exposed to the weather at the railway stations. Large quantities were damaged, and a considerable amount rotted and destroyed."

From present indications there will be an immense crop of oranges in Southern California, especially of navels. The fruit is coloring nicely, and is ripening three weeks earlier than last year.—Los Angeles Express.

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Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

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...  **EVAPORATED**
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

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IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

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A TRIAL ORDER WILL SATISFY THE BUYER
THAT BATTY'S ARE THE BEST. : : : : :



123 and 125 FINSBURY PAVEMENT,
LONDON, ENGLAND.

WRIGHT & COPP, DOMINION AGENTS, TORONTO.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Feb. 9, 1893.
GROCERIES.

Trade has not been quite up to expectations the past week, but the slow movement in goods has had no effect in prices, which in certain lines, such as lard, beans and low grade teas are still moving upward. Collections are slow. Orders are coming in fairly well, with prospects for further improvement before the week is out.

Teas—A fair inquiry for all grades.

Sugars—Market firm but limited quantity moving as quoted; granulated $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; extra C $3\frac{3}{4}$ to 4c.; yellows $3\frac{1}{2}$ to $3\frac{3}{4}$ c.

Molasses—Very dull; market with a good supply is quoted. Barbadoes 32 to 33c., Porto Rico 31 to 33c., Antigua 30 to 32c.

Syrups—Sell very slow at $2\frac{3}{4}$ to $3\frac{1}{4}$ c. per lb.

Butter—Is scarce and sells readily at 21 to 23c.

Eggs—Are in good demand at 22 to 24c.

Cheese—Market very firm, and sells readily at $11\frac{1}{4}$ to $11\frac{3}{4}$ c.

Beans—Have advanced about 30c. per bush.; stocks light. Quotations are \$1.80 to \$1.85 for mediums and 10c. higher for hand-picked.

Fish—Have been dull, but higher prices are looked for. Large cod are quoted at \$4.75; mediums, \$4 to \$4.25; bay, half-brls., \$1.60 to \$1.75; fresh cod, 3 to $3\frac{1}{2}$ c.; smoked finnan haddies, 6 to $6\frac{1}{2}$ c.; smoked herring, 8 to 10c.

Flour—While dealers are holding prices firm, anticipating further rise in values, buyers are holding off, and as a consequence very little is moving. Manitoba is quoted at \$5.15 to \$5.25; high grade Ontario, \$4.30 to \$4.45; medium patents, \$4.15 to \$4.30.

Oatmeal—Market firm, at \$4.20 to \$4.30.

Cornmeal—No change, demand light, prices firm; quoted at \$2.75 to \$2.85.

Feed—Prices steady at advance; \$21 to \$22.50 per ton.

ONLY ONE AROSE.

An eastern paper tells the story of a certain grocer there who attended a religious meeting when a revivalist preached a powerful discourse upon personal integrity, and urged upon all Christians the duty of debt paying. Delinquents were handled without gloves, and to clinch matters, at the close of the discourse, he asked all who paid their debts to stand up. The congregation almost to a man arose. After they were seated, the preacher invited those who did not pay their debts to stand up, and up rose one solitary forlorn individual. Hesitatingly he got onto his feet, and in faltering tones explained that he found himself in the ranks of the poor-pay class, but unwillingly. He could not help himself, as he was the owner of the local grocery and could not pay up, as every member of the congregation owed him for groceries. It is said that money poured into the grocery store next morning in a lively manner, and the grocer is glad he went to church and spoke in the meeting.

COMPETENT HELP.

The advisability of securing competent and intelligent assistants is being recognized more and more every day by merchants in all branches of trade; and more especially among the retail storekeepers is this essential, where the clerk is brought into contact with scores of people daily. A few years ago the grocer's clerk who could add a fair-sized column of figures and knew the number of ounces to the pound, was considered perfectly competent to attend to the wants of the customers; but now he has been superseded by the intelligent and polite assistant, who knows the names of all the regular customers, so that a lady entering the store is greeted with a "Good morning, Mrs. A.," followed with a remark regarding the current topics; or, "Were you pleased with the new brand of flour we sent you last week?" etc. By the interest taken, the customer feels at once that the clerk is directly interested in supplying her with a good quality of goods, and will often seek his advice and rely on his judgment regarding intending purchases.

It is policy, also, in addition to having a competent corps of assistants, that the force be of sufficient number to attend to the wishes of your customers without subjecting them to unnecessary delay. Would-be purchasers after waiting in a store for five minutes without receiving the attention from anyone, are very likely to make their exit without purchasing, and you will find that their future orders will be left with your competitor. Our friends, when calling on us at home are not neglected in this manner, and why should not this friendly feeling be extended to our customers at the store?

The wide-awake grocer nowadays also prepares for the Saturday rush, not only by having a sufficient force of assistants, but sees that the staple goods during the week have been wrapped in packages of different weights, so that when a pound or two of sugar, coffee, tea, or other commodity is called for, it is not necessary then to be weighed and wrapped. In this way a great deal of valuable time is saved, and the regular force in some cases will be sufficient to attend to the Saturday's trade. During the week your clerks will often find a half hour when this work can be done, and by observing this rule you will find by the end of the year that you have saved considerable in your expense account.

The system of delivering goods has been adopted by all grocers who wish to keep up with the times. Among the larger stores the order clerk will call during the week on the customers, and receive their orders for Saturday's delivery. A bright device which is furnished housekeepers for recording grocery orders consists of a board about a foot in length by three or four inches in width, upon which the

names of the different articles handled in the grocery trade are stamped. Opposite each item a hole is made in the board, and when the housekeeper finds the supply of a certain article running short a pin is inserted in this board opposite the corresponding name of the article. By this method a great deal of time will be saved when the clerk calls for the order. And, again, items which would be very apt to be overlooked by the housekeeper if entrusted to her memory, and consequently be omitted in the list furnished the clerk, will by this method be ensured. When it is considered that these items will be very likely purchased at a more conveniently located store, the value of this arrangement will be very readily perceived, and among grocers who enjoy a suburban trade, this plan will be found very practicable, also a stimulating factor to increased patronage.—Joseph Heritage Ingersoll.

ORANGE BUYING.

The expert orange buyer, says a contemporary, does not select the smooth, clean-skinned fruit invariably, nor does he object to a heavy percentage of rough, dirty skins. The latter are not always easy to sell, but they invariably give the greatest satisfaction. This is because in the case of oranges, as with almost any fruit, beauty is only skin deep, and the insects which infest orange groves and extract sweetness from the fruit much as bees draw honey from the finest flowers, only attacks the sweetest and choicest to be bored. The effect of their efforts is to roughen the skin by perforating it, and hence dust is retained, instead of either falling off or being brushed off the untouched skins. The fruit within the latter having been rejected by the insects on account of the lack of sweetness is not so palatable as that in the rougher looking skins; and it is decidedly a good plan to follow in the footsteps of the busy little creature who can tap an orange and ascertain how sweet it is in a manner no man could attempt.

PRUNE CULTURE.

That favorite variety of plum known as the prune, and familiar to all in its conserved state, is cultivated in many parts of the world, and very largely in France, Turkey and Austria. Until the tree was introduced into California our entire supplies, which aggregated thousands of tons yearly, were imported from these countries. The cultivation and growth of the tree in California has within the past three years made wonderful strides, and in a couple of more years the state will produce all the prunes required in this country and some to spare. In regard to the relative quality Californians claim precedence, but, laying aside all prejudice, we prefer the French



**CHAS.
WILSON**

Manufacturer
of

**PRIZE
MEDAL**

Ginger Ale

TRADE MARK (Registered)

—AND—

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 3004. 519 Sherbourne St.
TORONTO.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.
ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"

"Perfection."

"Lemon Jelly Marmalade,"

Made from Seville Oranges.

"Messina Lemons."

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

in point of flavor and tenderness of the fruit. This may be in the preparing, and when the growers in California become as skilled as the French are, the quality of the fruit may be fully equal, if not superior, to any in the world. The process of curing the ripe fruit is simple. In Europe it is mostly done by putting it in ovens, and in California they rely to a great extent upon the sun, the fruit being placed on trays. This fruit properly prepared for the table is not only delicious, but very healthful. Few people in this country know how to properly prepare the prune for the table, and we advise our readers to try the French way: Take, say, one pound of good sized fruit and place in a vessel with sufficient sweetened cool water to merely cover the fruit. Set aside for 24 hours or even more and serve them on the table, and you will find a great improvement over the cooking process, during which much of the aroma of the fruit escapes with the steam.—Winnipeg Commercial.

YOUR BALANCE SHEET.

Have you taken stock, balanced your books and found out how your business has paid you during the past year? If not, believe us, the sooner you get to work and satisfy yourself about it the better for yourself.

A merchant who goes on from year to year without taking stock and having his books properly balanced, is a good deal like a man walking along an unknown road in the dark, and liable at any moment to come to grief by tripping over obstacles or stumbling into pitfalls of which he has no knowledge. What a good lantern would be to such a traveller by showing him how to avoid these dangers, an annual audit and investigation of his business is to the wide awake merchant.

This is not the first time that we have referred to the necessity of a yearly stock taking and balancing of books; indeed we are sometimes of the opinion that our readers will be wearied by its repetition. But even at the risk of this, we think that we would be derelict in our duty towards some, at least, of our readers did we fail annually to deliver this message of warning.

No business man is safe who allows his

affairs to run along by chance, and refuses the help that such an annual investigation undoubtedly brings with it. We know of half a dozen cases of this kind, where the merchant never took stock or balanced his books, and only learned how he stood when the assignee took possession of his estate and got out a statement for the information of the creditors.

Success is dear to the heart of every man, and with the keen competition of to-day, no merchant can expect to succeed, who fails to take advantage of such a safeguard as is thrown around him by a thorough annual investigation. While such a course has nothing against it, it has everything in its favor from a business standpoint. Does it do any good to a business to have its stock periodically overhauled, its book accounts investigated; to find out the business rat-holes; what lines of goods have paid the best and which give the least return on the capital invested? If this information and much other that comes out of an annual overhauling of one's business is of no use to you, don't do it. If it is useful, however, and we think it is, you can't do it too soon or too thoroughly.—Commercial Enquirer.

One sometimes hears it said that a merchant is not honest in offering goods at cost, or in announcing a clearing sale at prices below what seems reasonable. Conservative competitors of such a merchant sneer at him and say he is a fraud. It does not follow that such is the case, by any means. A lively, ambitious merchant may fall into error of judgment as to the selling qualities of a line he is at first confident will go. No man can predict exact results. Fact is, every merchant has had experience in this way that has cost him dear. The goods are all right, but at the price first placed on them they prove slow sellers. In such event it is far better to sacrifice all profits and get clear of the stock than to carry it along. Like a captain at sea, who has a big cargo, when the storm comes up, he feels that it is wiser to lose part of the deck load than to risk all on board. By lightening the load he saves the



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

vessel and part of the goods. A clearing sale may make trade somewhat demoralized for a time, but better than crippled credit. Few merchants are able to buy for cash. They must make sales in order to meet bills. The momentary inconvenience of forcing trade is offset by the healthier activity that follows putting in a new and popular stock. It does not pay to carry dead goods.—Exchange.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

A customer secured is a promise of greater salary in time.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

You can lose more than we do by not subscribing for this paper.

BUSINESS CHANGES.

SALES MADE OR PENDING.

G. B. Stephenson & Sons, general store, has been succeeded by Irvine & Magee.

The general stock of Mrs. F. Strand is to be sold by auction 13th inst.

The stock of Joseph J. Phillips, clothier, Brockville, is advertised for sale by auction.

George B. Forsyth has been admitted a partner to the dry goods firm of T. A. Mara, London.

J. W. Harrison, grocer, flour and feed of Havelock, has sold out his flour and feed business.

The stock of Joseph Girard, general dealer, Moose Creek, Ont., is to be sold by auction on Feb. 13.

The stock of W. H. Bentley of the American Fair, Yonge street, has been sold at 59 cents on the dollar. J. F. Russell was the purchaser.

FIRES.

Mrs. Crowe's grocery store at 509 Bloor street west, this city, was damaged the other day by fire to the extent of \$100.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

B. Paynet, grocer, Quebec, has assigned to Kent & Turcotte.

Douglas & McVie, crockery dealers, Montreal, have assigned.

The bailiff is in possession of the grocery of M. T. Robinson, Toronto.

Donald A. Sutherland, general merchant, Kensington, P.E.I., has assigned.

W. H. Millman, apples, etc., of Woodstock, is offering to compromise.

W. C. Goetz, boots and shoes, of Guelph, has assigned to George H. Coffee.

Thomas A. McPherson, dry goods dealer, Omamee, has compromised with his creditors.

Pigeon, Pigeon & Co., dry goods, of Ottawa, are offering to compromise at 50c. on the dollar.

F. X. Berthiaume, general dealer, St. Genevieve, Que., has compromised at 40c. on the dollar.

J. H. Honde, general dealer, St. Bridgette des Sautes, Que., is offering to compromise at 65c. on the dollar.

J. B. McDonald, general merchant, Charlottetown, P.E.I., is offering to compromise at 40 cents on the dollar.

The creditors of D. A. McLean, general dealer, McIntyre, Ont., are to meet at Henry Barber's office, Toronto, on the 9th.

G. W. Woodland, general dealer, Durham, Ont., has assigned to H. H. Miller, of Hanover. His creditors will meet on Feb. 13.

Biggs & Co., general merchants, Collingwood, have assigned to John McClung. Liabilities and assets are about the same and reach \$20,000.

Mr. N. H. Davis, of Yonge street, importer of fancy goods, has assigned to G. M. Gardner. The stringency of the real estate market, together with other large losses, is the cause. The estimated surplus assets over liabilities are \$8,000 to \$10,000.

G. S. Wood & Co., dry goods merchants, of St. Thomas, have assigned to S. O. Perry. The firm was enterprising and during the three years it has been in existence fought hard to make business a success. But energy could not make up for insufficiency of capital, hence the assignment. The liabilities are estimated at \$11,000.

Douglass & McNiece, crockery merchants, of Montreal, have made an assignment at the demand of the Diamond Glass Company. The liabilities are about \$40,000, of which \$12,058 is due the Diamond Glass Company; W. & D. Yuile, \$9,300; D. J. Macdonald, \$4,925; St. John's Stone and Chinaware company \$2,267; Banque du Peuple, St. John's \$1,315.

FUTURE OF TAPIOCA.

The future of tapioca is a question which is of a great importance to the majority of the trade, though one party in particular is probably more deeply interested in the course of the market than all the dealers of the country put together, says Commercial Bulletin. For several years past this article has been in a dull and depressed condition, prices ruling extremely low, and affording little or no return on the profit side to those who have ventured upon the importation in the hope of realizing something like a decent return upon the import cost. The consumption during this entire period has continued large, and it is undoubtedly increasing, but the methods of conducting the business have changed, and harmony appears to be lacking among those whose interest it is to sustain and support the market upon a basis that will net some slight percentage for the cost of doing business. In former years the importation of this article was confined wholly to the merchants of this city, and from this source the entire country was supplied, but of late years representatives of Singapore houses, not satisfied with filling up the hands of local dealers, have turned their attention to the large jobbing houses of the West, and by soliciting orders for shipment upon same basis of cost as they do to this port, they put stock into the hands of, first the natural importers here, and second the very customers through whom local houses are expected to distribute to the consumers of the country. At the opening of last year the price of medium and fine pearl stood at 3 to 3½c. and flake 3½ to 3¾c. but by April the price had receded to 3c for flake, 2¾c for medium pearl and 2½c for fine do.

At about that time speculative interest was drawn to the article by what were considered the extremely low price, and the more favorable advices received from primary sources, with the result of large purchases of spot and to arrive goods for the purpose of concentration, the operations running up to many thousand bags of the several varieties. The leading spirit in this move after completing these vast operations confidently predicted one of the greatest booms in history, believing he possessed the key to the whole situation, and that the country at large must pay tribute to his long-sightedness. The first act was to advance the price of flake to 3 to 3½c, and fine and medium pearl to 2¾ to 3. The country at this time showed some little disposition to respond, and several fair-sized parcels were taken up by interior merchants under the belief that the scheme was a good one, so to still further improve the position another eighth to a quarter cent per lb. was subsequently tacked on to the value. Such an advance was indeed too much prosperity for the Singapore producers, and they determined to reap some of the benefits that the quotations of the market afforded. They began by soliciting orders for forward shipment from all outside importers, and they adopted the old tactics of going into the country for business. This action immediately put a check upon important demand from the stocks held in this market, and from that time to this, say a period of eight months, the market has exhibited no signs of life, notwithstanding holders have endeavored to coax inquiry at a material concession from the extreme views entertained. In fact not only has the entire advance been lost, but in some instances the price has receded to a point below that from which the movement was originally started. As an illustration flake in a quantity way can be had to-day at 2½c., medium pearl at 2¾c. and fine do. at 2½c. The stock in transit to-day is estimated at 10,000 to 12,000 bags all kinds; the spot stock is not positively known. Shipments are offering February-April at Singapore at the round price of 2.60c. for the three kinds, with intimation that probably a shade less might be done upon a firm bid, but this value does not appear to be attractive to buyers, as we learn of no important operations resulting. The future of the article is indeed in doubt, but one thing is certain that the boom engineered in 1892 has proved a complete failure.

Give your children a cup of Burnham's Clam Bouillon each morning at the table instead of tea or coffee; they will like it better and it keeps their little stomachs in good order and forms bone and muscle.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAV-
eller for Provisions or Groceries,
also side lines. Apply care
15-93 B., this office.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.
A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

MUNN'S
Famous
Boneless Codfish
NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs, and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S
Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.
Stewart, Munn & Co.,
MONTREAL.

GROCCERS !

Samples of our new lines of Brooms are
now in our travellers hands.

It will pay you to handle them, and we
particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

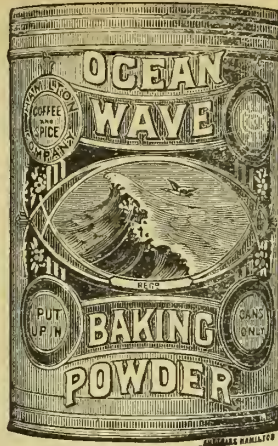
We also manufacture all kinds of Special
Brooms for Floor, Yard, Stable, Warehouse,
and Factory use.

CURLING BROOMS ON BAMBOO
HANDLES OUR SPECIALTY.

Our best grades have separate Paper
Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.



BEST VALUE MADE



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



**THE HAMILTON SPICE
AND COFFEE CO. . .**

HAMILTON, ONT.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

COFFEE

HAVE YOU the puffs of smoke issuing from
NOTICED . their store front all day? What
do you think that smoke comes from? Why—a
fire! That fire runs their coffee roaster. A new
thing for a retail grocer. The latest kink! It
means not only the best coffee but always fresh
roasted.

67 Pearl Street, New York

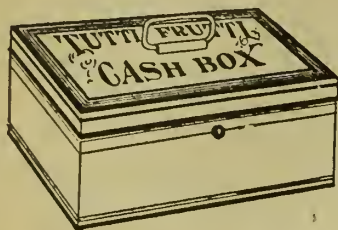
THE HUNGERFORD CO.

MACHINERY

SPICE

AND

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.



USE **SPANISH BLACKING**
THE KING OF BLACKINGS

THE F. F. DALLEY CO. OF HAMILTON, L^{TD}.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE

Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

OUR TRAVELLERS

Are now on the road with an elegant line of Biscuits and Confectionery.

We are this year introducing many specialties. Ask to see them, or write direct to the house for samples.

Wm. Paterson & Son
BRANTFORD.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" **BLUE**
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass
and Steel Work, &c., &c.
Won't Wear the Blades like
others.
6d. and 1s. Tins.

NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St
East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas
St., Montreal.

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.
WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

TORONTO.

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Feb. 9, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
1 lb. cans 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans 1 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Dunn's No. 1, in tins	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " 7 oz pkgs	85
" " 2 oz	40
" " 5 lb tins	65
" " bulk, per lb.	12
Per doz	
Empire, 5 dozen 4 oz cans	\$0 75
" " 4 " 8 "	1 15
" " 16 "	2 00
" " 1/2 5 lb cans	9 00
" " bulk, per lb.	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/4 lb, 4 doz cases	75
" 1/2 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60

OCEAN WAVE



WHITE STAR, per doz	
12 tins, 3 doz in case	0 75
" 2 doz in case	2 00
" 1/2 doz in case	9 00
10 oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	
Bulk, per lb.	

doz. in case	Price
Dime cans, 4	\$1 00
4 oz " 3	1 50
6 " " 3	2 25
8 " " 3	3 00
2 " " 1 to 4	4 25
1 1/2 " " 1 to 3	5 75
2 1/2 lbs " 1 or 1	12 00
4 " " 1 or 1	18 25
5 " " 1 or 1	22 75
10 " " 1/2	44 00

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 50
" " 5	7 50
Jaquet's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 5	10 00
" 1-gross Cabinets, asst	7 50
Egyptian, No. 1	9 00
" 2	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " " "	1 25

P. G. FRENCH BLACKING.

per gross	
1/2 No. 4	\$1 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	25

BLACK LEAD.

NIXEY'S

	London.	Canada
Refined in 1d., 2d., 4d. and 1s. packages, (91b. boxes) 7s 6d	\$2 5	
Jubilee in 1oz. and 2 oz. round blocks in cartons (91b. boxes)	4s 3d	2 00
Silver Moonlight, Plumbago Stove Polish (13 1/2 lb. boxes)		
6 1/2 lb. in large 1/4d. pkts, 1 gross	4s 3d	1 50
13 lb. in large 1/4d. pkts, 2 gross	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d	2 50
Reckitt's Black Lead, per box	1 15	
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz.; or 1/4 gro., 4 oz.		

F. F. DALLEY & CO.

Per gross
Silver Star Stove Paste 9 00
Packed in fancy wood boxes, each box contains 3 doz.

BLUE.

Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BORCKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
2 " " " "	3 20
3 " " " "	2 0
XXX Hurl 4 " " "	2 90
1X " " " "	2 65
2X Parlor 4 " " "	2 50
3 " " " "	2 25
4 " " " "	1 85
5 " " " "	1 50
Warehouse 4 " " "	3 25
Ship 4 " " "	4 00
1 Cable 2 wire bands, net	3 25
2 " 3 " " "	4 00

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
" gallons.....	2 00	
Blackberries, 2's.....	2 00	2 25
Blueberries, 2's.....	1 00	1 10
Beans, 2's.....	0 90	1 00
Corn, 2's.....	0 85	1 00
" Epicure.....	1 15	
" Special Brands.....	1 30	1 60
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 85	1 00
" Sifted select.....	1 15	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 75	
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard.....	1 50	1 65
" Damsion Blue.....	1 50	1 90
Pumpkins, 3's.....	0 85	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	2 00	2 40
Strawberries, choice 2's.....	2 00	2 40
Succotash, 2's.....	1 65	
Tomatoes, 2's.....	0 85	1 00
" Finnan haddies.....	1 50	
" Thistle.....	2 40	2 50
" Crown flat.....	2 40	2 50
" tall.....	1 90	2 00
" Other brands.....	1 80	2 10
Mackerel.....	1 00	1 10
Salmon, talls.....	1 45	1 60
" flats.....	1 45	1 70
Sardines Albert, 1/4's tins.....	12 1/2	
" 1/2's.....	20	
" Martiny, 1/4's.....	10 10 1/2	
" 1/2's.....	16 17	
" Other brands, 9%.....	11 16 17	
" P & C, 1/4's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/4's.....	6 1/2	8
" 1/2's.....	9 11	

CANNED MEATS.

	(CANADIAN)	
Comp. Corn Beef 1 lb cans	\$1 60	\$1 75
" 2 " "	2 65	2 80
" 4 " "	4 80	5 00
" 6 " "	8 00	8 25
" 14 " "	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2 " "	2 60	2 75
" 4 " "	4 75	
Par Ox Tongue, 2 1/2 " "	\$8 00	8 25
Ox Tongue.....	7 85	8 00
Lurch Tongue.....	3 25	
" 2 " "	6 00	6 25
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" 2 " "	4 00	
" 1 " "	1 35	
Soups, assorted.....	2 25	
Soups & Bouilli.....	1 80	
" 6 " "	4 50	
Potted Chicken, Turkey, or		
Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6		
oz cans.....	1 35	
Devilled Tongue or Ham, 1/4 lb		
cans.....	1 40	
Devilled Chicken or Turkey,		
1/4 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/4		
lb cans.....	1 50	
Ham, Chicken and Tongue, 1/4		
lb cans.....	1 75	

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 23 5c. packets	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high	
class perfume. Guaranteed first	
class)	
Monte Cristo.....	180 pieces... 1 30
(with brilliant stone ring)	
Sappota.....	150 pieces... 1 00
Sweet Fern.....	230 " " 0 75
Red Rose.....	115 pieces... 0 75
Magic Trick.....	115 " " 0 75
Oolah.....	115 " " 0 75
Puzzle Gum.....	115 pieces... 0 75
Bo-Kay.....	150 " " 1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery.....	100 " 0 70
Lalla Rookh (all flavors) 100,"	0 70
Jingle Bell.....	150 " 1 00
Cracker.....	144 " 1 00
O-Dont-O.....	144 " 1 00
Little Jap.....	100 " 0 70
Dude Prize.....	144 " 1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
'Little Lord Fauntleyroy' clock	
guaranteed.).....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 01
Cocoa, Homopatic, 1/4's, 8 & 14 lb	30
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

EPP'S.

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENS DORP'S ROYAL DUTCH COCOA.

1/4 lb. cans, per doz.....	\$2 40
1/2 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40
" Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
" Fry's " Diamond 1/4's, 6 lb bxs.....	0 26
" Fry's " Monogram, 1/4's, 6 lb bxs.....	0 26

Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1 lbs. ".....	4 50
" 1 lbs. ".....	8 75
Homopatic, 1/4's, 14 lb boxes.....	0 34
" 1 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.	
Mott's	per lb
Mott's Broma.....	\$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (4s).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins).....	40
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	22
Mott's French-Can Chocolate.....	20
Mott's Navy or Cooking Choc.....	26
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22c-40	
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Lignors 21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocca Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs.....	36
Queen s Dessert.....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12	
bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	4 00
German Sweet Chocolate.....	4 00
Grocers' Style, in cases 12 boxes,	
12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	30
48 Fingers to the lb. in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb. in cases 24 bxs	
6 lbs each.....	30
8 Cakes to the lb. in cases, 21 bxs	
6 lbs each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	
Cocoa.....	56
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1 lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50

Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.

	Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper.....	\$0 34	\$0 36
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42

Fancy Chocolates.

Fingers—	
40 in a box.....per box.....	\$0 36 \$0 40
20 " " ".....	
Croquettes—	
Yellow wrap.....	2 70 3 00
Pink.....	
Green.....	3 75 4 20

Croquettes are packed 12 lb. packages in a box, and 8 boxes in a case.

Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	
Green.....	0 55 0 60

Each case contains 54 1 lb packages or 108 1/2 lb packages.



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKER & SONS, per box	
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 " ".....	1 25
" 4 " " cotton bags.....	0 90

COFFEE.

GREEN		c per lb
Mocha.....		28, 33
Old Government Java.....		25, 35
Rio.....		20 22
Plantation Ceylon.....		29, 31
Porto Rico.....		24, 28
Guatemala.....		24, 26
Jamaica.....		22, 23
Maracaibo.....		24, 26
TODHUNTER, MITCHELL & CO'S		
Excelsior Blend.....		34
Our Own.....		32
Jersey.....		30
Laguayra.....		28
Mocha and Java.....		35
Old Government Java.....		30 32 36
Arabian Mocha.....		35
Maracaibo.....		30
Santos.....		27 38

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

ERIE JELLY WAFERS . . .

Toronto Biscuit and Confectionery Co.

7 Front Street East

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	30
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20 30
Say's Parisien, in ½ and lb tins	30

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03	
Borax	0 12	0 14	
Camphor	0 65	0 75	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 01	0 02	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb.	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	6 00	
Insect Powder	0 30	0 36	
Salpêtre	0 08	0 09	
Soda Bicar, per keg	2 50	2 75	
Sal Soda	1 00	1 25	
Madder	0 12	...	

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO

NEWMARKET.

Steel hoops, painted and grain'd	Per doz.	2 20
Brass hoops, oiled and varnish.		3 25
No 1 tubs		9 50
No 2 "		8 60
No 3 "		7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1, 1½ oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00

(SEELY'S FLAVORING) per doz

Concentrated, 2 oz. full measure	1 75
4 oz.	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Casos, No. 1, 2 oz tins	per doz	\$2 75	\$3 00
" No. 2, 4 oz tins		4 50	5 00
" No. 3, 8 oz tins		8 00	8 75
" No. 4, 1 lb tins		12 60	14 25
" No. 5, 2 lb tins		25 00	27 00

FRUITS.

FOREIGN.

Currents, Provincial, bbls.	c. per lb	53
" " " " " bbls		6
" Filiatras, bbls		53
" " " " bbls		6 64

Currents, Patras, bbls	53
" " " " bbls	6
" " " " cases	7 7
" Vostizzas, cases	73 9
" " " " cases	8 10
" 5-crown Excelsior (cases)	8 8
" " " " case	8 8
Dates, Persian, boxes	5 6
Figs, Elemes, 14oz, per box	11 11
" 10 lb boxes	11 12
" 30 lb bxs, 7 crown	15 16
Prunes, Bosnia, casks	4 5
" " " " cases, new	8 8
Raisins, Valencia, offstalk	5 5
Selected	7 7
Layers	7 8
Raisins, Sultanas	6 10
" Eleme	...
" Malaga	...
London layers	2 25
Loose muscatels	2 50
Imperial cabinets	...
Connoisseur clusters	4 00
Extra dessert	4 50
" " " " qrs.	4 50
Royal clusters	...
Fancy Vega boxes	...
Black baskets	3 60
" " " " qrs.	3 80
Blue	...
Fine Dehesas	...
" " " " qrs.	...
Lemons	3 00
Oranges, Jamaica	2 75
" " " " Valencias	4 50
" " " " Floridas	3 00
" " " " Seedlings	3 50
" " " " Navels	...

DOMESTIC

Apples, Dried, per lb	0 05	0 05
do Evaporated	0 07	0 08

FISH.

Oysters, per gallon	1 25
" select, per gallon	...
Pickel	0 06
Pike	0 07
White fish	0 07
Manitoba White fish	0 73
Salmon Trout	0 07
Lake herring	1 50

Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00
Shore herring	5 00
Salmon trout, per ½ bbl	5 00
White Fish, ½ bbl	6 50

Dried Fish:	
Codfish, per quintal	5 25
" cases	6 00
Boneless fish	0 04
Boneless cod	0 06

Smoked Fish:	
Finnan Haddies, per lb	0 07
Bloaters, per box	1 00
Digby herring	0 4

Sea Fish: Haddock, per lb	0 05
Cod	0 07
B.C. salmon	0 13
Market Cod	...
Frozen Sea Herrings	1 75

GRAIN.

Wheat, White	0 66	0 67
" Red Winter	0 65	0 66
" Goose	0 59	0 60
Wheat, Spring, No 2	0 61	0 62
" Man Hard No 1	0 87	0 88
" " " " No 2	0 83	0 85
" " " " 3	0 77	0 78

Our new Biscuits. Ask our travellers to show samples, they are great sellers. Our Sodas still continue to be the best made.

Oats, No 2, per 34 lbs	32	33
Barley, No 1 per 48 lbs	46	47
" No 2 extra	40	41
" No 3	36	38
Rye	50	52
Peas	58	59
Corn	56	57

HAY & STRAW.

Hay, Pressed, "on track	9 25
Straw Pressed, " " "	5 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 60
3 dy C P	3 90

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg ... 3 65

SOREWS: Wood—

Flat head iron 77½ p.c. dis	
Round " " 72½ p.c. dis	
Flat head brass 75 p.c. dis	
Round head brass 70 p.c.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
6th " (61 to 70 ")	4 00

ROPE: Manila	0 11
Sisal	0 09
New Zealand	0 08

AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12½ per cent.	

HINGES: Heavy T and strap .04½	06
" " " " " " " " " " " "	03½

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 4 4½
No. 1	5
No. 2	4½
No. 3	4

TURPENTINE Selected packages, per gal	0 50
LINSEED OIL per gal, raw	0 56
Boiled, per gal	0 59
GLUE: Common, per lb	0 10

INDURATED FIBRE WARE.	
½ pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1	15 60
" " " " " "	13 25
" " " " " "	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " " " " "	9 00
" " " " " "	8 00
" " " " " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " " " " " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	Per lb
Jams, absolutely pure—apple	0 07
Family	0 07
Black and Red currant, Rasp.	
berry, Strawberry, Peach	
and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIKEY'S

"Cervus" boxes of 1 doz.	
6d London 5s, Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s London 10s, Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
"Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 6 lb glass jars	1 76
Licorice Lozenges 5 lb cans	1 50
Purity "Licorice, 200 sticks	1 45
" " " " 100	0 72
Imitation Calabria, 5 lb bxs	
p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. OATHARINES
Condensed, per gross, net... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S.

Durham, Fine, in ½ and ¼ lb tins	
per lb	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
Ex Sup. in bulk, per lb	30
Superior in bulk, p. lb	20
Fine,	15

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in ½ lb. tins	0 42
Pure in ¼ lb. tins	0 44

Prices current, continued.

NUTS. per lb

Almonds, Ivica	13	14
" Tarragona	15	16
" Fornigetta	12	14
Almonds, Shelled Valencia	28	32
" Jordan	45	50
" Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9 1/2	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	...	...
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.

to 10 bbl lots, Toronto...	Imp gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White ..	0 20	0 22
Amer'n Prime White ..	...	0 23
" Water White ..	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents.)		
Home Made Tomato Catsup, qts	6	00
" " " pts	3	50
" " " 1/2 pts	2	00
Chili Sauce	pts	4 50
" " " 1/4 pts	3	25
SOUPS (in 3 lb cans).		
Tomato	3	50
Fancy—Chicken, Mock Turtle,		
Cream of Corn Pea, Celery,		
Asparagus	4	50
Fancy—Chicken Gumbo, Oz		
Tail, Consomme Bouillon,		
Mulligatawny, Mutton Broth,		
Beef, Pea, Printanir, Julienne		
Vermicelli, Vegetable	4	25

LEA & FERRIN'S. per doz		
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS Per doz		
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce—genuine—hlf. pts	3	25
Mushroom Catsup " "	2	25
Anchovy Sauce " "	3	25

PRODUCE.

DAIRY. Per lb		
Butter, creamery, tubs.	\$0 21	\$0 23
" dairy, tubs, choice	0 19	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	0 20
" store crocks	0 17	0 20
Cheese	0 11 1/2	0 12

COUNTRY

Eggs, fresh, per doz.	0	25
" limes	0 19	0 20
Beans	1	40
Onions, per bbl.	2 25	2 50
Potatoes, per bag	80	90
Hops, 1891 crop	0 13	0 15
" 1892 " "	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb.	10 1/2	0 11
Pork, mess, p. bbl.	...	...
" short cut	17 50	18 00
Hams, smoked, per lb.	0	13
" pickled	0	12
Bellies	0	13
Rolls	0	10 1/2
Backs	0 12 1/2	0 13
Lard, Canadian, per lb	0 12	0 12 1/2
Compound	0	10
Tallow, refined, per lb.	0 05	0 05 1/2
" rough, " "	0	02

RICE, ETC.

Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	6 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	7
" Genuine Old Carolina	5 1/2	10

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca, ...	5	5 1/2

ROOT BEER.

Hire's (Liquid) per doz	\$2 00	
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SPICES.

GROUND Per lb.		
Pepper, black, pure.	\$0 12 1/2	\$0 15
" fine to superior	10	15
" white, pure.	20	28
" fine to choice.	20	25
Ginger, Jamaica, pure.	25	27
" African, " "	16	18
Cassia, fine to pure	18	25
Cloves, " "	14	25
Allspice, choice to pure	12	16
Cayenne, " "	30	35
Nutmegs, " "	75	1 20
Mace, " "	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	26	32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and brls	3 1/2	
1st quality white, 3 lb. cartons.	4	
Lily White gloss, crates and	5 1/2	
cases	5 1/2	
Brantford gloss, 1 lb.	5 1/2	
Canada Laundry, Boxes	3 1/2	
Pure Prepared corn	6	
Challenge Corn	5 1/2	

KINGSFORD'S OSWEGO STARCH.

Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages	8 1/2	
12-lb " "	8 1/2	
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1/2 lb. package	9 1/2	
40-lb " 1 lb.	10	
40-lb " assorted 1/2 and 1 lbs.	9 1/2	
6-lb " sliding covers	9 1/2	
38 to 45 lb boxes	9	

Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages	8 1/2	
20-lb " "	8 1/2	

ST. LAWRENCE STARCH CO.'S

Culinary Starches—		
St. Lawrence corn starch	7	
Durham corn starch	6 1/2	

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2	
" " Bbls	4 1/2	
" " Kegs	4 1/2	
Canada Laundry	4	
Ivory Gloss, six 6 lb. boxes, slid-	6 1/2	
ing covers	6 1/2	
Ivory Gloss, fancy picture, 1 lb	8 1/2	
packs	8 1/2	
Patent Starch, fancy picture, 1	6 1/2	
lb. cartons	6 1/2	
Ivoryine Starch in cases of 40	3 00	
packages	3 00	

SUGAR. c. per lb

Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	
" " 50 lb. boxes	5 1/2	
Extra Grond, bbls	5 1/2	
" " less than a bbl	5	
Powdered, bbls	5 1/2	
" " less than a bbl	5 1/2	
Extra bright refined	4 1/2	
Bright Yellow	3 1/2	4
Medium " "	3 1/2	
Brown	3 1/2	

SALT.

Bbl salt, car lots	1	00
Coarse, car lots, F.O.B.	0	65
" small lots	0	85
Dairy, car lots, F.O.B.	1	00
" small lots	1	25
" quarter-sacks	0	40
Common, fine car lots	0	75
" small lots	0	95
Rock salt, per ton	12	00
Liverpool coarse	0	75
	0	80

SYRUPS AND MOLASSES.

SYRUPS. Per lb.		
	bbls.	1/2 bbls
D	2 1/2	2 1/2
M	2 1/2	2 1/2
B	2 1/2	2 1/2

W. C. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

We Advertise Extensively in Newfoundland
AND IN THE PROVINCES OF
NOVA SCOTIA, NEW BRUNSWICK,
PRINCE EDWARD ISLAND,
ONTARIO, QUEBEC, MANITOBA,
and BRITISH COLUMBIA.

This should encourage the Wholesale and Retail to keep
and push the Sale of

Johnston's Fluid Beef.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imita-
tions of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3	Unscented Glycerine	0	90
E.V.B.	24	24	Grey Oatmeal	0	60
E. Superior	24	24	Plain Honey	0	70
XX	24	24	Plain Glycerine	0	70
XXX	24	24	Plain Windsor	0	70
Crown	3	34	Fine Bouquet	1	00
			Morse's Toilet Balls	0	90
			Turkish Bath	0	60
			Infants' Delight	1	20

MOLASSES. Per gal	
Trinidad, in puncheons....	0 35 0 37
" bbls	0 38 0 45
" 1/2 bbls	0 40 0 40
New Orleans, in bbls	0 30 0 52
Porto Rico, bbls	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 45

SOAP.	
Ivory Bar, 1 lb. bars.....	per lb 54
Do. 2, 6-16 and 3 lb bars ..	5
Primrose, 4 1/2 lb bars, wax W	44
John A. cake, wax W. per doz	42
Mayflower, cake, "	42
Gem, 3 lb bars per lb	34
" 13 oz, 1 and 2 lb. bars ..	34
Queen's Laundry, per bar ..	54
Pride of Kitchen, per box ..	2 75
Sunshine, boxes, 100 tablets ..	5 50
" 50	3 40

MORSE'S SOAPS. Per lb	
Mikado (wrapped)	0 044
Eclipse	0 044
Stanley Bar	0 044
Defiance	0 044
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz	" 0 30
Monster, 8 oz	" 0 24
Detroit, 14 oz	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72

Mottled in 5 box lots, 100 bars ..	5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00

Royal Magnum	Per doz 0 25
" 25 doz per box	0 20
Anchor, Assorted	0 10
" Castile	0 50
Morse's Assorted	0 45
Morse's Roso	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile ..	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72

" Honeysuckle	Per box 0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares ..	0 30
White Lavender	1 00

White Castile Bars	Per doz 0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood ..	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85

TEAS.	
CHINA GREENS	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts ..	22 38
Young Hyson—	
Cases, sifted, extra firsts ..	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts ..	22 38
" seconds	17 19
" thirds	15 17
" common	11 14

PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" seconds	15 19
Half Boxes, firsts	28 32
" seconds	15 19

JAPAN.	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe ..	16 22
" Oolong	14 15
" Gunpowder	15 19
" Siftings	5 9

CONGOU—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow ..	18 50

INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS	
British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	57c
Ingots, rough and ready, 8's ..	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies ..	51 1/2
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
E, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins ..	70
1 lb pg, 5 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.	
CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	
lbs.	55
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 5 lb cases	70

PLUG SMOKING,

Golden Plug	56
Uncle John, 3 x 5, 3s. caddies	54
16 1/2 lbs	53
Gem, 3 x 5, 3s. caddies 16 1/2 lbs	51
St. Lawrence, 2 x 3, 7s. caddies	48
about 17 lbs	45
Banner, 2 x 3, 7s. caddies about	42
17 lbs	47
Sterling, 2 x 3, 7s. caddies about	46
17 lbs	46
Luise, Solace, 12s. caddies about	47
16 lbs	47
Florence, Solace, 12s. caddies	47
about 17 lbs	47
Hawthorne, 8s. butts 25 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.	
Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	61
4 lbs.	60
Top, 15 oz. spaced 8s. boxes 4 lbs	52
Joy, 3 x 12s., 14 oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	50
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20 1/2 lbs	50
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1 1/2 x 3, 13s. Caddies	50
about 21 lbs	49
Kentucky, 1 1/2 x 3, 7s. Caddies	49
about 21 1/2 lbs	

BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about	
22 lbs.	47
Morning Star, 12s. Butts about	43 1/2
22 1/2 lbs	44
Montreal Twist, 12s. Caddies	42 1/2
about 23 lbs	
Anchor Twist, 12s. Caddies about	
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes. Per M	
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	50 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vict., Especial ..	60 00
" " Conchas de Regalia ..	50 00
" " Bonquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MON-	
TREAL.	
CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOES. per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes ..	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	10 50
Hyde Park	

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 50
Honey Dew	0 30
Pickling	0 30
Maiting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1 .. \$1 70
" 3 " " " " " " " " " "	1 90
Pails, 2 hoops, clear	No. 2 .. 1 60
" 3 " " " " " " " " " "	1 80
" 3 " painted	" 1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	5 00
Washboards, Globe	\$1 90 2 00
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Glob. Improved	1 90
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

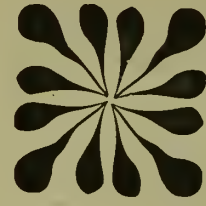
Matches, 5 cases lots, single cases	
Parlor	1 60 \$1 65
Telephone	3 60 3 70
Telegraph	3 80 3 90
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 50
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40
Mops and Handles, comb.	per doz 1 25
Butter tubs	\$1 50 \$3 20
Butter Bowls, crates ast'd ..	3 60

HOUSEKEEPER'S	
QUICK WASHING	
COMPOUND.	
Housekeeper's Quick-	
Washing per case ..	
5c pkgs 100 in case ..	3 50
10c " 60 in case ..	4 00

PEERLESS WASHING COMPOUND.	
per case	
1/4 lb packages, 12 doz in case ..	\$1 50
1 lb " 6 " " " " "	3 90
1 lb " 3 " " " " "	3 60
5 cts " 100 " " " " "	3 50

YEAST.	
BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 00
" " 2 doz. 10c. " " " "	1 00
BREADMAKER'S	
per box	
5c packages 35 in box ..	1 00
2c " 45 in box ..	0 50

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel - CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.
H. A. PERLEY, Prop.

The Hilliard House RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.
LOUIS HILLIARD, Prop.

THE LELAND HOUSE, Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly first-class.
WM. NEVINS, Prop.

Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men
H. SMITH, Proprietor.

The Hotel Wilson. NANAIMO, B. C.

The largest and best Hotel in the city.
JOS. RICHARDS,
Proprietor.

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.

Apted Bros.

... FOR EVERY
... DESCRIPTION OF

Printing



54 YONGE ST.
TORONTO

PRICES RIGHT...
TELEPHONE 1785

.....

ORDERS BY MAIL RECEIVE PROMPT
ATTENTION



ABOUT the 1st of February we will offer to the trade, the largest collection of import samples ever shown by any house in Canada. The assortment will comprise a great variety of China and Glass, both staple and fancy, and buyers will consult their own interest by looking through our show rooms before placing their orders for importation.

James A. Skinner & Co.,

54 and 56 Wellington St. West, TORONTO Also Vancouver, B. C.

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Add-let
Advertising
Advertise
Advertisement
Advertisers

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Put together
ADD-LET
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ADVERTISING
When Spending Money
ADVERTISE
To give Notice
ADVERTISEMENT
The Goods You have For Sale
(So you will class with)
ADVERTISERS
Those Who Make Money

GOOD
ADVERTISING
PAYS

NO BETTER MEDIUM THAN

+

+

THE
CANADIAN
GROCER

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

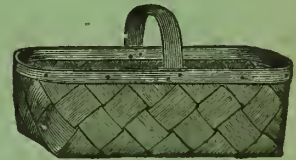
Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

SMOKED **HERRING**
Choice
Retailing
Godfish.

H. W. NORTHRUP & Co.
 St. John, N. B.

JOHN PETERS & CO.,
 General Commission Merchants
 and Brokers,

Halifax, N. S. and
 Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,
 HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

References: The Merchants Bank of Halifax.
 The E. B. Eddy Agencies. Mfg Co., Hull, P.Q.
 The Mercantile Agencies.

TORONTO SALT WORKS,
 128 Adelaide E., Toronto,
 Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

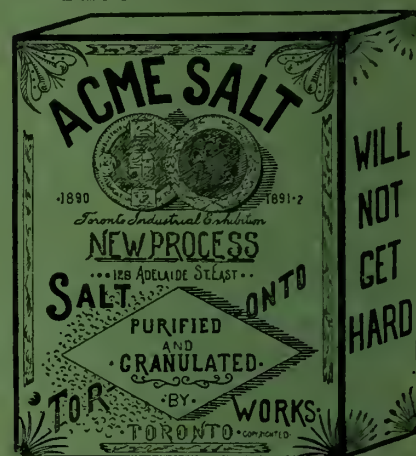
The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

Florida Oranges,
 Almeria Grapes,
 Lemons, Cranberries,
 Nuts of all kinds,
 Figs and Dates.

DAWSON & CO.,
 32 WEST MARKET ST.,
TORONTO.
 Telephone 1471.
 Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST.
SEELY'S

Celebrated
 Flavoring
 Extracts.

VANILLA, LEMON,
 and Assorted Flavors.
 Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.



Detroit, Mich. - Windsor, Ont.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO



Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
 AND TIN SIGNS,
 LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE McCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

A Post Card
Costs a Cent



AND a post card will bring you full particulars of a Job Lot of Lamps, say \$20 a lot, that you can double your money on. Lots of money in these Lamps for you. We must clear out odds and ends regardless of cost.

Gowans, Kent & Co. TORONTO and WINNIPEG.



DO NOT

SMITH

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, FEBRUARY 17, 1893.

No. 7

COLMAN'S MUSTARD.

BEST ON EARTH.

ASK YOUR
WHOLESALE GROCER
—FOR—
RAILROAD AND STEAMSHIP
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GUARANTEED
Second to None.

H. A. NELSON & SONS
Manufacturers and Wholesale Dealers
56 AND 58 FRONT ST. W.
TORONTO.



MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Dont fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:
G. ALFRED CHOUILLOU AGENT MONTREAL.

MADE IN U.S.A. (7 SIZES)

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THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
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OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y** ROLLED OATS.

In consequence of large
sales, we have cleared
out all Japans under 15
cts. per lb., but now offer:

Special Values at 15 to 16c.

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Japan Nibs “ 12½ to 14c.

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Indians and Ceylons all grades

LIGHTBOUND, RALSTON & CO.

Wholesale
Grocers

MONTREAL



Our Stock of

Spices, Coffees, Extracts
and Baking Powders . .

Is Complete

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

GORMAN, ECKHART & Co. - London,
Ont.

The New Era Pattern



AS the year 1893 marks a new era in the Glass Trade, with its improved facilities for producing better and cheaper goods than heretofore, and being always on the alert studying the requirements of our customers and the growing demand for cheaper, yet serviceable goods, we have much pleasure in offering our patrons

= THE NEW ERA GLASS =

at prices that speak for themselves the best value in the market.

For the convenience of ordering a sample lot, thus avoiding over-stocking, we have had "**THE NEW ERA GLASS**" put up in small assorted cases (no extra charge for package) containing thirty-nine pieces as follows:

- $\frac{1}{4}$ Doz. Large Table Sets (Sugar, Butter, Cream and Spoon-Holder).
- $\frac{1}{2}$ " Half-Gallon Pitchers.
- $\frac{3}{4}$ " Fruit Bowls, High Foot.
- $\frac{1}{2}$ " Covered Bowls, High Foot.
- $\frac{1}{2}$ " Cake Stands.

Each of these articles *can be sold retail at 25 cents*, and is an honest bargain at this figure.

Your customers want these goods and you cannot do without them if you want to keep abreast with the times, so don't let your neighbors get ahead of you but order at once, the goods will sell themselves. If you cannot order ten cases now, *send for a sample package*: we know you will soon want more.

JAMES A. SKINNER & CO.,

TORONTO:

IMPORTERS

VANCOUVER, B.C.:

54-56 Wellington St. W.

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New Goods constantly arriving. All enquiries and mail orders promptly attended to.

TELEPHONE 2898.

FAMOUS "STAR" Sugar Cured Meats

♦ Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

FRY'S Pure Concentrated COCOA.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, **J. S. FRY & SONS**, 43 1/2 Wellington St. E.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

PRESERVITAS

The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



FOR preserving Butter, Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the - Warmest Weather.

Wanted, one Dealer in each District to sell Preservitas to Dairymen.

Consignments of Butter, Cheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

Agent **M. F. EAGAR**, Halifax, N. S.

GROCCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.



Crosse &

Blackwell

CELEBRATED FOR

Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



—SOLD BY—

All Grocers in Canada

SELL
EDDY'S
MATCHES

INDURATED
 FIBRE
 WARE.

TO THE DEALER
 THERE IS A GREAT SAVING
 IN FREIGHT & STORAGE.

EDDY CAN
SELL YOU
WOODEN WARE
WASH BOARDS.

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Branches :--Toronto, Montreal, Winnipeg.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
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and General Storekeepers.

Vol. VII.

TORONTO, FEBRUARY 17, 1893.

No. 7

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.

MONTREAL OFFICE: 148 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

The new railway rates in England are still the cause of a good deal of agitation among the business men over there. It seems that the railway companies have issued special reduced rates on some kinds of freight, urging that this would be compensation for the increase in the general rate. As far at least as the grocery trade is concerned these reductions are more apparent than real, and the trade is noway backward in saying so. Another way in which the new rates have incurred the displeasure of the wholesale grocers is in regard to the preferences given to foreign goods and particularly to sugar. Even the agriculturists of the country have amounted their high horse of indignation and are asking the Government to exercise its power in the matter. It is difficult to turn the average railway company from its purpose, but it is just about as hard to withstand the steady and preconcerted attacks of the merchants who have a grievance, especially when they are assisted by the yeomanry of the country.

Great is the Sugar Trust of the United States. United States officials have been investigating the affairs of the American Sugar Refining Company, and evidence was adduced showing that there are only two refineries in the country that are not included in the combine.

There is a marked and growing tendency

of late among business men to call in expert accountants to examine their books. Not a few have ordered stated periods for these visits. In this way more extensive fields are being opened up to this class of professional work. And it is a good sign of the times. One of the most prolific causes of failures is indifferent bookkeeping. Bookkeeping is something more than merely keeping a record of goods bought or sold. That is only the rudiments of the profession. Beyond that there are depths into which none but experts dare venture. In a word, bookkeeping is a science, and a pretty intricate one at that. In the days gone by, when competition was far less keen and profits proportionally larger, there was not the same necessity for a close scrutiny of the books. The exigencies of to-day, however, demand that every leak shall be searched out and stopped. This can only be done by efficient bookkeepers. There are a large number of business men who cannot afford to steadily employ a first-class bookkeeper, but they can call in an expert once a week or month or just as the occasion may demand. And this is what they are doing. Yes, and not only are the smaller houses doing this, but some of the larger ones are getting into the habit of it. The practice is one that will need still further extension. There are men running stores without absolutely any system of bookkeeping whatever. And there are others who, while keeping a rough record of goods sold on credit, have neither a cash book nor a substitute for one. Others again never strike a balance sheet, thus allowing themselves to drift in blissful ignorance as to whether they are sailing towards success or destruction. A good many only learn when they find themselves hard and fast aground. Then they call in the assignee, while if a year or so before they had called in perhaps the same man in his capacity as an expert

accountant disaster might have been averted. Bookkeeping is the business man's chart. Use it, and take an expert pilot on board occasionally to make sure you are steering right.

* * *

It is understood that prominent members of the Toronto Board of Trade are devising a scheme for putting into practice President Wilkie's suggestion for an extension of the principal of arbitration. As is well-known, there is now a board of arbitration in connection with that institution, but in what manner it is proposed to extend its functions is not known. At present where there is a dispute between members they can be compelled to submit their case to arbitration. Even a matter in dispute between persons who are not members the board will arbitrate provided the disputants make application and agree to accept as final the finding of the arbitrators. It is rare, however, that the functions of the board of arbitrators are exercised in settling the difficulties of those other than members.

* * *

Encouraging as have been the results, the present movement to extend the system has drawn its inspiration from another quarter. This particular incentive is the London Chamber of Arbitration, which was established two or three years ago, and the success which has attended it seems to have created a general desire everywhere to extend the principal of arbitration so that it may even appropriate at least some of the functions of the courts of law. The Chamber of Arbitration that is now attracting so much attention was established by the corporation of London in concert with the Chamber of Commerce. It is managed by a committee of twelve, each of the two formative bodies appointing six. The parties to a dispute may select, or at their request the registrar will appoint one, two or three arbitrators, as

the case may be. When two arbitrators are appointed they in turn choose an umpire within ten days. Then there is what is termed a legal assessor, who must be a barrister of at least seven years' standing. His duties are to sit with and advise the arbitrators. Any number of parties may join in submitting a case for arbitration, and a submission once made cannot be revoked by either party without the consent of the other unless by leave of the court or a judge. An award can be enforced in the same manner as a judgment or order of the court. Witnesses are either sworn or compelled to make an affirmation. The sittings of the arbitrators are private, but newspaper reporters are allowed admission on the consent being obtained of all parties interested in the case. Regarding arbitrators' and umpire's fees, they are two guineas for the first hour and one guinea for each subsequent hour. The fees are paid on the award being taken up, except in a case of reconciliation, when the fees due are payable by the several parties in equal shares. The fee of the legal assessor is five guineas for three hours and ten guineas if the period of his services exceed that time. The court fee is one guinea, and for copies of documents supplied by the registrar fourpence per folio of 72 words is charged. Last year the board of arbitrators disposed of several thousand cases.

* * *

The principal of arbitration is no modern devise. It came down to us from the Rome in company with the foundation of our law. And that its expansion should have been so small in comparison with the growth of the centuries is surprising. But it looks as if the nineteenth century is hastening in its dying years to make up for some of the time lost by its predecessors. Cheapness and efficiency without distracting technicalities is what is wanted for the settlement of disputes between man and man. And arbitration seems to be nearer possessing these qualifications than is the present law in its general acceptance. The chambers of commerce in some of the large cities and towns in England are moving in the same direction as the chamber in the metropolis, and now Toronto appears to be falling into line. Not long ago the state of New Jersey adopted an arbitration law for the settlement of disputes growing out of employer and employees. The local board for the adjudication of such differences is to consist of five persons, two of whom are to be designated by the labor

organization whose members are involved and two by the employer, while the four thus chosen are to designate a fifth person to act as chairman of the board. An appeal may be taken to the state board of arbitration which is a permanent commission of three members holding office for terms of five years each, one of the three being a member of a bona fide labor organization of the State. New York has a similar law.

* * *

The Montreal Retail Grocers' Association is an aggressive body. There is a bill before the Quebec Legislature providing for the closing of stores at 8 p. m. This the grocers of the commercial metropolis do not think goes far enough. At a meeting held the other night they unanimously adopted a resolution favoring 7 o'clock as the hour for closing, and it was furthermore resolved to send a deputation to Quebec to endeavor to get the desired change made. At the same meeting it was also resolved to take a hand in the municipal contests and to support only those candidates whose views are in accord with those of the Association.

* * *

The successful grocer in these days is the man who holds to the axiom, "small profits and quick returns," and practices it. But the man who wants to carry the maxim out to its logical conclusion, as it were, needs to possess something more than the mere desire to put it into practice. He needs to possess the capital and the ability to buy right. Either one of these is handicapped without the other, and therefore the man who has the capital needs to have the practical experience before he launches into business for himself, or vice versa. Many a bright young man has learned this to his sorrow. An apprenticeship to the grocery business is as necessary as in other branches of business or in the professions. A can cannot instantly become a fullfledged grocer by his own volition any more than he can become a physician. This is something that a good many seem to forget. Mechanics, clerks, teachers, farmers, when they get tired of or fail in their several avocations often think they have only to drop into a grocery or general business and all will be lovely. As a rule when they do drop in they find they are like chicks that have essayed to follow ducklings into a horse pond. Some of them may under exceptional circumstances come out all right, but the failure list shows that a

good many do not. And here is a sample of what is often found on the head stones of their business careers: Mr. Jonas Jones was a young and prosperous farmer (or clerk or mechanic, or teacher, as the case may be), who sold out a few years ago, and invested his capital in a grocery business in this town, imagining that life would be easier and profits larger in weighing out sugar and tea than in cultivating the soil. He has now learned his mistake, having found it necessary to place his affairs in the hands of Assinee Smith.

* * *

In spite of repeated warnings there are still to be found business men who entirely neglect to insure their stock against fire. How many there are is a query, but fire reveals one now and then. One of these revelations came a few days ago when the postoffice and store at Moffatt, Ont., was destroyed, together with the stock and a trunk containing \$300 in cool cash. True, the store had only recently been purchased by its present owner, but he was in possession time enough to have had his premises insured. When a man wants to insure his person or his chattels he has no trouble to secure the desideratum. The moment he utters the word the ubiquitous agent is at his command as quickly as the small boy hies to a sugar barrel. Not only should a business man be insured but he should be insured to at least 60 per cent. of the value of his stock. In justice to his creditors he should do this, if for no other reason.

* * *

Ceres, the goddess of tillage seems to have taken an especial interest in the canners. At the beginning of last season they found themselves with large stocks on hand from the previous year, and dismal was the outlook. But fortune always favors the brave and the darkest hour is before the dawn. Just when the worst was expected nature issued her edict. The tomato and pea vine did not yield as bountifully as was wont, and the canner was accordingly saved.

A petition has been presented to the House of Commons by a number of the residents of Napanee praying that the standard weight of a bushel of onions be reduced from 60 to 50 pounds, and that the weight of a bag of onions be fixed at 75 pounds exclusive of the bag, and of a barrel of onions at 150 pounds exclusive of the barrel.

CHATS WITH RETAILERS.

"Say, there is one thing I would like to see ventilated," remarked a west end retailer. "And it is just this: Do you think it fair that the biscuit manufacturers should allow business men in one part of the city to get their goods at less than those in other sections? Now those fellows down there at the market get their biscuit one-half cent a pound less than I do. I say it is a shame. When this privilege was first accorded it was because the grocers around the market also did a jobbing trade. But there is no jobbing trade now, and consequently, even if these concessions were just some years ago, the reason for their continuance no longer exists. There is a good deal of feeling arising over the matter," he added as he wiped his mouth with the corner of his apron and hurried away to wait on the customers who had in the meantime congregated in his store.

"Do you know, I think it would be a good thing for all concerned," said a retailer yesterday, "if the retail and the wholesale men could be brought into closer touch with each other. If this could be accomplished I feel sure that a number of the present irritating matters would be removed. I fancy that an understanding might also be arrived at whereby the wholesaler might be induced to refuse to open up an account with a man starting into business who was without sufficient capital, experience, or whose business methods were questionable. This would tend to do away with one of the worst forms of competition that the legitimate grocer has to contend with."

ANOTHER ADVANCE IN SOAP.

Another advance is announced in the price of soap. It took place Monday, and came as suddenly as did its predecessor two weeks before. The advance in this instance is ostensibly half a cent a pound, but in reality it is more, the discount on common soap also having been reduced 5 per cent., while the 10 per cent. discounts on toilet soaps will not be allowed in future. Without allowing for the discounts knocked off, the advance in the two weeks is one and one-half cents a pound. The retail price before the first advance went into force was 15 cents a bar. Then it was raised to 18 cents, and now 20 cents will be the ruling figure. Some retailers are finding fault with the soap manufacturers for announcing two advances within such a brief period. It is not the advance itself that disturbs them. That they acknowledge is warranted by the condition of the raw material market. It is with the manner in which the prices were raised that they take umbrage. They contend that the manufacturers might have advanced prices one and a half cents a pound at a bound instead of taking two steps to accomplish it. Had this been done, the

retailer holds that it would have been necessary to have made one explanation only to the consumer, while now the work of mollifying his customer will be doubly as hard. Further advances in tallow, the most important of the raw materials entering into the manufacture of soap, is responsible for the further increase in price.

RETAIL GROCERS' ASSOCIATION.

President Clarke occupied the chair at the regular monthly meeting of the Toronto Retail Grocers' Association held in Richmond hall Monday night.

Mr. J. G. Gibson, chairman of the "At Home" committee, reported regarding the entertainment held at Webb's Jan. 18, that "everything went off very nicely. It was the most satisfactory one we ever held." He concluded amid a unison of "hear, hear's" from the members.

Mr. Robert Mills, the treasurer of the committee, reported that there was a balance on hand of \$61.45.

On motion of Mr. Gibson the report was adopted, and the amount was ordered to be placed to the credit of the reserve fund.

The committee appointed to arrange for speakers and essayists on trade questions reported that they had been too much pressed for time to make the desired arrangements.

Mr. Gibson, one of the members of the committee, said that he really had not time to devote to it. He had already too many meetings to attend, and it was a principle with him not to allow his name to be on a committee when he could not find time to work with it. He moved, seconded by Mr. McMillan, that his name be struck out, and that the name of Mr. White be substituted.

Mr. White—I would rather not go on the committee. Anyhow, I think Mr. Gibson is only joking.

Mr. Gibson—I was never called a joker before. Anyhow, I am in earnest.

The motion was defeated, but Mr. Gibson persisted, and eventually his name was struck from the committee.

Mr. Martin McMillan found fault with the present place of meeting, and he moved that Mr. Mills, Secretary Corrie, Mr. Booth and the mover be a committee to look for a more suitable room.

Mr. Gibson favored the idea. He was anything but satisfied with the way the association had been treated. The room was uncomfortably cold every meeting night.

The motion was carried unanimously.

Mr. Booth gave notice of motion to amend the constitution to provide that seven members constitute a quorum instead of eleven as at present.

Mr. Gibson referred to the advances in soap, and said he wished the manufacturers had raised the price at a jump instead of piecemeal as they had done, as

the consumers would complain a good deal at prices being raised twice.

Mr. McMillan—They should have put prices up two cents at once, and they ought to be censured for not doing so. It makes regular fools of us. We had first to raise the price to 18 cents a bar, and now we'll have to put it up to 20 cents.

On motion of Mr. A. G. Booth, seconded by Mr. Bond, the printing committee was instructed to make a yearly contract for the printing of the monthly notices.

Mayor Fleming wrote expressing regret that owing to pressure of civic business he was unable to attend the At Home. The Single Tax Association sent in a communication asking permission to present its views to the members. The missives were received and filed.

These were received into membership: W. H. Hunter, 117 Carleton street; McAuliffe & Co., York street; W. G. Walker, 123 McCaul street.

The meeting adjourned at 10.30 p.m.

KINGSTON BOARD OF TRADE.

At the annual meeting of the Kingston Board of Trade on Friday evening, the 10th inst, the officers elected were: President, G. Richardson; first vice-president, J. Hewton; second vice-president, Chadwick; sec'y-treas., F. King. Council of board, L. B. Spencer, B. W. Robertson, G. E. Hague, G. Y. Chown, R. J. Carson, J. Muckleston, James Minnes, Capt. Gaskin. The report of the council showed that efforts were being made to induce Mr. Rathbun of Deseronto to start smelting works here, and that ten million bushels of grain were handled here last year. Motions were adopted asking for a Dominion insolvent act, to do away with unfair preferential assignments, and recommending the subsidizing of a fast line of steamships between Canada and Great Britain. A motion was defeated asking for a reduction of the import tax on agricultural machinery, implements, tools, and all raw material imported from the united kingdom of Great Britain and Ireland, and also on corn, binder twine and coal oil imported from the United States to Canada. While all the speakers thought the tariff might be modified to the advantage of the people the board thought the motion was too sweeping in its character.

CALIFORNIA ORANGES.

Says the San Francisco Grocer:—Early in December, after a visit to Southern California, we set down the orange crop on the trees of 1,800,000 boxes. The Santa Fe Railroad Company a month later, after a careful canvass of the whole southern section, gave details of its work which resulted in an estimate of 1,767,590 boxes. This is the equivalent of somewhat less than 6,000 cars of 300 boxes each. Other estimates set the crop of 6,500 cars and some as high as 7,000 cars. D. W. McLeod, a Riverside grower, complains of these high estimates as being the outgivings of the buying interest, and gives his own figure as 5,000 cars.

CANADIAN PACKERS ASSOCIATION.

The annual meeting of the Canadian Packers' Association was held at the Walker House, Toronto, February 9-10. There were present, W. Boulter, president, in the chair; W. A. Ferguson, Delhi Co.; A. E. Carpenter, Ontario Co.; H. I. Matthews, Lakeport Co.; W. M. Miller, L. A. Wright, A. C. Miller & Co.; J. Anning, Belleville Co.; Fred F. Miller, Miller & Co.; N. Douglas, Strathroy Co.; S. S. Potter, Mountain View Co.; W. P. Innes, Simcoe Co.; J. D. Dolan, Niagara Co.; W. C. Breckenridge, Morton Mfg. Co.; L. J. Coryell.

The minutes of the last annual meeting and the special meetings were read and confirmed. Letters were read from several members regretting their inability to be present.

The President delivered his address as follows:

Another year's work has passed into history, and we meet to-day to elect our officers, talk over our past experiences, and as business men endeavor to benefit ourselves for the future. Commencing with the past year's operations, each of us found ourselves with large quantities of unsold goods on our hands from the pack of 1891. We found in different parts of Ontario efforts to build additional factories, and we say unfortunately a large number were built, fully equipped and are putting up goods for a now overcrowded market. Prospects for those long engaged in the business were not of the brightest, and it was only by nature withholding in some localities supplies of fruits and vegetables that many of us do not find ourselves loaded up with more goods than we have at present. The new members who have joined our association we are pleased to welcome amongst us, believing they had a perfect right to launch out in the business, not that "misery loves company," but as their capital is now invested, we wish them to counsel with us as to the future that all may be benefited and our mutual interests, by so co-operating, be protected, and so regulate our business that we may not lose what capital we have got invested or impair it by a haphazard way of business, but that we may counsel together for the future and determine what will be for the general good of us all.

You all have received the reports from our secretary. By them you can easily see something must be done by us. Either cut down the present output to the requirements of the country or else by united help to find a market in the motherland for our surplus pack, which has heretofore been principally supplied by our American friends. We cannot possibly, even with the supposed short pack last year in the United States, expect to send any of our surplus stock over there to relieve our market. McKinleyism has barred us out, and I do not look for any

radical change in their government that will be advantageous to us as manufacturers for some time to come. Notwithstanding the unwished for proffered advice of those unpatriotic Canadians, who forget that Canada is the land of their birth, and have invested no capital to advance its interests, wish us to bow our heads and ask favors of them to aid us, and expect them to drop their tariff for us if we would commence first so to do. No, we will, as an association, stand by the loyal principle we have adopted, of Canada for the Canadians, and cultivate a trade with that glorious empire of which we form a part.

I am much pleased to know that special efforts have been made to place our goods on the markets of England by some of our members, and with success. I am pleased that one of our old members, Mr. A. E. Carpenter, of the Ontario Canning Co., Hamilton, went over last season and was enabled to convince our people over there that Canadian canned goods were equal to those they had been supplied with formerly by our American friends, and that he can give us some information as to the future that will be beneficial to us. We know we are packing canned goods equally as well, and we believe, better, than the general pack in the United States. We have convinced our people here, and we believe we can convince those in England. Our government wisely, at our suggestion, took the duty from tin plates, and gave us a fair measure of protection that has enabled us to build up a new industry giving employment to thousands of our own people, creating a market for fruits and vegetables that did not exist, and distributing annually amongst our people large sums of money that otherwise would not have been done but for the fostering care of our national policy, and not only in so doing for all benefited, but manufacturers of canned goods machinery were obliged to locate in Canada. The mammoth establishment of the Norton Mfg. Co., of Chicago, shipped their plant here, and have built up a large business in the city of Hamilton, turning out, in addition to paint and other cans, over 50,000 fruit cans daily, supplying British Columbia, and now the lobster canneries of Prince Edward Island and Newfoundland. We wish them success, but hope by their energy they will not be the means of establishing any more canning factories at present in Ontario. We return them our thanks for their kindness in tendering to us the different banquets in the past. Referring to work entrusted to your committee in re legislation, we regret to report nothing has yet been done definitely, but hope soon to report more favorably. The committee appointed at our last meeting in Hamilton, as to securing a uniform rate as to weights in shipping our goods, I received a communication from a representative of the C.P.R. that it had not been

neglected, but that the tariff association had it under their consideration. Their general agent, Mr. Mayfield, called at my place a short time ago, and the weights of the different classes of goods were thoroughly gone into. To-day I called on the chairman of the traffic association, Mr. J. N. Sutherland, of the C.P.R., and he assured me that at their next meeting in this month it will be brought up, and I have reason to believe it will be definitely settled to the satisfaction of our request, which I am sure will be very satisfactory to us all. Representatives of both C.P.R. and G.T.R. will be present at our meeting to-day. I also wish to call your attention to an infraction of the canned goods law. As reported in *The Empire*, lately, at considerable expense and time, the present canned goods law was placed on the statute book, and we do not think it should be allowed to be infringed on as at present. I have had copies printed for your perusal. There is considerable new work to come up before you to-day, one particularly as to some uniformity as to prices to be paid for produce for our factories, which should be definitely settled; rates of freight to be allowed on shipments to Maritime Provinces, etc. And now, gentlemen, allow me to tender to you one and all my thanks for the uniform courtesy extended to me in my position. For ten long years I have endeavored to discharge the duty assigned to me. How far that has been done to meet your views I leave you to judge. I think you could now select someone amongst yourselves to fill the position. I will in the future do my best to keep together the association, believing its usefulness has not ceased to exist, but that we should more closely band ourselves together, and in so doing we have not done any injustice to the consumer, canned goods being cheaper in Canada by at least 25 per cent. than in the United States. In conclusion, difficulties and jealousies may crop up, but let us meet them like business men and endeavor to settle them, and to inspire more confidence amongst ourselves. I again thank you, gentlemen, and wish our association success.

The secretary-treasurer presented his annual report in which he stated that the association was never in a more prosperous condition than at present. There were three times as many members as when he assumed the duties of the office five years ago. He referred at length to the condition of the trade, and expressed the opinion that, though most desirable, it would be useless to attempt to curtail the pack. It had been unsuccessfully tried in other industries. The aim of many packers, he pointed out, had been to put up as large a quantity of goods as possible regardless of quality. They should reverse that order, and see that the quality was good regardless of quantity. The object of the association should then be to increase the consump-

tion in Canada, and open up and develop the export business. He submitted a financial statement showing a balance on hand of \$127.14.

It was decided that the entrance fees of the new members who joined in December, 1892, should be dated from January 1, 1893.

Messrs. Boulter, Innes, Ferguson, Carpenter and Breckenridge were appointed a committee to confer with the Freight Traffic Association on February 16 regarding rates and uniform weights.

It was decided to ask the Government to amend that part of the canned goods law referring to the label to read as follows: "Except in the case of goods packed previously to 1893 every package of canned goods packed or sold or offered for sale in Canada shall have attached thereto a label setting forth in legible characters, the name and address of the person, firm or company by whom the same was packed." And in Sec. 4, referring to fines, that the following be added: "One-half of the fine to go to the informer."

Officers were elected as follows:

President—W. Boulter, Picton.

Vice-president—W. A. Ferguson, Delhi.

Sec'y-treas.—J. B. McLean, Toronto.

Assistant secretary—W. C. Breckenridge, Hamilton.

Executive committee—W. P. Innes, J. D. Dolan, A. E. Carpenter, Fred. F. Miller.

GROCERY METHODS IN 1892.

A member of the Grand Rapids Association, Mr. Peter Schuit, a native of Holland, recently gave the Michigan Tradesman some interesting particulars of the grocery methods of that country.

"A grocery store in America," said he, "is quite a different sort of an institution from a grocery store in Holland. Our tea stores are very much like the old country grocery stores in appearance. Here a grocery store is a combination of what, in Holland, would be four separate and distinct kinds of business, namely, a grocer, a dealer in green fruits, a vegetable dealer, and a dealer in butter, eggs, cheese, soft soaps, etc. The Holland grocery, being free from these other lines, is much neater and cleaner, of course, than the stores in this country.

"In one sense, the Holland grocery has attached to it a sort of factory feature, that is, a large amount of labor is expended in preparing the goods and putting them in proper condition for sale. Goods do not go out of the store in the same condition in which they come into it, as in this country; for instance, currants, raisins, rice, teas, sugars, etc., are received in condition, just as they are here, but the currants and raisins must be cleaned for the table; the rice must be sifted and screened, making several grades at corresponding prices, and the sugars must be kept free by pulverizing, in order that they may easily be handled

and readily mixed. A grocer is supposed to be able to duplicate, by mixing, any sample which may be sent to him by a customer. In teas he must also know how to sift, mix and grade to suit his customers. Coffee is always bought in the green state and roasted by the grocer. The roasting process is more perfect than that in vogue in this country. A full hour is required for the roasting, and the cooling should be gradual. The roasted berry is larger and more uniform which proves the superiority of the Holland process of roasting. The Holland grocer makes his own cocoa and chocolate. He buys the cocoa seeds or beans, which are about the size of a peanut, and roasts, pulverizes, melts, flavors, sweetens and manufactures them into different articles of cocoa and chocolate.

In answer to a question, Mr. Schuit said: "Oh, yes, the trade is bothered more or less by price cutting competitors. That reminds me of a funny incident relating to price cutting. A German opened up a grocery store in our vicinity, and being anxious to catch trade, he cut a cent or two on coal oil. We followed with a lower cut. He led again, and we responded. Once more he led and then the order at our house was: 'Boys, roll two barrels of oil out on the street, knock in the heads, hang a dipper on the side of each, and place a card over them with the invitation printed on it, 'Come early and help yourselves.''" This brought our German competitor in with enquiries as to what we meant by such work. The head of the house informed him that it was a first-class advertising scheme, and he thought he would give it a good long trial before abandoning it. This cured our German friend of the price-cutting habit."

Honor and stability go hand in hand, and Mr. Schuit but adds to the general opinion held by our foreign born citizens generally, when he asserts that honor and stability are more sought after and more highly prized in the old country than in this. As an evidence of this, he states that the good-will of an established business is often a source of considerable wealth. To purchase a business, one must not only pay 100 per cent. of the invoice value of the stock, but he must also purchase the good will of the business, which is generally appraised at a sum equalling one year's sales of business. So much for business stability. As to honor, Mr. Schuit states that a disputed account is a very rare occurrence. Bills are paid and no questions asked. He relates one very curious custom in relation to collections. It seems that the servant girls are entrusted with the duty of paying the grocery bills by the presentation of checks, and each in return receives a little donation from the grocer, equivalent to one per cent. of the bill or account. This acts on the girls as an incentive to see that the master pays his grocery bills promptly.

COFFEE CONSUMPTION IN 1892.

This was the largest for any year on record, reaching a total of 691,691 tons for Europe and the United States, a gain over 1891 of 31,835 tons, and over 1890 of 81,477 tons, says American Grocer. This is a remarkable showing, in view of the high cost of the article. Almost the entire increase is credited to the United States, the gain in Europe being only 2,695 tons. Europe used 422,801 tons of coffee in 1892; the United States 268,891 tons.

The future Brazil supply is variously estimated, and is thought cannot exceed 5,500,000 bags from Rio and Santos.

The Java crop of 1893-4 will show a heavy decrease; some estimating a falling off of two-thirds. Nicaragua is expected to furnish the largest crop ever grown. The reports from the United States of Colombia indicate a reduced yield; similar accounts come from the Malabar coast and Manila.

There are no indications that the world's production is likely to overlap its requirements to an extent large enough to inaugurate an era of low prices.

INVENTION OF POSTAGE STAMPS.

The invention of postage stamps is said to be due to a printer of Dundee, Scotland. England, 52 years ago introduced the system of prepaying letter postage, and, according to a decree of December 21, 1839, issued the first stamps which were to be put before the public on May 6, of the following year. A year later they were introduced in the United States and Switzerland, and within three years had become common in Bavaria, Belgium and France. One of the most important and valuable collections of postage stamps and other postal devices in the world is in the German Imperial Post Office Museum at Berlin.

It takes 80 men and women to make a postage stamp. First the white paper is cut into sheets, each large enough for a hundred stamps. The stamps on each sheet are counted 26 times to make sure the number is correct. The printer counts and passes the sheet to the gummer, the gummer gums the back, and being counted, gives it to the perforator, who divides the stamps by rows of little holes, not forgetting to count. It is surprising how quickly and accurately the hands work. Seven hundred millions of postage stamps are made every year in the United States. New York city uses 8,000,000 a month.—American Stationer.

A dispatch from Mexico states that the coffee crop in all the coffee growing districts will amount to \$8,000,000. Agricultural exports will be larger than ever during the coming year, thus tiding the country over the trouble occasioned by the decline in silver.

A TEXAS SUBSTITUTE FOR COFFEE.

In a recent issue of a St. Louis daily paper there was a glowing account sent in by a special Texas correspondent relative to some wonderful coffee substitute discovery, which had been made by an ex-St. Louis resident. This wonderful substitute which is to knock the spots off of the old-fashioned coffee is to be made from the bean of the mesquite tree.

The correspondent in enthusiastic terms described how the inventor roasted some of these beans and found them to be exactly the same flavor as that of the best of coffee. This made him put on his thinking cap, and after several nights of restless sleep and of mixed dreams and great research in encyclopaedias, he found that the mesquite tree belonged to the same species of plants as the coffee. That this statement is false, of course, makes no difference with the introduction of the substitute. The mesquite tree yields these beans very freely, and the tree will give a much larger yield than a coffee tree. Besides, as the plant grows wild there is no expense for cultivation. The correspondent states a chemical analysis of the bean was made, and it was shown that the ingredients were much the same as those of genuine coffee only a little more so.

The inventor worked away until his anatomy had shrunk to a mere shadow, but he finally succeeded in devising a method of preparing the bean, which he claims he has patented, by which it equals the best Java coffee. It is said to have a delicious and inviting aroma, and while it is very pleasant to drink, leaves no bad after effects. It is also very nutritious, and under its stimulating and muscle-giving influence, the inventor himself gained all his lost avoirdupois and considerably more.

It is stated that a company with a capital stock of \$500,000 has been incorporated to manufacture the coffee substitute, and that a wholesale grocer in Texas is president of the company. An extensive plant is to be erected, and the work of roasting, grinding and bolting the bean and placing it on the market will be actively pushed. The projectors of this remarkable enterprise think that they will knock the genuine coffee market into smithereens, and that the price of the bean will fall to a mere nominal figure. They claim that the mesquite can be sold cheaper than chicory, and as it is superior to the best Java, of course no one will use the genuine article but will buy the substitute.

We do not think that holders of coffee need be nervous over the future of the market on account of this great Texas discovery. There have been many other wonderful inventions written about by the daily papers, at so much per line, and this wonder comes under the same head. It is our place to give all the news pertaining to the trade, and of course we

cannot omit this wonderful item. Long life to the Texas inventor, and may he announce soon his authority which says that the mesquite tree belongs to the same species with the coffee plant.—Grocers' Bulletin.

THE OLD AND THE NEW.

There is a feature of merchandising that requires too much explanation to pierce through its integument of mystery. Ordinarily a serious-minded man is satisfied to own an article of thoroughly established reputation. In traffic this state of the case is subject to reversal in many cases. Retailers—not all of them—will keep a well advertised article in stock for years, and in the face of large demand for the same risk their present value of sale in the adoption of some new commodity in the same line. Why holding on to a good thing is not better than attempting something whose value has yet to be approved by patrons, is not at this writing apparent. It does not explain the case to recall the fact that allowing the merchant a larger margin of profit may be responsible for his conversion.

Good business methods can always prove that an undoubtedly superior article always pays better in the end. In the one instance you have already proved your case, and the logical result of patronage will follow. In the other, you have a new case to introduce, with all the delay and argument incident thereto. Grant if you like that the new arrival is good, it has still to run the gauntlet of criticism, and to suffer the condemnation which a stranger usually provokes. In the meantime the good old standby continues to be in demand, is generally advertised by its manufacturers, and requires no effort on your part to get it into the hands of the consumer. It ought not to be difficult to make a wise choice, yet it often seems impossible.—Trade.

WHAT CONFIDENCE DOES.

Confidence is worth far more than actual capital in most business transactions. For instance, all the money in the United States, could it be gathered together in a single city, would not suffice to conduct the business of that city, were actual cash the sole medium of purchase and sale. Credits, notes, drafts and checks constitute the machinery by which exchanges are facilitated, where most business is done, and these are as sensitive to commercial disturbances as the barometer to a change of weather. Not one firm in twenty could do business, at a profit, on its actual cash capital; it must trust and be trusted, counting upon bills receivable to liquidate bills payable, and springing, as eagerly as a sentry upon a spy, upon anyone who shows any signs of trying to shirk his responsibilities.—John Habberton, in Grocers' Review.

BE PROMPT.

"Do it to-day," says a writer in The Merchant Sentinel. "Meet the day's demands with promptitude, regardless of their seeming insignificance, for there is no better way to place your name between the lips of undesirable business gossips than by showing this lack of promptness in small matters. This does not alone apply to the strictly financial part of your work. There are thousands of opportunities which present themselves where it is possible for the business man to take advantage of the 'stitch in time saves nine' axiom. The 'stitch' is but an insignificant factor in the make up of the long binding seam, but the neglect of the one broken thread, and procrastination's prevention of its prompt repair, is the ruination of the entire garment. So we find men in their business transactions constantly putting off that which should be done to-day, until an accumulation of the little neglected details form an aggregate with a crushing weight, when the time comes that circumstances give the mandatory command. It must be done! How often do we hear the merchant who is his own bookkeeper lamenting an unpardonable negligence in himself—in the matter of keeping his accounts entered up to date and his books in a condition of intelligent management. A negligence which he would not tolerate in any one in his employ. So easy is it to thoughtlessly 'put off' that which does not make a peremptory demand upon our time, that we are liable to fall into the habit of being behind the details. Better, by far, be ahead of time than constantly lagging. Do everything as it presents itself, for just as sure as you 'put off' until to-morrow, your time will be fully filled by the duty of the day, and you have lost the only opportunity of life open to the neglected work."

HE GAVE AN ORDER.

A drummer for a New York grocery house took shelter from a thunder shower in a small grocery kept by a colored man in the suburbs of Nashville, and pretty soon the proprietor asked:

"Was yo' a stranger around yere, sah?"

"I represent this house," replied the drummer, as he handed out a card.

"I see. Does yo' own de bizness yo'-self?"

"Oh, no."

"Was yo' de senior pawdner?"

"No."

"Was yo' backing de concern wid yo' capital?"

"No."

"Jist sent out to take orders?"

"That's all. Perhaps I can take an order from you?"

"Wall, sah, if dat house has dun sent yo' clean down yere to git an order from me, I ain't gwine ter be mean about it, put me down for fo' pounds of grown sugar, an 'draw on me arter sixty days fur the bill."—New York World.

THE VALUE OF AN ATTRACTIVE PACKAGE.

The next thing to a good name is a good appearance. It is doubtful, indeed, if the majority of people give second place to appearance. At all events, it is very frequently made to do service in default of a good name, and often with success. The part that attractive labels play in trade is an important one. Manufacturers recognize this to a very great extent, and usually mark their packages with wrappers that appeal strongly to one's sense of beauty. The demand for any given class of goods may have its fundamental basis on another sense entirely, yet the sight is sought to be captivated as it is well known to be an important selecting influence. The relation between the taste and the sight is close and made the most of. Hence, manufacturers of edibles put up in packages rarely neglect to dress up the exterior with a captivating label. Our canners go in for handsome labels, and the development of labels in this country has made quite satisfactory progress in the main, though there is still room for improvement. Some very appetizing designs are embodied in labels now in use, while others are defective in this quality. The canner should take a leaf out of the variety show manager's book. The latter advertises by means of pictures that are suggestive in a certain way; they are objectionable to be sure, but they suggest feelings that are the basis on which such concerns are maintained. The canner ought to aim to have pictorial labels as seductive to the appetite, labels that suggest a longing to eat of the contents of the package. The goods will seem tempting, succulent, toothsome and mouth-watering, if labels are made the most of. Thus will they promote business, and the grocer, as well as the canner will appreciate the effect of art in labels.—Ex.

THE ORIGIN OF TOBACCO.

There is no longer any doubt about the Spanish origin of the word tobacco, neither about the country where the Europeans saw it for the first time, says The New York Sun. Its discovery dates from that of America, and it was at Cuba on the 28th day of October, 1492, that the bold representatives of the Old World saw the fragrant smoke puffed out from the lips of the inhabitants of the new world. (Another reason, lovers of the weed will say, for celebrating worthily the forthcoming anniversary of the discovery of America). Tobacco was the name given to the plant by the Indians whom Columbus saw, but in Brazil and in Florida the natives called the tobacco plant *petun*, which word the Orientals have changed into *tutum*. However, the word tobacco prevailed everywhere as the generic term of the plant that the

early Americans called the "cure all" and the "holy herb," probably because it seemed to them to be the consoling plant and one fruitful in happy inspirations. The plant also had its place marked in Indian mythology, and all the tribes of red skins who still hunt the buffalo have faithfully preserved for tobacco the cult transmitted to them by their ancestors.

It was in 1560 that Catherine de Medici received from Jean Nicot, the French Ambassador in Portugal, the first lot of tobacco seeds. But curiously enough, though the people of Lisbon took snuff and the inhabitants of Madrid smoked, of the plant for its medicinal qualities; the English, on the contrary, became enthusiastic over the intoxicating odor of the fragrant smoke. As soon as its use spread to all classes the era of persecutions began.

Although the method of cultivation is the same in all countries, the differences that exist in the taste and perfume of tobacco come from the natural richness of the soil and the excellence of the temperature. The best tobacco is grown in Cuba, Mexico, Brazil, and, above all, in the United States, where the soil is fertile and the sky is full of sun. After Cuba, the choicest tobacco comes from Virginia, Borneo, Ceylon, and the Philippine Islands.

In Asia, and principally in Persia, the cultivation is carried on extensively. As for the Turkish tobacco it is extremely aromatic. The best brands come from Roumelia, Syria, Nomadan, Karamania, and the borders of the Persian Gulf. China furnishes a straw yellow tobacco, which is smoked a good deal in England, Japan, Cochin China, India and the Tonkin produce only mediocre varieties. Burmah is more favored. At Manila the cultivation is more and more important; Manila cigars are sent all over the Orient. Holland has valuable lands at Java and Sumatra. The products are sold at Amsterdam, and are used as wrappers for costly cigars.

The United States is the most productive country in the world, and at least half of its production is exported. Mexico and Brazil furnished very aromatic tobaccos; that of Brazil being the most combustible in the world. A great variety of species is also cultivated throughout Europe, but these are generally of very ordinary quality, and are consumed at home. England is the only country where tobacco is not grown. The German tobaccos are mostly cultivated on the banks of the Rhine, at Baden and at Mayence. They are fresh and light, but of poor flavor.

In France, tobacco being a government monopoly, can be grown only by permission. The cultivators have the choice of selling their crops to the government or of exporting them. No Frenchman, other than that supplied by the government, can get permission to grow a stock

of tobacco, and that stock cannot exceed twenty pounds. There exist in France nineteen tobacco factories, of which two are in Paris. The ordinary caporal, or, as it is officially called, *scaferlati* tobacco, is sold at \$1.20 a pound, and the superior *scaferlati* at \$1.60 a pound. This tobacco is put up in small packages of different colored papers. This monopoly yields the government nearly \$50,000,000 annually.

PACIFIC COAST TRADE.

The San Francisco Call in reviewing the tables of trade of the Pacific Coast for 1892 says, the exports of San Francisco for that year foot up \$31,711,499, and the imports, \$45,607,750; so that the total movement of trade for the past year was \$77,319,449. This indicates a diminished activity in trade. In 1890 the volume was nearly \$85,000,000. One cause is probably to be found in the increased movement from Seattle, Tacoma, and Vancouver. The former ports are sending out considerable lumber and flour which used to go from here, while the Canadian seaport is receiving tea which used to come here by the Pacific Mail steamers. Within a few weeks the Canadian steamers have been gaining on the Pacific Mail and O. and O. steamers in passenger business, in consequence of the marked superiority of the table of the former. This is only a fair admission to make. The P. M. and O. and O. have fallen behind in the competition because they fail to serve the public as well as do their rivals of the Canadian line. Our contemporary advocates more vigorous measures to secure the trade of Central and South America, and with Japan, with the latter of which Great Britain, though separated by nearly half the circumference of the globe, does five times the amount of business, though the port of San Francisco is only 4,700 miles away. It is confidently stated that a little energy would transpose these figures. Would not, it may be asked, the exercise of a similar amount of the same quality have quite as good result as the policy of coercion and retaliation which is now being employed towards Canada? —British Columbia Commercial Journal.

THE BAKER GOT EVEN.

This is how the baker got even with the butcher:

"Fine morning," said the baker to the butcher; "been taking a walk?"

"Yes; just came from your shop with a half-dozen loaves of bread."

"Where are they, then?"

"Under my hat; plenty of room for them there."

The baker did not forget this insult, and when the butcher next met him on the street and asked him where he had been, he promptly answered: "Been to your slaughter house. Bought a calf's head."

"Where is it, then?"

"Under my hat," he retorted, and walked away triumphantly.—Helper.

INDIAN TEAS.

According to the Produce Markets Review the bidding for the lower grades of Indian teas continues active, and the bulk of the supply brought forward has been readily taken at quite previous rates, comparatively little selling under $7\frac{3}{4}$ d. If importers, as is generally reported, are not disposed to force their teas forward until the market generally is more active, any material decline in the value of the lower sorts does not appear likely just yet. At the same time, it must not be overlooked that important shipments of Ceylon tea may shortly be expected; and if they should be heavier than at one time anticipated, it is not improbable they may affect the above grades of Indian adversely, but the statistical position of the market is too strong for prices to fall to any extent.

BIG MONEY IN LARD.

The wonderful advances in pork products of the past few months have been very profitable to those who happened to be on the right side of the market. For instance, it is claimed by a writer in the daily press that more than \$1,500,000 has been cleared this season by two firms which control the lard market. There are only about seven thousand tierces in Chicago and there are shorts to the extent of twenty times that quantity. It has been well known for a long time that N. K. Fairbank held a controlling interest in the business, but although known to a few, it was not so well authenticated that the Cadahys were equally interested with him in the present deal, but such is the case. Those obstinate rich shorts who are calculating that May is a long way off and they have still a good fund to draw upon for margins, and are relying upon the chapter of accidents to help them out, are perhaps not aware how tightly the market is tied up. Hately Bros. Company sold lard for shipment to Liverpool early in the past week at 60 cents per hundred weight, which nets as high a price as May lard is worth. The firm named, which has acted through the deal as the brokers for the Fairbank Cadahy combine, have already paid over \$700,000 of realized profits to their principals, and have as much more to the credit of the syndicate without taking account of the enormous profits still in sight on outstanding unsettled shorts. Charles Wright is one of the heaviest shorts whose line is still out, and the former limited partnership which he had in ribs with the Cadahys will not prevent them from squeezing all his short rib profits out of him if he has committed himself on the short side of lard to a sufficient extent. There are certain other heavy shorts in lard who bore with a very big auger in the wheat pit, and who are still waiting for Providence to put lard on the sides of the rising generation of pigs to help them to fill their short sales of that brilliant of the frying-pan. Many of the

still unsettled short sales of lard were bought by the syndicate at about 7 cents per pound, which, with the value of the article now up to 12 cents, leaves the poor bears up a very tall tree.—Chicago Grocer.

THE COFFEE SITUATION.

The N. Y. Journal of Commerce of Monday, in its review of the coffee market for the previous week, says: One of the interesting features of this market is the statistical position which seems to favor the bulls. The quantity of coffee afloat is comparatively small, being, say, 183,000 bags. Last year on the same date the quantity afloat was 320,000 bags, and on Feb. 29 last year the afloats were increased to 425,000 bags. On the 1st of April last year they came up to 5,000,000 bags. The deliveries continue to run large. The world's visible supply on Feb. 1 was 8,058,560 bags, against 3,106,271 a month ago, thus showing a decrease of 47,711 bags or about 20,000 bags more of a decrease than was expected, and further, it is said that the drouth is doing serious damage to growing Rio and Santos crops, and a Santos cable said that yellow fever is very bad there, and as a consequence great difficulty would be experienced in shipping coffee.

COMMON USES FOR SALT.

Concerning the usefulness of salt, there is much to be said. It is one of the most effective remedies for many ills. If used persistently enough it will cure nasal catarrh. A weak brine should be made and snuffed up the nose, allowing it to run down the throat.

One of the most effective remedies known for a sick headache is to place a pinch of salt on the tongue and allow it to dissolve slowly. In about ten minutes it may be followed by a drink of water.

There is nothing better for the relief of tired or weak eyes than to bath them with a strong solution of salt and water, applied as hot as it can be borne.

Salt is most excellent for cleaning the teeth. It hardens the gums and sweetens the breath.

A fresh ink stain on a carpet may be removed by immediately applying a layer of salt. The ink will be absorbed, and when the salt is black it should be removed and another layer applied, repeating the operation until all the ink is removed and the carpet returned to its former pleasing appearance.

Salt enters into the composition of a sure cure for a felon. Take the common rock salt and dry it thoroughly in the oven, pulverize it, and mix with an equal quantity of spirits of turpentine. Keep a rag saturated with the solution applied to the affected part for twenty-four hours, and at the end of that time the felon will have disappeared.

Salt rubbed on the black spots on dishes will remove them, and salt placed over a fresh claret stain on the table linen will assist it to disappear when washed.

GOOD LEMONADE.

"learned a new thing," said a woman recently, "while visiting last week an English friend who is living in this country. We had a small dance one evening of my stay, and my hostess served the most delicious lemonade I ever drank. I spoke of it the next day, and she told me it was made of freshly boiled water, the secret, she said of thoroughly good lemonade. 'I have a regular rule,' she further informed me, 'which insures success if I am making a quart or a gallon. For a quart I take the juice of three lemons, using the rind of one of them. I am careful to peel the rind very thin, getting just the yellow outside; this I cut into pieces and put with the juice and powdered sugar, of which I use two ounces to the quart, in a jug or jar with a cover. When the water is just at the tea point I pour it over the lemon and sugar, cover at once and let it get cold. Try this way once and you will never make it any other way.'—New York Times.

A YEAR'S POSTAL WORK IN CANADA.

The annual report of the Canadian Postmaster-General for 1892 shows that at the close of the year the mail service was established on 1,238 miles of additional railway lines, 510 miles of which was on the Canadian Pacific railway, 16 on the Grand Trunk, 168 on the Intercolonial, and 211 on the Northern Pacific. The actual length of railway in miles over which mails were carried was 13,303. Compared with 1891 this shows an increase of 1,182 miles in the length of railways in operation. The total distance travelled daily was 45,106, and yearly, 14,118,303 miles, an increase over 1891 of 2,827 miles daily and 884,425 yearly. regard to the Atlantic mail service the report says that the contract entered into with the Allans for the weekly mail service between Quebec and Liverpool in the summer and between Halifax and Liverpool in the winter, has been renewed for another year, that is until 24th December, 1893. In the Pacific ocean mail service, it appears that a very large increase has taken place in the amount of correspondence passing between Canada and China and Japan, the number of letters having increased from 61,375 in 1891 to 109,411 in 1892; newspapers from 20,112 to 34,900, and miscellaneous matter from 14,264 to 23,441. The gross postal revenue for the year was \$3,542,611.02, showing an increase of \$167,723.36 over last year, and the expenditure was \$4,205,985.26, an increase of \$185,245.32. The large increase in the expenditure is owing to the payment of \$53,994.42 to the Canadian Pacific railway for additional mail service, and of \$44,673 to the Montreal Ocean Steamship Company for conveyance of mails between Canada and the United Kingdom.

Cleanliness Is Next To Godliness.

Our Tomatoes are machine-packed and we are glad of it. We want the CLEAN goods! So do you! No hand-packed ones for us, when we can get the others. Hand packed sounds nice, but there is nothing in it. Following are some of the brands we are handling: - - - - -

SIMCOE CANNING CO.,
ONTARIO CANNING CO.,
PHŒNIX CANNING CO.,
LAKEPORT CANNING CO.,
NIAGARA DIST. CANNING CO.,

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton**

Canned Goods! If you are open for a line drop us a card for prices. We have bargains in these goods.

NOW IN STOCK

"Old Mill" Yellow Crawford Peaches, 3 lb. tins.

"Old Mill" Hand Packed Tomatoes, 3 lb. tins.

(The Finest Goods packed in Canada)

Delhi "Epicure" Corn 2 lb. tins.

OUR STOCK IS COMPLETE IN ALL LINES

Finan Haddies, 30 lb. cases, "Star Brand" magnificent
Fish received daily

W. H. GILLARD & CO. Wholesale Grocers. **Hamilton**

RAM LALS TEA Holds the Fort

Sold Only by the - -
Retail Grocery Trade



Always same blend.

Never gets dusty on the Shelves.
(Sells too quickly)

One sale always leads to a repeat.

JAMES TURNER & CO.,
WHOLESALE AGENTS, HAMILTON.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,
IN CHESTS AND HALF CHESTS.

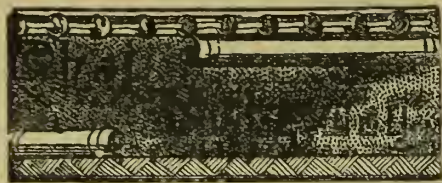
STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The Alaska salmon packers are talking of forming a combine.

O'Connor & Evans, of Guelph, shipped a carload of apples to Galveston, Texas the other day.

The N. Y. Commercial Bulletin says it is understood that the Sugar Trust is storing granulated.

Rice planters in the South are backward preparing their lands, and many are still uncertain what to do.

Scales are now made that will weigh the flame of a candle or the smallest strand of hair plucked from the eyebrow.

Two hundred and fifty-two Pittsburg grocers were recently found guilty of selling oleomargarine contrary to law.

The wholesale price of potatoes reached \$1 per bushel at Chicago last Wednesday, and a further advance was expected.

The Boston Retail Grocers' Association has appointed a committee to consider the question of a uniform price for oil.

Cuban planters are calculating upon prices for their sugars fully high enough to compensate them for the indicated shrinkage in yield.

A Panama despatch says that the coffee and cocoa crop in Ecuador is a failure. People are starving and a financial panic is threatened.

Eastport, Me., sardine factories consume 8,000 barrels of cottonseed oil in a season in the process of turning small herrings into imported French sardines.

A protective association of grocers has been formed in Chicago. Capital stock \$50,000. A "black list" will be furnished to members twice each month.

Mr. William Mara, the well known grocer and wine and spirit merchant of this city, has been elected chairman of the Public Library Board. Congratulations.

The Commercial Bulletin from which an article on tapioca was published in last week's GROCER is published in New York and not in Toronto as some readers imagined.

The New Orleans Sugar Bowl says of crop prospects: "The past week has been much more favorable for planting than any for a month past. The temperature having greatly moderated, the sun has warmed up

the earth, and cane planting has been resumed. Many have already finished that work. Seed cane is universally good, and in consequence the planting will be large.

On the Havana tobacco market a quieter tone is prevailing inasmuch as the bulk of the American buyers have returned home after having covered their most urgent wants.

San Diego has begun the preparation and shipment of lobsters, fish, etc., to Eastern markets in carload lots, the first carload being sent out last week for Philadelphia. A cannery is to be established at San Diego.

One of the speakers at the recent California Fruit Growers' Convention predicted that five years hence the prune crop of the Santa Clara Valley will reach the amount of two hundred million pounds.

Last year's exports of dried apples from this country amounted to 16,295,938 pounds, against 18,530,093 pounds the preceding year. December shipments were only 1,357,887 pounds for 1892, against 5,510,878 for 1891.

Milk may be canned just as you would can fruit. Bring the milk to a boiling point and fill your jars to the brim with it; then shut air-tight. This will keep any length of time, and be just as good when opened as when it was put up.

It is rumored in New York that large shipments of frost-bitten oranges have been shipped from Florida to Northern markets, and as a frozen orange is a deceiving thing, it is feared that quantities of this damaged fruit will be distributed on this market.

Trade is the name of a new journal that has just been issued in Philadelphia in the interests of business men. It is a monthly, issued in magazine form, presents an attractive appearance and is full of information for business men.

Some Western packers have as yet refrained from following Armour's lead in advancing prices for canned beef. At least two well-known brands may yet be secured at \$1.80 for 2-lb. tins from first hands, says N. Y. Commercial Bulletin.

Shipping sugar in bags is becoming more common every year in the West India Islands, and naturally to the serious detriment of business in cooperage stock. A letter from Barbados says the demand for staves, shooks, etc., is reduced to a retail character, and no quotations are given for bulk lots.

The London Grocer of Jan. 28th says:—"Within the last day or two inquiries have sprung up from America for thousands of tons of raw beet to be shipped thither without delay, and the market in consequence has acquired a firmer tone at the close, though no smart advance can be quoted."

Taking into consideration the quantity of sugar heretofore turned out by the largest plantations and advices received from the principal sugar regions of Cuba, the Revista

de Agricultura calculates that the decrease in this year's production will amount to about 200,000 tons, as compared with the previous one.

Pickled Siberian salmon, halved, boned and head off, particularly adapted for smoking, is the latest thing in the New York salted fish market. The goods are in "kite"-shaped packages, holding about 1,000 lbs. The fish, in natural order, originally weighed 25 to 40 lbs. each.

After water and wine, tea is perhaps the oldest drink among men. The Chinese annals of the earliest period speak of it, and it was certainly known among them fully 4,000 years ago. At the beginning of the present century, it had made its way nearly over the whole world, being everywhere esteemed and appreciated.

A large plant is to be established at Kalama, Wash., for the purpose of freezing sturgeon. Its capacity will be twenty-four tons of fish every twenty-four hours, and when the machinery is in operation it is expected that the greater part of the sturgeon-packing business on the Columbia will be transferred to that point.

Exports of canned beef from the United States last year amounted to 90,112,775 pounds, against 86,125,190 pounds in 1891. The increase was chiefly in shipments to France, 9,576,751 pounds having gone to that country in 1892, against 5,756,106 pounds the preceding year. Exports to England, however, increased from 61,464,515 pounds to 62,500,988 pounds.

An effort is to be made to put a product of the mesquite bean on the market as a substitute for coffee. A company said to be strongly backed has been formed at San Antonio, Texas, with this purpose in view. It is said that in the lower Rio Grande region a beverage made from the mesquite bean has long been used, that it resembles coffee, and is an excellent drink.

Somewhat different physiological action has been ascribed to theine from tea and caffeine from coffee, but two British chemists have just made experiments that are held



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros., GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

Lent Commences Wednesday, Feb. 15th. ---

...All Dealers should have on
...hand a supply of : : : **FISH--** SEND US YOUR ORDERS FOR ANY OF THE FOLLOWING LINES :

Barrels and Half Barrels No. 1 Labradors,
Barrels and Half Barrels No. 1 Splits,
Cases Large Table Codfish,
Cases Fletched Codfish,
Quintals Large Codfish,

1 lb. Rolls, Pure Codfish,
2 lb. Bricks, Pure Codfish,
1 lb. Bricks, "Quail on Toast."
25 and 40 lb. Box, Pure Codfish,
25 and 40 lb. Box, Boneless Fish.

H. P. ECKARDT & CO. - - Wholesale Grocers - - **Toronto**

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**Puddings
Custards
Ice Cream**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

{ Lenten Season. }

Barrels and Half Barrels Labrador Herrings.

Barrels and Half Barrels B. C. Salmon.

Boxes Boneless Codfish.

Kegs Lochfyne Herrings.

Crates Scotch Ting.

CAVERHILL, ROSE, HUGHES & CO.
.. MONTREAL ..

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGEN, WHITE & CO. - - - **Montreal.**

to establish the complete identity of theine and caffeine. The observed differences in effects are supposed to have been due to impurity of the alkaloid, or to variations in the animals.

Wholesale merchants in Winnipeg have protested to the City Council against taxation on stocks, stating that it is keeping wholesale men out of the city.

The proprietor of Parker's Dye Works writes to the mayor of Toronto to say that if he can obtain water at manufacturers' rates he will double the capacity of his works.

Mr. J. Follis, who was doing an unsuccessful furnishing trade on Yonge St., in this city was recently burned out. His stock was insured for \$1700 which would be nearly full value.

The Hudson Bay Company's fur sales this year realized the sum of £91,700. The prices were higher than those obtained last year. Had last year's prices ruled the furs just sold would only have realized £84,700.

A call has been published for a convention of cotton planters, to be held in Memphis Feb. 22. The object is to reduce the acreage in the cotton growing States. Delegates from every Southern State will be present.

The retiring president of the Brantford Board of Trade in his annual message urged among other things that the Board take up the question of insurance, and also the desirability of a Board of Trade building being erected.

John Evans, who was recently in business in London, has commenced business in this city on the corner of Carleton and Parliament streets.

Two carloads of frozen salmon left Victoria, B. C., recently for New York, and one for London, England. The salmon were frozen at Port Essington by a new process, and packed in air-tight boxes. Several shipments have already been made to New

York, but this is the first to London. If the venture proves a success a large business is anticipated.

Public notice has been given that under "The Companies Act," the total capital stock of "The Penman Manufacturing Company" (Limited) is increased from \$250,000 to \$1,000,000.

J. W. Fenner & Co., dry goods, 278 Yonge street, and 566 Queen street west, who have been in difficulties, have arranged a compromise with their creditors, nearly all Toronto houses, at 75 cents on the dollar. The liabilities are \$20,000.

During the past two months many grocers in New York have been robbed of their horses and wagons. In some instances the horses have been recovered. The wagons which are painted with the addresses of the grocer are generally left in the streets. It is believed that there is an organized band of three thieves, who have their headquarters in Brooklyn.

Mr. Burden, who recently bought out the store and post office at Moffat, was burned out on Friday night. He was ascending a stair when he fell, and the lamp he was carrying exploded. Burden succeeded in rescuing the mail matter in the post office, but almost everything else was consumed including a trunk with \$300 in it. There was no insurance.

New Orleans makes claim to be the leading banana market in this country, and figures are given in proof. In 1892 New Orleans received 4,483,351 bunches of bananas; New York, 3,715,625; Boston, 1,840,519; Philadelphia, 1,818,328. A few years ago Galveston and Tampa set themselves up as banana markets, remarks Grocers' Bulletin, but the figures of 1892 show they were not in it, the business having almost wholly fallen away.

In a report upon the cultivation of Mexican coffee addressed to a department of the Belgian Government, it is stated that "the average cost price of coffee in small plantations of the interior never exceeds 12 piastres per quintal, and exports effected last winter were made at the average rate of 24 piastres. Prices have even reached 27 piastres per quintal, leaving to the middleman an average profit of 13 piastres per quintal, or more than 118 per cent."

There is a bill now before the Legislature which seeks to permit the incorporation of wholesale and retail houses. As the law is at present a wholesale or retail house desiring to form a stock company is compelled to go to New Jersey for their corporate rights. If the bill becomes a law there will be a large number of firms turned into stock companies, and among them there will be several retail grocers.—N. Y. National Grocer.

Cuban advices state that the inadequate railway facilities for transportation of the cane is more keenly felt this year than ever, owing to the fact that the different com-

panies existing on the island have not increased their rolling material in proportion with the progress realized by the sugar industry, and on this account grinding experiences frequent interruptions, especially in the central part of the island, at Colon and neighboring places.

A Wingham writer says the machinery of the Ingles woollen mills has been sold to a Toronto firm, and will be removed to that city in a few days. The above named firm has done an injury, not only to the town, but to the scores of employes who have lost their hard-earned wages owing to the unfairness of their employer. Wingham has been without a woollen mill for a year, and it will be much better to remain so than have one conducted like this was.

A bankrupt merchant at Acadia Mines, N. S., has been sentenced to two months in jail for having wilfully contracted a debt without having at the time a reasonable expectation of being able to pay it. The news will be received with a grim satisfaction in Montreal commercial circles. A long experience in dealing with trade sharpers in the lower provinces had created a general impression that when a Bluenose bankrupt started in to do his creditors out of their due there was nothing to be done but grin and bear it.—Montreal Gazette.

The present high price of pork products will make the cost of the coming cotton crop much larger than the one just harvested. The Southern planters have to purchase most of their pork supplies, and the increase in price will make an important difference in their expense account. With this increase staring them in the face, it is enough that there will be more attention paid to other crops, and that the planter will diversify his labor and will thus be more certain to get profitable returns.

The California "Fruit Grower," says: "The experiment of shipping dried fruits to New York via Panama steamers has proven quite successful. Prunes and apricots, the principal varieties shipped, have arrived in good condition. Raisins have been successfully shipped by steamer via Panama, the only drawback being the heavy local freight demanded to place fruits in San Francisco ready for shipment." These statements according to receivers on this end of the line, are right in line with the facts. The success of the experiment is something more than suggestive.—N. Y. Commercial Bulletin.

The United States Bureau of Statistics report affords the following comparison of imports of dried fruit into the United States during the past two years:

	1892.	1891.
Currants, pounds...	32,137,138	36,913,010
Dates, pounds.....	18,259,836	19,898,175
Plums and prunes, pounds.....	23,177,617	9,336,859
Raisins, pounds....	26,377,185	18,978,058
Figs, pounds.....	10,803,186	8,348,688



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.



WE have pleasure in advising the Trade that we are prepared to fill orders during the **Lenten Season** for all kinds of Fish. Lowest prices on:—

No. 1, Labrador Herrings,

Brls. and $\frac{1}{2}$ brls.

No. 1, Newfoundland Herrings,

Brls. and $\frac{1}{2}$ brls.

Flitched Codfish, Cases 100 lbs,

XXX " " "

Boneless " 1 and 2 lb. blocks.

" " Loose, boxes 25 lbs

Boneless Fish, "White Clover"

1 and 2 lb. blocks.

" " Imperial, Loose.

Kippered Herrings, (Morton's)

Shrimps, Baratara,

Lepreaux Clams $\frac{11}{16}$ lbs. Lobsters,

Salmon, Sardines, Smelts, Etc., Etc.

EBY, BLAIN & Co. WHOLESALE GROCERS Toronto, Ont.

Gentlemen

We are well . . . pleased with our January trade to date, and are in a position with as fine goods as we ever handled in . . . past to fill all . . . orders

Your Friends

THE SNOW DRIFT Co.

FRESH EGGS.

That the English language is elusive and hard to pin down to a recognized significance is well illustrated by the phrases "fresh eggs" and "strictly fresh eggs." An entirely honest grocer will assure customers that he has fresh eggs when he knows full well that the eggs he has have been packed in straw for weeks; but if he is really an honest grocer he will not give the assurance that they are "strictly fresh" eggs, because

the latter phrase has in the trade a meaning widely different from that of the other. Again, the phrase, "strictly fresh eggs," has different meanings at different seasons. It may mean now an egg anywhere from one day to ten days old, but in the spring it means an egg not above two days old.—N. Y. Sun.

THE SUGAR CURE.

Eminent medical authorities, both in this country and in foreign countries, are strongly advocating the use of pure cube sugar as a medicine in many complaints, notably in abdominal catarrh, dyspepsia, chlorosis, scrofula, consumption, sores, ulcers, coughs, general debility, etc. The healing, hygienic effects of loaf sugar, as well as its nutritive properties, as a fattener, has long been known, but scientists go further in advocating its use in many cases, even to the extent of one quarter to one half a pound a day. The Germans make great use of crystalized sugar, called by Americans "rock candy." The English consume even more sugar than the Germans, and their strength is greater. The fear of uric acid or of excess of sugar in the urine is owing more to the effects of glucose than to pure sugar. "To eat more sugar is good for all. To eat much sugar is good for the invalid."—Detroit Herald of Commerce.

COMMISSION MERCHANTS.

The commission merchant is the faithful factor of his consignor or a dishonest pretender. But many who profess to deal on commission, and spread the impression that they are governed by commission merchants' law, avoid responsibility by buying on credit the goods they handle, and then refuse to make returns. The credit arrangement absolves them from the obligation to render an account of sales, and unless a settlement can be forced by due process of law, they may enter upon the profit side the entire proceeds of the transaction, which is not an unusual thing in any of the large cities of the world. The quack commission dealers are the greatest pests of the business. They bring discredit upon it, to the injury of reputable merchants, and action should be taken to secure legislation making it a misdemeanor to use the words "commission merchant" on any sign, card, or billhead by others than those who are commission merchants in fact. This is a matter which calls for prompt and persistent action.—Chicago Produce Trade Reporter.

"I didn't see anything funny in the story that fellow just told. What made you laugh so over it?"

"Do you know who he is?"

"No. Who is he?"

"He's the head of our firm."—Life.



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

~
**EMPIRE
TOBACCO
Co.**

MONTREAL

DRY GOODS.

The past week has been quiet in regard to incoming buyers and house trade, but road orders have been coming in steadily, and for nearly every line of spring goods. Buyers will commence to arrive about the 20th, and the millinery openings take place on the 27th and 28th, when the city will be full of buyers. Preparations are being made extensively for their reception.

NOTES

Gordon, Mackay & Co. have for years devoted special attention to lace curtains. This season their stock abounds in novel ideas, but in low and medium priced curtains, they claim to lead the trade, not in style only, but also in value.

John Macdonald & Co. have opened up several cases of United States sundries, including hairpins in fancy wooden cabinets, curling tongs, towel racks, Lindsay's safety pins, garter webs, combs and dress shields. They have also sorted up in fancy dress buttons, leather stitched braid and creton fringes.

Gordon, Mackay & Co. have gone in heavily for negligee shirts, and report an unprecedented rush on these goods, though the trade for white dress shirts shows a handsome increase.

Wyld, Grasett & Darling are showing some very special lines in linens, prints, art muslins and sateens. Certain job lines are being offered at prices which are likely to move them at a rapid rate.

Printed goods of the delaine variety are in strong demand. Gordon, Mackay & Co. show a long range of these goods and one of the marvels of the trade is the perfection which these fine printed fabrics have attained.

W. R. Brock & Co. have just opened up a shipment of muslins in Manchester, Scotch and Swiss makes in checks, stripes, coin spots, figures, etc., also art muslins and Madras draperies. In laces they have restocked in Irish Point, Silk Gimpure, Chantilly, Oriental, American, Valenciennes, Torchons, Tottings, Ewington, Irish Fringes, Real Maltese, Fancy Cotton, etc. In lace curtains their Nottingham and Swiss effects are numerous and varied. Their 3 1-2 yard curtains to retail at eighty cents and \$1 are leaders. In embroideries they are showing four job lines to retail at 5, 10, 15, and 25 cents. In veillings they are showing some new effects and colorings. Six cases of ladies' belts have just been opened up. The range is enormous.

John Macdonald & Co. are showing new goods in table covers, quilts, lace curtains, chenille curtains, and 72-inch inch piano felts in all the leading shades. Every line is very well assorted at present. They are also offering a special line of 90 pieces of best brussels at a reduced price. In the silk and dress goods departments they have been making extensive preparations for the millinery openings

in the way of staple ribbons, silks, laces, veillings, etc. Their stock is large enough to meet all possible demands, and they anticipate an increased demand for their goods. Their prices are claimed to be closer than in previous seasons, and they are determined this department shall maintain its leading position, especially with regard to the silk trade. They have held prices down to those of previous seasons or lower, in spite of the advance in the prices of silk and other lines in this department.

Alexander & Anderson are showing a full and choice stock of goods in their smallware and haberdashery departments, consisting as follows, viz., dress trimmings, buttons, cashmere and fast black cotton hosiery, cambric, linen and silk handkerchiefs, collars and cuffs. In frillings the newest thing and greatest novelty is the "new feather frilling," which is having a big run. This firm is also showing specially good lines of lisle, taffeta and silk gloves; also the best makes of kid gloves in laced and dome fasteners, ladies' hygiene, Balbriggan and gauze vests; ribbons, plain and fancy, also satin back velvet ribbons, all widths, cambric and Swiss embroideries, flouncings, etc.; black Spanish and Chantilly laces, Oriental, Torchon, Valenciennes, and other fancy cotton laces, veillings, etc.; curtains and curtain nets, and a host of other things too numerous to mention.

LABELLING CANNED GOODS.

The members of the Retail Grocers' and Butchers' Associations do not approve of the bill recently introduced into the Illinois general assembly recommending a law to force all packers of canned goods within jurisdiction of the state to have the year in which the goods were packed appear upon the label of each and every can, and at their last meeting they set forth their objections in a series of resolutions. They insist that such a law would be unjust to the grocer, while it would not materially benefit the consumer. People would want the new pack of goods, and force discredit upon the old stock, thereby causing a loss. At the next regular meeting, Feb. 15, the proposed change in the state garnishment laws will be taken up. Retail grocers in this city have been slow about realizing the importance of this question, but the interest that is being awakened by the association promises to bring about some favorable results. The members of the organization were requested at the meeting to see the members representing their districts, and personally request them to favor the passage of the law. An attempt will also be made to interest the wholesale grocers of Chicago, and a committee appointed for that purpose, consisting of Messrs. Liddell, Preiss, Sullivan, Crawford and Hyde will call on them this week.—American Grocer.

**John Jamieson & Co's
LOCHFYE
HERRINGS**

56-60 E. Howard Street, GLASGOW.

Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**

WINNIPEG—MANITOBA

**W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.**

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

**Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.**

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

**Manchester,
England.**

Also at

Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and

**Manufacturers' Agent,
WINNIPEG, MAN.**

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Fresh Eggs still booming at 32c.; Butter
scarce at 20 to 22c. for good to choice, with 23c.
for fine 1 lb. rolls; Dried Apples in demand at 5
to 5½c.; Green Apples doing better at 1.00 to \$2.00
per barrel; Beans good sale at 1.30 to \$1.30 per
bush.; Potatoes 90c. to \$1.00 per bag; Honey
Cloves 8c.; Buckwheat Honey 5c.

Consignments of Above
Solicited

J. F. Young & Co.

Produce Commissions,

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

**JAS. PARK & SON,
TORONTO.**

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

**TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

**FIGS, DATES, NUTS,
ALMERIA GRAPES, Etc.,**

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--
Car arriving weekly.

Car Messina Lemons--
Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.**

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Feb. 16, 1893.
GROCERIES.

The general trade is fairly active for the season, and business both with regard to turnover and margin of profits is said to be better than last year at this time. The feature of the market is the advancing tendency in the price of such staples as soaps, teas and canned goods. In the first-named article there has been a further advance of $\frac{1}{2}$ c. a pound on common, while the discount on toilet soaps has been withdrawn altogether. Coffees are quiet on the local market, and those outside have taken a firmer tone during the last few days. The tea market has developed a still stronger tendency for the bull side, and a fair sorting up trade is being done locally. A feature of the canned goods trade are the shipment of tomatoes to both England and the United States. Business in dried fruits is still limited. There is no material change in sugars and refiners seem just as firm in their views. Payments are reported to be fairly satisfactory.

COFFEES.

The outside market developed a little unsteadiness some days ago, but it seems to have recovered again, the position now, seemingly at least, being stronger than ever. This market, however, has failed to respond to that outside, notwithstanding the lowness of stocks of Rio coffees here, and if prices abroad are still maintained local men will probably have to pay an advance of 2c. a pound when they come to replenish. The statistical position is decidedly favorable to the bulls.

DRIED FRUIT.

Only a small trade is being done in fruits. Currants if anything are moving a little better than anything else in the fruit line. The New York market is a little firmer on Valencia raisins. Prunes are unchanged and in light demand. Much the same applies to dates.

RICE AND SPICES.

Rice is meeting with the usual seasonable demand. Some people seem to have gained the impression that certain quotations on tapioca in last week's GROCER applied to the local market. This is a mistake. The article in question was taken from the N. Y. Commercial Bulletin and credited so, and everybody should know that tapioca is quoted at least 5 per cent. higher in Toronto than in New York, the duty, freight, etc., being included in the price of the article on the home market.

Spices are moving fairly well. Ginger is reported to be a little higher again outside.

SUGAR.

The local demand is still somewhat light, although a few car lots are reported to be moving here and there. Prices are being firmly maintained, Canadian refiners refusing to shade. They seem very indifferent as to whether they do business or not just now, holding that, with raws at their present price, it would not pay them to deviate in the least from the quotations. They still profess to have faith in the statistical position of the market.

SYRUPS AND MOLASSES.

All syrups are scarce and it seems that more cannot at the moment be obtained. Prices if anything are higher; demand fair. Molasses are in fair request, but devoid of any feature.

TEAS.

The market is firm, and lines that are sold out cannot be replaced except at marked advances. This one local house had demonstrated to it in a practical manner a couple of days ago. Demand at the moment is principally for sorting-up parcels. Japans, Congous, Young Hysons and Ceylons are meeting with a big demand. Japans continue so high that retailers are working into Young Hysons in consequence. Low grade Japans are getting into small compass on the local market, and one man who last year held several thousand parcels claims he has now only about fifty that he can sell under 15c. It is claimed that before we can get these grades of teas here every pound of existing stock will be exhausted. According to outside advices regarding lowest price Indian teas, May delivery; they could not be laid down here at less than 18 $\frac{1}{2}$ c. a pound. The lowest thing in blacks on the same computation would cost 14 $\frac{1}{2}$ c. laid down, while notwithstanding this there were sales made on this market to jobbers at 14c on Monday.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Evaporated apricots and peaches have advanced 1c per lb.

Mixed pickles (in bulk) have been advanced in price to 55c per gallon.

Smith & Keighley are offering a good low-priced Young Hyson for 14c.

Cotton seed oil has risen from \$7 to \$20 a ton, owing to the high price and scarcity of lard.

Sloan & Crowther report that the "Royal" brand of lobsters, talls and flats, are selling very rapidly.

The demand for fish during Lent will be readily met by Eby, Blain & Co., who report good stock on hand.

A subscriber to THE GROCER wants to know of a good opening for a store. Can any of our readers help him?

Eby, Blain & Co. are offering special prices and value in French peas, 1 lb. tins, all grades; finest goods on sale.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

The Produce Markets' Review of London, in referring to the tea market, says there is

a marked scarcity of the grades suited for export, Canada having already taken the bulk of the imports of this description.

A special cable to the Globe from London says that Canadian apples of good quality are in demand. Supplies are still short. Prices have gone up 1s. to 1s. 6d.

At card parties and home entertainments serve Burnham's Clam Bouillon with other refreshments. A small cup of it is very refreshing. Served instantly with a little hot water.

Golden finnan haddies are having a large sale. Mr. L. H. Doblin, of Montreal, the agent for this favorite brand, reports the demand to be almost greater than the packers can meet.

Grocers selling Old Mill Brand Tomatoes say they are the finest goods in the market. Messrs W. H. Gillard & Co., of Hamilton, have purchased the entire pack and are selling at almost the price of ordinary goods.

Messrs. W. H. Gillard & Co's travellers are showing samples of "Crescent" smoking tobacco; it's a new line manufactured by the Myrtle Navy makers. The quality and size of the plug will likely prove a taker with the trade.

J. A. Skinner & Co., Toronto and Vancouver, B.C., are offering a new pattern of glassware, any article of which can be sold at retail for 25c. A large glass covered fruit bowl, half gallon pitcher or large cake stand that may be sold at a profit for 25c., is no doubt what they term it—a leader.

Lightbound, Ralston & Co., of Montreal are offering Japan teas at 13 to 15c, special values 20 to 25c; molasses in puncheons or half barrels, Barbadoes, Porto Rico, Marzanilla, sugar house; tomatoes, Lakeport and J. U. Windsor. They report that the market for tomatoes is likely to be higher owing to demand from England.

A Halifax despatch of Tuesday says: The refined sugar market, which has been very firm for some time, took an upward turn yesterday, and prices were advanced by both Halifax refineries, causing quite a commotion in the wholesale grocery trade. Prices of refined sugar both in upper provinces and United States, so the refiners here claim, are higher than they are in Halifax.

BUTTER AND CHEESE.

There is a continued demand for all kinds of butter, fine dairy, large and pound rolls and bakers' stock. Receipts are a little better than a week ago, and if anything the feeling is a little easier, but all coming in is taken. Bakers' butter is scarce and wanted. Large rolls are quoted at 18 to 19c., pound rolls 20 to 21c., fine tubs 20 to 21c., pails 18c.

Cheese keeps moving at firm prices. There is no surplus stock on hand. Job lots of fall make are selling at 12c.

PETROLEUM.

The Petrolia Advertiser, in its weekly report says: The weather of the past week has been of such a varied and inclement kind that drilling has been almost at a standstill. A large number of pumping wells



IT SPEAKS VOLUMES

For the good quality of "KENT" Pickles, when we state that, without the aid of travelling salesmen, the output last year was by far the greatest in the history of the Company. Quality does it. Uniformity holds the trade when once secured. Do you handle them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**

L. H. DOBBIN, - MONTREAL.

FRESH FISH - -

: : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL' SMELTS,
FLOUNDERS, Etc.

Orders
Promptly
Filled.

D. W. PORT & CO.,
Wholesale Fish Agents,

Esplanade, - - TORONTO.

UNDERSTAND THEIR BUSINESS

TORONTO, Dec. 15th, 1892.

A. CAMPBELL, ESQ.,

TORONTO, ONT.

MY DEAR SIR:-

I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada.

It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.

Yours sincerely,

A. WHITE,

D. G. F. A., G. T. Ry.

"Nothing succeeds like success."

The sale of our

BEAVER BRAND

PICKLES

INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

T. A. LYTLE & CO.,

Vinegar Manufacturers,

TORONTO



MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.

His boys eat them.

Prepared by the

Kingsville

Preserving Co.,

(LIMITED.)

KINGSVILLE, ONT.

Boy
Brand
Tomatoes



HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20
Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.,
FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS.—Continued

are also shut down, and the production this month therefore will be considerably lessened. The price of crude remains the same, \$1.18½, with about the average business doing.

Following are the latest quotations at Toronto:—Canada refined oil, 14c.; carbon safety, 17½ to 18c.; Canada water white, 20c.; American water white, 25c.; photogene 27c.

COUNTRY PRODUCE.

BEANS—Some improvement in the demand has developed during the week, and there are not so many offering. Hand-picked are moving in small lots at \$1.35 to \$1.40, while inferior are selling down as low as a \$1.

DRIED APPLES—Not much doing and prices are easy; dealers are paying 4¾ to 5c. and selling at 5 to 5½c.

EVAPORATED APPLES—Not many are being asked for and prices are unchanged at 8 to 8½c. for new and old are nominal at 6c.

EGGS—Demand exceeds the supply and prices are higher; in fact at the moment any one who has strictly fresh eggs seems to be able to demand his own price. The ruling quotation for fresh is 30c., but there have been sales of five case lots at 2c. a dozen more than that figure, and that between dealers too. Pickled eggs are quoted at 25c. a dozen.

HONEY—Good white sections would sell well, but the article is very scarce and the market generally is decidedly dull. Dark sections dull at 8 to 10c. In tins buckwheat is quoted at 5c. and clover at 8c.

DRESSED POULTRY—Demand good and receipts light. Prices are firmer all round. Chickens are quoted at 65 to 75c. a pair, ducks 85c. to \$1 a pair, turkeys at 14c. a pound, and geese at 10 to 11c. a pound.

POTATOES—With the nearer approach of milder weather and the consequent opening up of the pits, the potato market is becoming somewhat unsettled. Comparatively speaking not many potatoes are coming this way, the higher prices ruling in the cities and towns in the western part of the province attracting the greater part of them that way. The ruling price on the track is 80c., while five to ten bag lots sell at 90c.

ONIONS—Dull and unchanged at \$2 to \$2.25 per barrel.

HOPS—Dull and easier; good to choice Canadian are quoted at 16½ to 18c. for 1892's and at 13 to 15c for yearlings.

HOGS AND PROVISIONS.

Dressed hogs are quiet and easier. The packers are not inclined to cut up much stuff at present prices and are dropping out of the market, in the hope that values will soon decline sufficiently to suit their views. A few car lots of packers' weights have changed hands during the week at \$8.60. Provisions generally are in good demand

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

and firm. The price of lard is particularly strong. Dressed meats are still in liberal supply and prices easy.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—In good demand and firm at 13 to 13½c.

LARD—Pure Canadian is 12¼c. in tubs, and 13 to 13½c. in pails. Compound 10½ to 11c.

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut is \$20 to \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8¼c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

THE HOG SUPPLY.

According to the returns of the Department of Agriculture, the number of hogs on hand January 1 was 46,094,807. During the past 10 years the number of hogs reported packed in the United States annually has averaged 35.24 per cent. of the reported supply. Accepting this as a basis, it would indicate a supply for packing of about 16,250,000. In 1885 the supply was 45,142,657, and 1886 was 46,092,043. The packing returns for the year ending March 1, 1886, were 16,600,000 hogs, and for the year ending March 1, 1887, were 16,920,000 hogs. The packing returns for the year ending March 1, 1892, were 21,286,000 hogs.

GREEN FRUIT.

The market seems to be only awaiting milder weather to assume real activity. At least this is what might be inferred from the fact that a mild day gives quite an impetus

CANNED GOODS.

TORONTO.

The situation in canned goods continues to gather strength and people are beginning to display much more confidence in the future of the market. In consequence of this there is a much larger demand for tomatoes. During the week there have been some substantial shipments of tomatoes to both Great Britain and the United States, and the price in both instances is said to have been equal to 83c. net cash f.o.b. This has had the effect of putting prices up on this market at least 5c. a dozen and leaving the market in a very healthy shape. The local demand for tomatoes is very strong, and men long in the business say they never saw it better in this particular commodity. Other vegetables such as corn and peas are also in good demand. The increased activity in canned fruits previously noted continues, and there does not appear to be any surplus stocks on hand. The feature in this line of goods is the strength of peaches. The season for canned salmon is just commencing and the movement is about as usual at this time. Lobsters are also beginning to feel the approach of the lenten season. Sardines are in fair demand but the market is devoid of feature.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5c.
F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

..... **LENT**

Fresh Fish

AND Oysters

CLEMES BROS.

Phone. 1766

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.
We have packed all kinds of Vegetables, Fruits,
etc., and our CANNED GOODS are in the hands
of the wholesalers.
Our Factory New Throughout.
**The Strathroy Canning and Pre-
serving Co., Ltd.,**
STRATHROY, - ONT.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster
CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

COWAN'S OCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by
J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.



Brantford and Pelee Island } **J. S. HAMILTON & CO'Y,**
Sole Agents for Canada. BRANTFORD, ONT.

GRIMBLE'S English Malt Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

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BELLEVILLE CANNING CO.

—PACKERS OF THE—

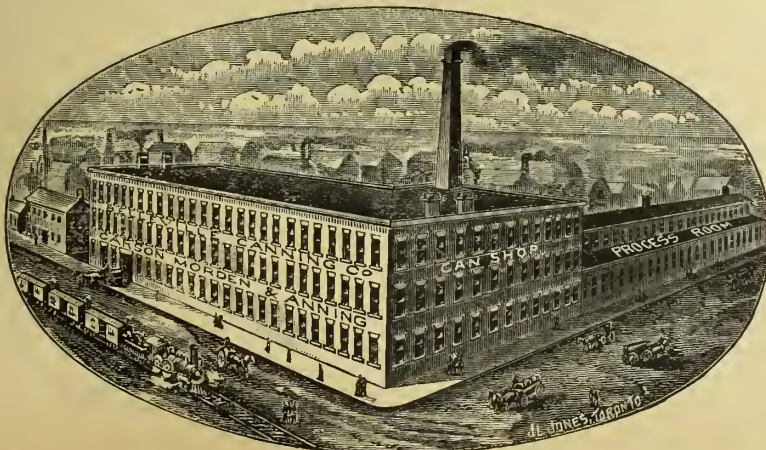
"Queen Brand"

Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MARKETS—Continued

to business. Taken on the whole a fairly good seasonable trade is being done. Oranges are in good demand and prices are stiffening. Seville marmalade oranges are expected next week. In lemons, good stock sells freely at firm prices, but there is still a good deal of "chilled" stock on this market that can be got at almost any price. Bananas are scarce and firm. There is not much doing in pine apples but there is a demand for all that is coming in. There are very few Malaga grapes on the market and cranberries are a little scarce. In apples there is a little outside trade doing, but there is practically no local demand. We quote as follows: Valencia oranges at \$4 to \$4.50 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.25 per box, Mandarines \$2.50 to \$2.75 per box, Tangerines \$3.25 to \$3.50 per box, Palermos \$2.50 per box, lemons \$3.75 to \$4, bananas \$1.75 to \$2.50, pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket, apples \$1.00 to \$1.75 per barrel.

SEEDS

The excitement among buyers regarding red clover continues, and prices here have forced 25 to 50c. higher, \$9 to \$9.25 a bushel being paid for prime to choice quality, and offerings are limited at these figures. Timothy is sympathising to some extent with clover, \$1.50 to \$5.50 being paid. At the moment trade in this article is nearly all speculative, but in another 30 days the price may be expected to get nearer the actual value, as buying for consumption will be due about that time. Alsike is steady at \$5.50 to \$6.60, the outside price having been paid for best samples. The bulk of the red clover and Alsike seems to be almost marketed.

FISH AND OYSTERS.

The Lenten season in fish is opening up well, trade being quite active. At the moment white fish and haddock is the most inquired after. Compared with a year ago fish is on an average $\frac{1}{2}$ c. a pound dearer. Small fish are very scarce. This applies both to salt and fresh water. Although oysters are again lower the consumption is still small, a good many people seemingly having forgotten that there is such an article on the market. We quote: $7\frac{1}{2}$ c. for trout and ordinary whitefish, $7\frac{1}{2}$ c. for Manitoba whitefish, $4\frac{1}{2}$ c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 5 to $5\frac{1}{2}$ c. for haddock, 4 to $4\frac{1}{2}$ c. for market cod, 7c. for steak cod, 4c. for flounders, $6\frac{1}{2}$ c. for skinned and boned codfish, \$6 for Labrador herring, \$5 to \$5.50 for shore herring, 11 to $12\frac{1}{2}$ c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 6c. for pike, 8c. for yellow pickerel, oysters, \$1.85 for stds., and \$2.25 selects.

HIDES, SKINS, WOOL, TALLOW.

SKINS—Sheepskins are still marked by their scarceness, and prices are unchanged at \$1.20 to \$1.40. Calfskins are in good demand, but there are not yet many coming in. Prices unchanged at 5 to 7c.

HIDES—Steady and unchanged at $4\frac{1}{2}$ c. for No. 1 green cows' and $5\frac{1}{2}$ c. for cured. Car lots of cured changed hands at $5\frac{1}{2}$ c.

TALLOW—Scarce and $\frac{1}{2}$ c. higher; dealers are paying $6\frac{1}{2}$ c. and selling at 7c.

WOOL—There is very little doing this week in wool and prices are without change. Fleece and blanket wools are scarce. Pulled wools quiet and unchanged, dealers paying 21c. and selling at 22c. Fleece is quoted at 18 to 19c., and pulled at 21 to 22c. for supers and at 26 to 27c. for extra.

MONTREAL MARKETS.

MONTREAL, Feb., 16, 1893.

GROCERIES.

The grocery trade during the past week has been disappointing, buyers holding back under the impression that prices on the leading staples will secede, but the expectations seem to point to the reverse. Teas are firm, but quiet. Coffees and spices hold firm and there is no material change in sugar, syrups or molasses. Other lines are unchanged.

SUGARS.

The market for refined keeps very steady, with sales of granulated at 4 5-8c. at the refineries and at 4 to 4 1-8c. for choice bright yellows, down to 3 1-2c. for lowest grades, which is about the price of the raw product. Raw sugar is firm in New York and London and at sources of supply.

SYRUPS.

Syrups are moving slowly, but Barbadoes molasses is in very fair demand at 34c. for 25-barrel lots.

TEAS.

The tea market has shown more activity during the past week. Another lot of low grade Japans has been sold for Chicago account at 12 to 12 1-2c., and several small lots have been moved for local account. Blacks are receiving more attention, especially those worth from 21 to 16c. A letter to a broker here from London says that there are no China teas in that market under 6d.

Latest London mails reported a quiet market for China teas. Prices were quoted firm, and the smallest purchases leave a visible impression on the stock of clean sweet common grades; a drop of 1-4d. per pound would induce a large business, but the teas for price all seem to have left importers' hands. In Foochow teas some good to medium Panyongs have realized 8 to 11d., with fair flavory Soo Moos, Padraes, Saayunes and Panyongs at 6 3-4d. to 7 1-2d., principally on account or in anticipation of Canadian orders, while common to good common were in some request at 5 3-4 to 6 1-2d., but with little on offer in first hands.

COFFEE AND SPICES.

The coffee market remains firm and stocks are limited. A lot of Maracaibo sold at 20 1-2c., and we quote:—Jamaica, 18 1-2 to 20c.; Maracaibo, 20 to 22c.; Rio, 18 1-2 to 21c.; Java, 25 to 27c.; and Mocha, 25 to 28c. Jobbing lots are selling at higher prices.

Spices are firm, sales of black pepper transpiring at 7 1-4 to 7 1-2c. Cloves are firm at 8 1-2 to 9c., and nutmegs at 47 1-2c. to \$1, as to size.

DRIED FRUIT.

The market has been very quiet during the week, the only sales reported in Valencias being a lot of 500 boxes seconds at 4 1-2c., while prime are held at 4 7-8 to 5c. Valencia layers are firm at 6 to 6 1-4c. Currants are quiet at 5 to 6c., according to quantity.

NUTS.

There is no change in nuts, and we quote:—Pecans, 11 to 12 1-2c.; Terragona almonds, 10 1-2c.; Grenoble walnuts 13 1-2 to 14 1-2c.; filberts, 10 to 10 1-2c.; Ivica, 14 1-2c.; Brazil, 15c.; marbots, 12 1-2c.; cocoa nuts, \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

The green fruit market is quiet and unchanged. We quote the various lines as follows:—Lemons Messina \$3.30 to \$3.50 prime \$2.75 to \$3.00 common \$1.75 to \$2.25. Oranges Fancy Florida \$3.25 to \$3.50 Valencias \$4.00 to \$4.25 Messina \$2.50 to \$2.75 and Jamaica in barrels \$5.00 to \$6.00 as to quality.

FISH.

The movement in fish, particularly in fresh is active and prices are firm. Herrings are in good supply. Car lots being offered as low as \$3.50. We quote as follows: Haddock 4c., cod 3 to $3\frac{1}{2}$ c., steak cod $4\frac{1}{2}$ to 5c., lake trout 7c., white fish 7 to $7\frac{1}{2}$ c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$6 to \$6; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$6.00 to \$4.00 per brl.; C.B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$2.50 to \$2.75 per brl.; fresh herring, \$1.85 to \$2. per hundred; haddies, $7\frac{1}{2}$ to 10c.; Yarmouth bloaters, \$1.25 to \$1.50; common do., \$1; fresh frozen mackerel, 10 to 10 $\frac{1}{2}$ c. each; No. 1 lake trout, \$4.75 to \$5 per keg.

APPLES.

The apple market is unchanged and prices are nominal at \$1.75 to \$2.50 per barrel according to quality.

POTATOES.

The market remains steady with prices firm. Sales of car lots are noted at 95c. to \$1, but receipts are fewer than they were, and this may have some effect on prices.

DRESSED HOGS.

The market rules easy, sales of car-lots transpiring at \$8.75, which is a drop of 10c. EGGS.

The egg market is easier under milder weather and freer receipts at 25 to 30c. according to quality.

BUTTER AND CHEESE.

The butter market continues firm but business is purely confined to the local trade. Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 19 to 20c.; Western rolls, $18\frac{1}{2}$ to 20c.

The position in cheese is unaltered, and whether the feeling elsewhere furnishes any alteration or not it will have little or no effect with holders here considering the small stocks that they carry. It is said that some stock at present held in the West would be parted with at a concession, but it is likely that if a buyer made an offer full figures would be exacted. The public cable quotation is unchanged, and we quote 11 $\frac{1}{2}$ c. as the nominal idea here.

TRADE SALES.

The following stocks of goods were sold at Suckling's: Miller & Co., furs, etc., Toronto, \$1800, sold to John Riach of Hamilton at 23c. on the dollar; Conger & Co., boots and shoes, Pictou, \$1580, sold to J. A. Clapp of Gananoque at 52c. on the dollar; A. H. Mellish, stationery and fancy goods, Brantford, in two lots, No. 1 \$4800, No. 2 \$1900, sold to Mrs. Mellish at 34. and 33c. on the dollar respectively.

It was not until nearly a century after its discovery that tobacco came into general use in Europe. The United States now produces about one-half of the entire world's supply of the weed nicotinean.

FLOUR AND FEED.

TORONTO.

There is not much demand for flour but prices are firm and higher. Straigt roller has sold up to \$3.45, Toronto freights during the week. Extra is quoted 25c higher at \$3.10, and supplies are short of demand. The water mills are still frozen up. This is causing a scarcity of feed and prices are somewhat higher in consequence. Shorts touched as high as \$17, Toronto freights, during the week. Most of the small output of bran is being taken by the farmers and prices for the commodity are about \$1 higher.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4 to \$4.10; white wheat patents, \$4.35; straight roller, \$3.40; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.75 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.40 to \$3.45; extra, \$3.10; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. Cornmeal is \$3.50.

FEED.—Bran is \$15, shorts is \$17 mixed feed \$22, feeding corn 57 to 58c., oats 34 to 35c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market has been very quiet and even the local trade has been below its usual volume. Strong bakers have a wide range from \$4 to \$4.25, and advices from the west state that millers are shipping flour to Liverpool and Glasgow at low figures. We quote:—Winter wheat \$4 to \$4.25; spring patents \$3.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4.15; strong bakers' \$3.90 to \$4.00.

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

Stewart, Munn & Co.,
MONTREAL.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company (Limited.) REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours, Hungarian Patent, and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embro Oatmeal Mills

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills, LONDON. Excelsior Mills, MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS

N. WENGER & BROS., AYTON, ONT.

-- MILLERS -- (Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

W. W. SUTHERLAND.



CANARY SEED.

Canary seed, which in former years was handled exclusively by the druggists, has now passed into the hands of grocers, and is regarded as one of the staples of the trade, though its identity is somewhat lost because of the reason if its being packed in a mixed form, under the label of bird food, etc. Many houses in the trade prepare their own mixtures, while others prefer to secure supplies from those who make a specialty of putting up this line of goods, and who are prepared to execute orders at a very narrow margin of profit above the actual cost of the seed and packing. During the past six or eight months these mixtures have contained a much smaller percentage of canary seed than was formerly the case, this being due to the fact that the price in the wholesale market, or from importers' hands, has advanced over one hundred per cent. during that time, while the course of other varieties which usually forms the mixtures, such as hemp, rape and millet, has been in a contrary direction, so to even up the cost of the whole, those who prepare the goods for market and consumption are sure to see that a liberal quantity of the lower stock is included in the pound packages that are put up for "family use." The appreciation of the price of canary is directly due to the short crops in all producing countries, and speculative influences. When it was discovered last year that the chief source of supply, Turkey, promised a very small yield, due no doubt to the previous low prices which discouraged the planting, scheme was set on foot to concentrate the holdings, and so successfully was this carried out, that a prominent operator here became possessor of a very considerable portion of the world's stocks. Purchases were liberally made in the Smyrna market. London was called upon to furnish additional quantities, and the goods were picked up here from various importers, all these operations being carried on at steadily advancing values, until the bulk of the available supply was brought under the control of one concern. The stock in this market to-day is variously estimated at 10,000 to 15,000 bags. The principal holder is endeavoring to sustain the value at 43-4c. but there are numerous small lots distributed through the trade, and from these outside hands supplies are being dealt out at 45-8. The market, however, is in a condition which makes the purchase of small lots much easier than selections of quantities. There is a feeling that higher prices may possibly rule later on, and with the knowledge that additional round parcels can only be secured from one source, there is a natural hesitancy on the part of sellers to entertain orders upon the present basis of values that would naturally lessen their holdings. The London market has

been above us for some time past, which clearly indicates that no surplus is held there, the latest cables received from that source showing the equivalent of 5c. to import. In Smyrna, it is said, the total quantity held may possibly reach 8,000 bags, but from this amount must be deducted the quantity necessary for next year's sowings. Advices from Marseilles report the stocks of Barbarry as exhausted. For some time past doubts as to the available supply of this description, and its effect upon the market, have been entertained, but the reports forwarded of the statistical position are now accepted as conclusive evidence that no relief can be expected from the product of that section of the world. Taking, therefore, the situation as a whole, the indications are certainly of the strongest character, while many of the trade do not hesitate to express the belief that a positive scarcity of the article will be witnessed before the next crop can be harvested and is available for market purposes.—N. Y. Commercial Bulletin.

PURE GOLD EMPLOYEE'S AT HOME.

Pleasant, profitable and entertaining was the annual "At Home" of the employees of the Pure Gold Manufacturing Co., held Friday night last at Webb's. The arrangement was recherche, there being something to entertain every taste. There was a programme of vocal and instrumental music to please the lovers of music. Then at the banqueting table there was a feast of reason and a flow of soul. Dancing concluded what was the most successful "At Home" ever held by the employees of the Pure Gold Manufacturing Co. There were about 150 persons present. Mr. J. F. Ramsay, manager of the company, presided, and Messrs. T. Christy, A. C. W. Soper and T. R. Crowley composed the committee to whose efforts the success of the entertainment was largely due.

HOW CLAY PIPES ARE MADE.

The common clay pipe, like the needle, has to undergo a large number of operations before completion, nearly all of which are conducted without mechanical aid.

The clay, after being levigated, mixed and kneaded to a proper consistency, is rolled out roughly into shape. This the moulder takes, and, placing the head or bowl end in a special support, thrusts a long needle into the centre of the tail of the roll, thus piercing the stem.

Thus pierced, and still containing the needle, the roll is placed in the mold, which is of steel, and made in two parts, and the latter is closed and put in the press. Then a compressor is pushed into the open part of the mold to form the bowl.

Thus the clay is compressed.

The press is now opened, the pipe tak-

en from the mold and passed on to finishers, who scrape out all mold seams, pass another needle into the stem, stamp any letters that are to appear, and send on to the drying room.

Here, when sufficiently hardened, those which have to be polished are polished and all are sent forward to other workmen, who examine them, reject the defective ones, and proceed to put the perfect ones in the saggars ready for the furnaces, which are similar to those in potteries, and where they are exposed for five or six hours.

They are subsequently dipped into a mixture to remove the porosity of clay. This is a mere outline of what is needed for a common clay pipe; the operations in fancy patterns are more complicated.

LATEST BUSINESS CHANGES.

H. Keene, grocer, London, has assigned.

A. J. Smith, general storekeeper, Essex, has assigned to John Milne.

J. R. Elliott, general storekeeper, Lawrencetown, N. S., is offering to compromise with his creditors at 33 1-3c. on the dollar.

W. E. Murphy, fruits, etc., Lindsay, is asking an extension.

Chowen & Yonco, grocers, Mitchell, have assigned.

J. A. Oullet, of Bic, Que., general merchant, has assigned.

A demand of assignment has been made on August Breux, general storekeeper, of Chambly Canton, Que.

Etienne Levesque, general merchant, of Ste. Flarie, Que., has assigned.

J. E. Elliott, of Lawrencetown, N.S., has assigned.

Guy F. Smallwood, of Bradalbane, P. E. I., general merchant, has assigned.

W. J. Vall, of Durham, has been appointed assignee for the creditors of G. W. Woodland, general storekeeper, of Durham, in place of H. H. Miller, of Hanover, who was first appointed.

Ducharme & Noel, general merchants, of Capleton, are advertising their stock in trade for sale by auction on the 21st instant.

Riddell & Davidson's general store, located at Langley Prairie, B.C., has been burned out.

It is stated that Russia has deposits of salt sufficient not alone for its own use but for the whole European consumption for many centuries.

The second annual Food and Health Exposition, under the auspices of the United Retail Grocers' Association, of Brooklyn, opened last week, and is said to have been an immense success.

Sugar, in both a literal and metaphorical sense, is at the bottom of the Hawaiian revolution, says Interstate Grocer. In a literal sense because with annexation the Sandwich Islands will be entitled to the sugar bounty. In a metaphorical sense, because there is sugar in it for the professional politician, and most of all to the few American capitalists—Spreckels, et al—who own and work the sugar plantations. The natives are "not in it." Freedom and native rights are as sounding brass and tinkling cymbals compared with the ringing music of the mighty dollar to the needy politician and the sugar monopolist. But who pays the piper?

THE BEST MacLaren's IMPERIAL CHEESE

IN GLASS JARS.

WRIGHT & COPP,
DOMINION AGENTS,
TORONTO.

ESTABLISHED 1851.

JUST RECEIVED
4,500 Boxes
Valencia Raisins

WRITE FOR OUR PRICES.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—

WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA
SALE



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices
and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

Canned Goods

This is the time to purchase the finest brands of canned vegetables, such as "Little Chief" and "Canada First" Tomatoes, Corn, Peas, and Beans. Large assortment and lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

.. TEAS ..

Japans, Medium Grades,

Best Value in Market.

ALSO

Darjeelings and Ceylons,

Specially Selected for Blending Purposes.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering a : :—

Blended Tea ^{AT} 25^{C.} Per Lb.

For Strength and Flavor it is Unequalled.

Ask our Travellers to show it, or
write us for Samples. . . .



Smith and
Keighley

9 Front St. E., Toronto.

TEAS - -

— A SPECIALTY. —

PERKINS, INCE & Co.,

41-43 Front St. East,

TORONTO.

JOHN BURGESS & SON SAUCE

AND

PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.O

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS
& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

FOR LENT.

FRESH ARRIVALS --

Barrels No. 1 Lake Herrings,
Half Barrels No. 1 Lake Herrings,
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

T. KINNEAR & CO.,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

EVOLUTION OF FOOD PRODUCTS.

Many of our active citizens will remember the beginning of the canning industry by the late Caleb S. Malthy, of this city, who put up oysters in tins for his western trade, and then added the canning of peaches to his business. Now meats, fish, fruits and vegetables are put up for market in this convenient form, and the armies and navies of Christendom are largely supplied with food by American Cannerymen.

The evolution in breadstuffs is equally remarkable. The dainty snowflakes, spicy gingerbreads, and the manifold palatable dainties of the bakers are a delight to the eyes, and are wonderfully convenient tidbits for the family cupboard.

Behold, also, how American chemists have transformed the crude oil of cotton seed into articles pure, wholesome and nutritious, and how the component parts of cereals have been separated and treated for the sustenance and delight of mankind.

Even the clam has been drawn from its saline bed that its nerve-quickenings may be bottled for the merchant's convenience and his customers' enjoyment.—New Haven Palladium.

THE HOP COMBINE BROKEN.

About two or three months ago an agreement or combine was entered into between the growers and dealers in Prince Edward county, not to sell under a certain price, in the expectation of forcing up prices upon brewers, says Montreal Trade Bulletin. It turned out, however, that the brewers of this city, at any rate, were too well supplied to be forced into paying the terms demanded by the combine, and country dealers, becoming convinced of this, availed themselves of the opportunity of unloading their yearlings at figures which induced dealers and brewers here to take hold. Consequently, while growers were holding their 1892 growth at figures which were altogether too high for this market, the combine dealers had a splendid opening for getting rid of their 1891 growth, and they used it for all it was worth. This is only one of a number of instances, which illustrates the untrustworthiness of certain members who are almost always found in syndicates and combines, and who enter into agreements with the intention of evading them, in order to serve their own turn, to the disadvantage of the majority who adhere to their promises. As soon as the growers discovered the treachery of the dealers, the former at once offered their hops direct to dealers and brewers in this city at 2c. to 3c. per lb. below the combine prices, and have managed to dispose of them at from 19c. to 20c., a few really fancy parcels having brought 21c. and 22c., but dealers are offered very fine samples of western hops at 20c.

DRIED FRUITS.

The chief feature of the week has been the very distinct improvement which has taken place in the demand for Sultanas, which has resulted in a large business, at hardening prices, says London Produce Markets' Review, of Jan. 21. For some time past this fruit has appeared to be under a cloud, and the business has not been of an altogether satisfactory nature since the high rates which prevailed during the season of 1890. For several weeks quotations then ranged from 72s. to 90s., according to quality, a state of matters which it is not difficult to imagine, had a serious effect upon consumption, both for household and for manufacturing purposes. The housewife practically ceased the use of fruit which appeared to be so absurdly dear, and the manufacturer naturally turned to currants as a substitute in the making of cakes. The more recent run of events has proved that when the consumption is upset and unhinged in this way, it requires a period of low prices to restore the fruit to the position it previously held, and it would appear that the stage has been reached when the moderate quotations of the recent past are bringing about this much to be desired result. Fair quality fruit can be retailed with a moderate profit at 3d., and really good quality with a still more satisfactory profit at 4d. per lb.; and it cannot be too frequently pointed out that the grocers may do much to assist the trade, if they will keep these facts prominently before consumers. It would not be consistent to expect them to adopt this plan unless it was clear to them that they were benefiting themselves as well as the trade generally, but now that good profits can be obtained at what appears to consumers a low price, it is clear that benefit must accrue to all concerned.

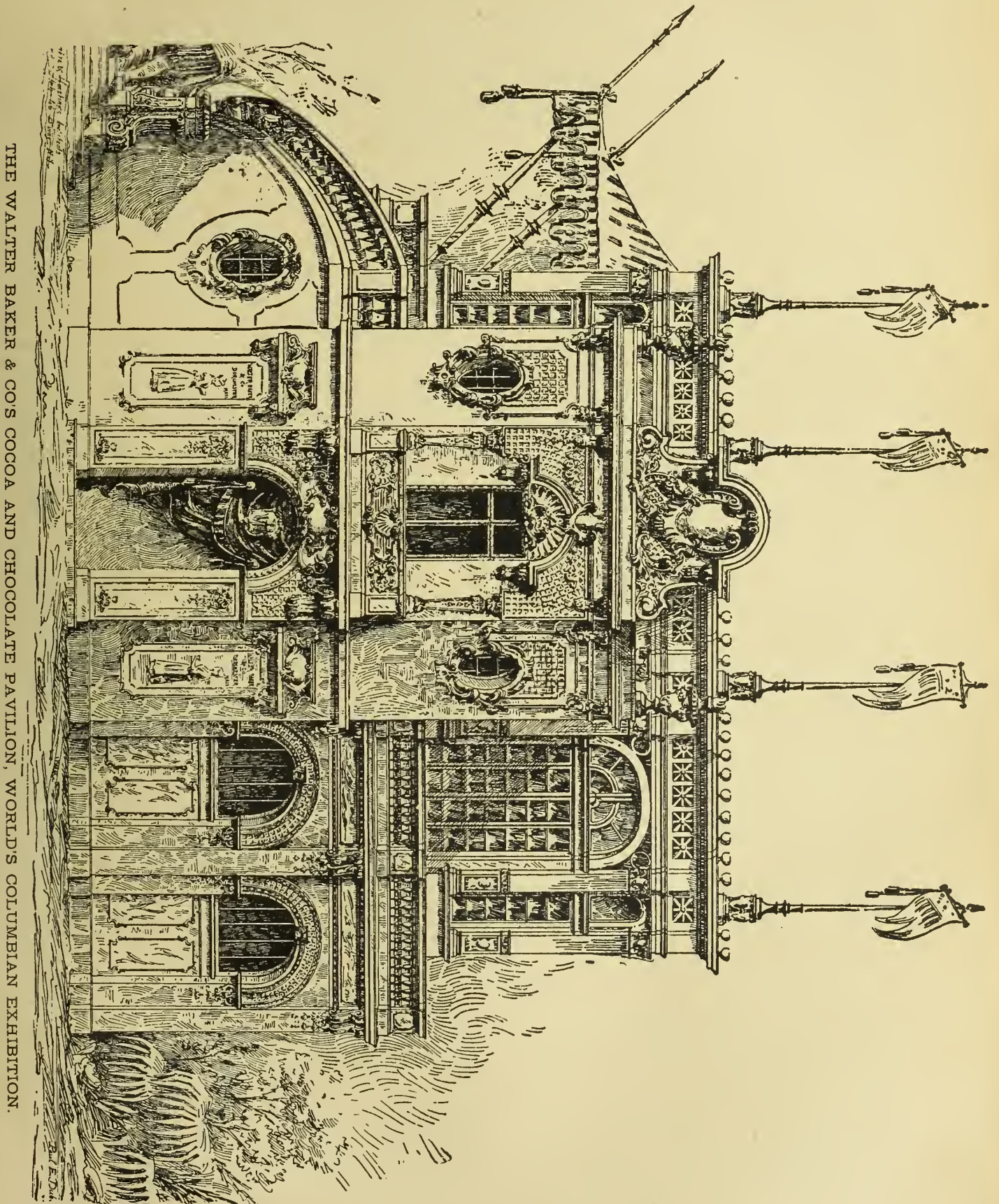
The market for currants is quiet, and prices are slightly easier for the common qualities. The statistical position is considered a strong one, and unless there should be any breakdown in the French demand, it seems unlikely that a decline in values can take place. Merchants in Greece are sanguine that there will be some improvement later on, and hold to their fruit with unusual firmness. The stock in that country is much smaller than last year, and whether the hoped for improvement takes place or not, it is tolerably clear that the low prices last spring and summer are not likely to recur. The following is a report from one of the largest currant merchants, and is dated Patras, Jan. 10. In attempting to gauge the feeling of the Patras market, it is only fair to admit that reports from some other merchants are of a more optimistic nature:

"Our last report was under date of 10th ultimo. Very little business has been transacted during the past month owing to various causes, such as tempestuous

and rainy weather, which has prevailed without intermission during the last 20 days, and has prevented all shipments on the coast; the Christmas and New Year holy days, and lastly the high pretensions of holders of currants, who, encouraged by the news from France, where a fair demand has sprung up, are asking prices which render business very difficult for the present. As will be seen from note at foot, total shipments to date amount to over 91,000 tons; about 2,000 tons are in course of shipment, so that only 26,000 tons of currants remain on this side, against about 40,000 tons at the same date last year, and it must be borne in mind that of these not more than 20,000 will be available for shipment during the next five months, as many holders and speculators are determined to keep back a portion of their stocks until the early summer months, against a recurrence of the 'Peronosporos,' which caused such extensive damage to the vineyards last year, cutting off fully 40,000 tons of currants, and which the late copious rainfall has rendered more of a probability than a possibility. Unfortunately it has been observed in other countries that this malady rarely dies out in one year, especially when the means and appliances for combating it are as limited as they are with us. Transactions during the month have been carried out on the basis of 15s. 6d. to 16s. 6d. c.i.f. cases United Kingdom for good Provincials and Pyrgos according to quality; 15s. 6d. to 16s. c.i.f. barrels New York for American staple, and 17s. to 18s. c.i.f. for finer qualities. With France a fair amount of business has been combined at 34f. to 34.50f. c.i.f. for Rouen, Bordeaux and Marseilles. A better demand now prevails in all markets of consumption, nothing having been obtainable to-day at under 16s. 6d. c.i.f. United Kingdom, for good average Provincials in cases, 16s. c.i.f. American staple in barrels, and 35.50f. c.i.f. Rouen for French staple. C.i.f. quotations would have been much higher had it not been for the late sudden rise in the exchange. To-day there are not many sellers at above rates, the tendency being for a further rise, as the demand from France is improving daily.

LIABILITY OF DIRECTORS.

Judge Mathieu has rendered judgment in the superior court dismissing the action with costs taken by J. C. Mullen against William Owens and Alexander Ramsay. The defendants were charged with having mismanaged the affairs of the McLaren Manufacturing Company, and the judge decided against the pretension of the plaintiff, holding that the defendants had done everything in their power to make the company a success, and that the plaintiff had no right to recover from them the amount of his stock.



THE WALTER BAKER & CO'S COCOA AND CHOCOLATE PAVILION, WORLD'S COLUMBIAN EXHIBITION.

CO-OPERATIVE BUYING AMONG RETAILERS.

From a New York contemporary we learn that the Retail grocers of New York City do not take kindly to the limited system of selling goods adopted by so many manufacturers. They feel that the arrangements entered into between the jobbers and manufacturers discriminate against the retailer who is compelled to foot the bill for the profits of the other two concerns. It seems that the jobbers have endeavored to get manufacturers to refuse to sell to large retail grocers, even when the latter purchase goods to the amount specified by the manufacturers as being entitled to a certain discount or rebate. Many of the manufacturers arrange their discounts on a sliding scale beginning with a certain minimum purchase, and increasing the discounts as the purchase becomes larger. A number of the retailers of New York City have formed a union which they call the Retail Grocers' Exchange, which does the buying for the whole number. In this way they can go to the manufacturer and buy in as large quantities as can a jobber, and they want to get the same discounts and rebates. This naturally cuts into the trade of the jobber who does what he can to hinder such transactions.

In addition to this Retail Grocers' Exchange there is a regular grocers' union in New York City, the members of which also are against the limited system of selling goods. It is said that the union is going to fight against the system with all its power, which is considerable as manifested in the warfare which they waged against charging for berry crates, and also for the system of selling vegetables by weight instead of measure. The union expects to make itself felt in a legislative way, and will ask for the enforcement of laws against trusts and combines.

NO MORE WASTE TOBACCO.

Three Frenchmen who claim to be briar pipe manufacturers, and say they have London premises at High street, Stratford, E., have taken out a patent for a pipe which they contend will keep the tobacco dry until it is consumed. The stem is fitted with a perforated screwed chimney which communicates through a small duct with a channel in the mouthpiece. The chimney is fitted internally with a small ball which serves to close the communication with the mouthpiece. Inside the stem, too, there is a small tubular chamber perforated at both ends, and containing a second ball, which, when the smoke is drawn through the pipe, is shifted by the force of the aspiration sufficiently to allow free passage to the smoke, while the ball contained in the chimney is, by such aspiration, caused to hermetically close the latter. On

blowing through the pipe, the action is reversed, the ball contained in the tubular chimney closing the front aperture, while the ball in the chimney is released from the mouth of the duct communicating with the channel in the mouthpiece, thus allowing the moisture from the mouth to escape through the chimney. By this double action, the patentees claim that the object of their invention is easily and perfectly attained, as the tobacco is protected from the moisture of the mouth and so kept dry until consumed.—London Cigar and Tobacco World.

HOW TO REACH SUCCESS.

Why do some men succeed in business and some fail? queries San Francisco Grocer. There are many things that go to make success or failure. We will dismiss the discussion of lack of capital or of experience, without which no man should go into any sort of enterprise, and suppose that a man has learned the primary details of his business, and has a fair amount of capital to start in with. We will also suppose that he has found a suitable field for his operations. How shall he succeed? We will at this time lay down one rule: He must attend to his own business. A beginner had better always set out at a moderate pace—not get too far from shore at first. He must then give personal attention to every detail of his business. He must be very careful that he knows what is paid for everything that comes into his store; that he has not paid for it more than the fair market price, and that his competitor is not able to undersell him. He must know that every bill of goods sold is to bring a fair margin of profit into his till, and he must pay special attention to the matter of giving credit. Where a bad debt is made, first cost, cost of handling and profit, all go, and set a man far back on his road toward success. It takes many good sales to make up for the one bad one.

Retail merchants too often do not pay sufficient attention to small details. The wholesaler makes his profits in large transactions, where the margin of profit is so small that the slightest mistake may put the balance on the wrong side of the ledger. The retailer makes such small sales that he will run behind unless he carefully figures in freight, drayage, rent, help, interest and risks as part of what he adds to the price paid the wholesaler. He must also be careful that he gets full weight for his money. The jobber sells by the package and need not be watchful of these matters, but the retailer has to break bulk, and if the package weighs fifty pounds, with a tare of ten pounds allowed, while there are only thirty-five pounds net weight of goods, the retailer will make nothing on that. He must see that he gets the fair weight, and then see that he does not give more than fair weight. A cracker here, or a

handful of coffee there may seem to make no difference, but in a year the loss means all the difference between success and failure.

The merchant who does not give personal and unremitting attention to all these details, will not succeed.

DRYING CODFISH.

Instead of the old fashioned way of drying codfish by spreading them on skids or flakes, machinery is now employed. Through the centre of a fixed iron cylinder runs a large iron pipe, and from the centre to the circumference shell are galvanized iron flakes, something like a gridiron. These are movable, and are fixed, each forming a radius in the cylinder. The machine is then started, and flies around at 160 revolutions a minute. The door of the cylinder is then opened, and as each flake is taken out another is ready, and raw fish are put in its place. When the last flake has been removed and the last green one put in its place, the machine starts again at 160 revolutions a minute. The fish just taken out are piled for two or three days to let the pickle work out. These receive two hours more of centrifugal force, and the work is done. Like many of the rapid modern processes, this new method of drying codfish impairs the flavor of the product as compared to the original and more tardy way of curing in the sun.

HOW COD LIVER OIL IS MADE.

The process of manufacturing cod liver oil at Portugal Cove, Newfoundland, is as follows: It requires as a rule 2 1-2 gallons of liver to produce a gallon of oil. The livers are first carefully washed, and must then be "cooked" at once. For this process they are first put into a large tin boiler, which is plunged into a large iron boiler filled with hot water, the water not being allowed to touch the livers, which are thus gently steamed till a quantity of oil is floating on the surface. This is dipped out and filtered through bags of moleskin. The last filtration leaves the oil perfectly transparent, and without any unpleasant taste or smell. The oil is exported in 60 gallon casks.—Ex.

THE ORANGE CROP.

The statements that the orange crop will be short this year are not well founded, according to the opinion of dealers, says N.Y. Retail Grocers' Advocate. Last year's Florida crop of oranges aggregated 4,000,000 boxes, while California shipped 600,000 boxes. This season the probabilities are that Florida will ship between 3,000,000 and 3,500,000 boxes, but the California output will be swelled to 1,000,000 boxes, and may be 1,500,000; so there is no scarcity, and it can be said that the quality of the Florida fruit is as fine as it has ever been.

JUST ARRIVED - -

Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

DAVIDSON & HAY,

36 Yonge St., TORONTO.



...  **HIGHLAND** ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
...  **EVAPORATED**
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

.. PREPARED BY ..

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

ARE THE FINEST QUALITY AND GUARANTEED PURE.



BATTY AND CO'S

PICKLES . . .
SAUCES . . .
MARMALADES

JAMS
and—
JELLIES

A TRIAL ORDER WILL SATISFY THE BUYER
THAT BATTY'S ARE THE BEST.



123 and 125 FINSBURY PAVEMENT,
LONDON, ENGLAND.

WRIGHT & COPP, DOMINION AGENTS, TORONTO.

THE EAST INDIAN JUTE TRADE.

Calcutta advices report the proceedings at a recent meeting of the Calcutta Baled Jute Association. The attention of the numerous shippers present was drawn to a proposal emanating from native balers to the effect that shippers, brokers and balers should undertake not to buy or sell jute for delivery more than two months beyond the date of sales. Also that transactions in new crop jute should not begin earlier than July 1 of each year. These proposals, which are based on the regulations of the old Balers' Association, were favorably received, and another meeting was called to discuss them. The jute season of 1892-3, it is added, will long be remembered for the severe losses suffered by all engaged in the trade, but the lesson seems to have been a beneficial one, to judge by the prosecution of remedial measures.

SPRECKELS IN IT.

Facts have leaked out which show clearly that the intrigues which resulted in the overthrow of the Hawaiian Government has been going on for several months, and that Claus Spreckles was a chief mover. A man of affairs, who is intimately acquainted with Hawaiian matters, said to a contemporary:

"Spreckles made the islands the greatest sugar producing district in the world, and he has always felt a proprietary interest in them. Twelve years ago, when he was in the height of his power, he dictated what he wanted, and Kalakaua obeyed.

"When the new queen came into power Spreckles at once began his old devices to secure control of her, as he had controlled Kalakaua. Spreckles made the queen advances of money until she is \$152,000 in his debt.

"When the McKinley bill removed the bonus of two cents per pound on Hawaiian sugar all the profit was swept away. It costs now about \$15 more to produce a ton of sugar in Hawaii than it can be sold for.

"Spreckles is the heaviest stockholder in the Hawaiian Commercial Co., which controls practically all the sugar produced on the islands. The company lost over \$300,000 last year. The stock fell in a few months from \$60 down to \$1 per share. Nine-tenths of the stock was sold for assessments, and was absorbed by Spreckles.

"Now here comes the milk in the cocoa-nut of the revolution. If the United States can be induced to annex the islands, this Hawaiian Commercial Co. will jump from 10 cents to \$15 a share within a week, and every sugar planter on the islands will see an immediate increase of 50 per cent. in the value of his cane fields and sugar mills.

"The moment annexation goes into effect Hawaii becomes a vital part of this

country, and every pound of sugar produced on the islands receives two cents bounty. This amounts to the fat sum of \$40 per ton, and represents a good profit to the planters."

U. S. HOP CROP.

The New York Homestead publishes a complete report of the United States hop crop, based upon special reports from 3,678 plantations in the whole country, of which 2,494 yards are in the State of New York. The aggregate results show an increase of rather less than 3,000 acres in the 1892 area, as compared with 1891, and an increased yield for the whole country of 2,620 bales. California shows a heavier crop last year than in 1891, the average yield being 8 1-4 bales per acre, as compared with 6 3-4 bales the year before. The Washington crop has decreased, and in New York State, while the total number of bales was larger than in 1891, their weight was lighter, thus reducing the average yield in New York State by about nine pounds actual weight per acre. The Wisconsin crop of 1891 was a total failure, but last year that state harvested 4,877 bales. The total 1892 crop of the country is given at 217,942 bales, as compared with 215,327 bales in 1891.

INTERESTING LABOR STATISTICS.

Mr. Robert Giffen, C. B., the eminent statistician, has given some interesting testimony before the English labor commission. He estimates that during the years 1890 and 1891, a sum of £2,592,000 was lost to the wage-earners of the country by strikes, without reckoning the loss caused by diversion of trade into new channels. His statements on the subject of trades unionism are rather surprising. He says that there are in England some 13,000,000 workpeople—by which expression he apparently means artisans of one kind and another—and 7,000,000 adult male laborers, while "the fullest report of trade unions shows a membership of 871,000 only." According to this not one worker in twenty is a unionist. As for profit-sharing, Mr. Griffin "would not discourage it" but declines to regard the system as the admirable device it is often represented, because "there is always in every trade a portion of capital earning small profit or no profit, and the employers owning that capital must and do give the same remuneration as other employers. Hours of labor, he thinks, have a tendency to diminish, and something very nearly approaching to an eight-hour day will come, he believes, of itself, but reduction of production will mean "reduction of wages of those producing." With regard to alien immigration, he pointed out that England has an enormous interest in emigration, and "anything she did"—with reference to the prohibition of immigrants—"might be turned against itself."

BAKER & CO. AT THE WORLD'S FAIR.

One of the features at the coming World's Fair will be the building erected for the special use of Walter Baker & Co., of Dorchester, Mass., chocolate manufacturers. It is in style of architecture different from anything on the grounds and will in all likelihood attract general attention. Two main entrances through arched vestibules lead from the ground floor into a large hall to be used as a cafe, in which Breakfast Cocoa will be served by young ladies dressed in the costume of Liotard's "La Belle Chocolatiere." Small tables and chairs will be provided for the convenience of guests. Hot and cold chocolate soda will also be served from counters in this room. The great variety of cocoa and chocolate preparations manufactured by Walter Baker & Co. will be exhibited in show cases made especially for the purpose.

A broad and monumental flight of stairs, forming one of the principal motifs of the composition, will lead to the second storey, part of which will be enclosed, forming another cafe, which will be served through dumb waiters from the downstairs department, and part of which is arranged in terraces, covered with awnings, to be used in connection with the cafe. The cocoa and chocolate manufacturing establishment of Walter Baker & Co., at Dorchester, Mass., is not only the oldest, but the largest of its kind on this continent. The mills belonging to this house are situated on the Neponset River, partly in the Dorchester district of Boston and partly in the town of Milton. The plant comprises five large mills—having a floor space of about 315,000 square feet, over seven acres—equipped with all the latest and most improved machinery.

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

SEEDS - Everything for the Farm and Garden

Red Alsike, White Lucerne and other Clovers, Timothy Seed, Grasses, Flax Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application, Country Merchants having anything in our line to sell, will please send samples and advices. Correspondence Solicited.

THE STEEL, BRIGGS, MARCON SEED CO., LTD. TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

GOOD BUSINESS CHANCE—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.



CHAS. WILSON

Manufacturer of

PRIZE MEDAL

Ginger Ale

TRADE MARK (Registered)

—AND—

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 3004. 519 Sherbourne St. TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care 15-93 B., this office.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils, Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST, - - - TORONTO.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

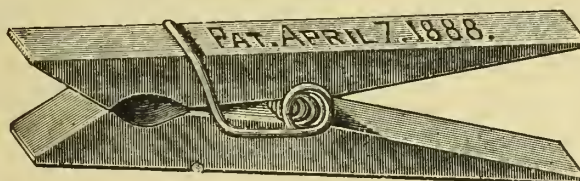
HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

**Dominion Clothes Pin**

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"

"Perfection."

"Lemon Jelly Marmalade,"

} Made from Seville Oranges.

"Messina Lemons."

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Peerless Washing Compound

FOR EASY WASHING
HAS NO EQUAL!

**Saves Time!
Saves Labor!**

Is Guaranteed not to injure the Finest Fabrics.

Write us for Samples or see our Travellers.

PURE GOLD MFG. CO., 31 and 33 Front St., East, Toronto

GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - -

KOFF NO MORE. WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

TORONTO.

BUSINESS CHANGES.

SALES MADE OR PENDING.

The general stock of D. A. McLean, of McIntyre, is to be sold Feb. 17.

Barrous Bros, general merchants, Olinda, have been succeeded by — Squires.

Balemam & Rowe, grocers, Belleville, have dissolved, Charles Rowe continuing.

W. S. Heffernon & Co., general merchants, Emerson, are removing to Winnipeg.

The tobacco stock of Simeon Simonson of Quebec has been sold at 71 cents on the dollar.

Bowes & McWilliams, wholesale fruits, Montreal, have dissolved, the former continuing.

The boot and shoe stock of D. F. Armstrong, Kingston, is to be sold by auction 21st inst.

W. A. Bradshaw & Co., soap manufacturers of this city, have dissolved. W. Bradshaw continues.

John Tisdale, grocer, Omemee, has sold out his tinware stock to W. J. McGill and is going out of business.

The firm name of S. Reynolds & Co, general merchants of Algoma mills, has been changed to Reynold Bros. & Co.

Thorburn Sons, limited, general store, Broadview, Man., are succeeding A.G. Thornburn and are applying for incorporation.

Emeric F Lariviere and Philias Lariviere have been registered proprietors of the grocery firm of Lariviere & Co., Montreal.

Slawson & Co., dairy supplies and cheese, Ingersoll, have sold out to C. W. Riley, who will continue the business under the old firms name.

Charles, William and Arthur Robert Osborne have been registered proprietors of the wholesale wine firm of John Osborne Son & Co. of Montreal.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Jackson & Co, groceries, crockery, etc, Whitby, have obtained an extension.

General store-keeping has evidently not proved profitable to J. W. Tausley of Sevcaburg, Ont, for he has assigned.

J. C. Honey, general store, Castleton, has assigned to John A. Vandervort and a meeting of creditors is called for Saturday.

J. A. McCauley, general merchant, Portage la Prairie, has assigned. W. Walley of Saltcoats, Man., in a similar line of business has done likewise.

Drabek & Co., cigar manufacturers, Colborne street, this city have been unable to make both financial ends meet, and have assigned to E. R. C. Clarkson.

John McCanmear, butcher, Kingston, is offering to compromise at 25c. on the dollar. Michael Sullivan of Port Arthur, another knight of the knife and cleaver, has assigned to John Fisher.

Thirteen cents on the dollar is small indeed to ask your creditors to accept in lieu of the stipulated one hundred, but this is all however that Lenour & Frere, boot and shoe dealers of Montreal are offering their creditors.

FIRES.

Christopher Cook, general merchant, McGregor, has been burned out; partially insured.

The seed and produce stock of John M. Bothwell, grocer Barrie, has been damaged by water; partially insured.

DEATHS.

Warren Doane, general store and shipbuilder, Barrington, Nova Scotia.

CALIFORNIA OLIVES.

The New York Sun thus talks about the California olive: We will tell the California olive growers that they can find a profitable market for their product in this part of the country, if they will send us good pickled olives, a relishable article of agreeable flavor and wholesome, as well approved as those that were once raised at the Catholic missions in Southern California. We have heard of California olives that are harsh, gross-grained, badly-pickled, hard of digestion, and uninviting. Such olives cannot be marketed here, even if they are cheap. We are particular about our olives, and we know good ones at sight and through smell as well as by taste. There is no deceiving the proficient olive eater. The olive is a superior dainty, over which a man of taste can dote.

The California olive growers have sent word here that they are about to ship

a hundred barrels of pickled olives from San Diego to the New York market, and they say that they are the kind of olives which were grown at San Diego two centuries ago by the Spanish priests. Well, we wait for them. We shall look at them when they are here, and we may try them if they suit the eye. If they are tip-top we can promise the San Diego growers that there will be a big demand for them here, a steady demand. If they are first-rate, we believe New York City alone will take all of ten thousand barrels of them every year. They must not be too dear for common folks, or for our Italian, Spanish, German, French and Israelitish fellow citizens. The Israelites of ancient times were great olive raisers, and Moses himself said: "Thou shalt have olive trees throughout all thy coasts."

A great many of the California fruit raisers complain of the disfavor with which their fruits, including oranges, grapes, apricots and peaches are received in New York. The reason of this disfavor is that, along with some pretty good fruits, they send us more that are poor. They can secure our favor by taking the pains to do so; and we can assure them that, when they have secured it, they will all grow rich. We consume prodigious quantities of fruit in New York, and we would rather buy that which is home grown than that imported from foreign shores.

A WORD TO FRUIT GROWERS.

The present season may be both a busy and important one to the owners of orchards, who in the past have seen their fruit trees, especially those of the plum variety, slowly destroyed by the disease known as black-knot. This troublesome growth is easily seen in winter, when the leaves have been well shaken off the tree. The wise arboriculturist will now occupy himself for a few hours in his orchard and will carefully cut out the knots wherever they have appeared. The little work of excision will amply repay him, as the knots now neglected will ruin his crop for the coming season. He will also find to his interest to top-dress the soil round his fruit trees, and in the very earliest spring he will carefully prune and thin out the branches of his too-crowded trees. —Critic.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

Are You .. Selling It?



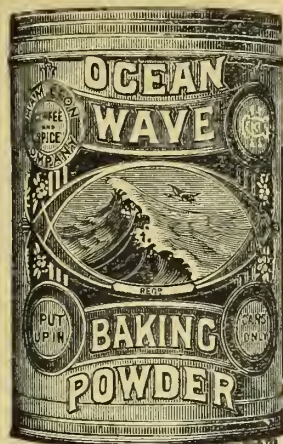
Sold only in Cans by the Live
Wholesale and Retail

Trade

and Manufactured by

**THE HAMILTON SPICE
AND COFFEE CO. . . .**

HAMILTON, ONT.



THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue.
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

COFFEE

HAVE YOU the puffs of smoke issuing from
NOTICED their store front all day? What
do you think that smoke comes from? Why—a
fire! That fire runs their coffee roaster. A new
thing for a retail grocer. The latest kink! It
means not only the best coffee but always fresh
roasted.

67 Pearl Street, New York

THE HUNGERFORD CO.

MACHINERY

SPICE

AND



Brantford Starches

REVISED PRICE LIST

Subject to Change Without Notice.

LAUNDRY STARCHES.

FIRST QUALITY WHITE LAUNDRY

3 lbs. Cartoons, Boxes, 36 lbs, 4 cts.

" Brls., 175 " 3 3/4 "

" Kegs, 100 " 3 3/4 "

CANADA

LAUNDRY, Boxes, 40 " 3 3/4 "

BRANTFORD GLOSS:

1 lb. Fancy Boxes, Cases, 36 " 5 1/4 "

LILY WHITE GLOSS:

1 lb. Fancy Cartoons, Cases, 36 " 5 1/4 "

6 lb. Draw lid Boxes, 8 in

Crate, - - - - - 48 " 5 1/4 "

BRANTFORD COLD WATER

RICE STARCH:

1 lb. Fancy Boxes, Cases, 28 " 8 "

CULINARY STARCH.

No. 1 PURE Prepared Corn:

1 lb. Packages, Boxes, 40 lbs. 6 "

CHALLENGE Prepared Corn:

1 lb. Packages, Boxes, 40 " 5 1/4 "

Ten-Box Lots, assorted, Delivered at any Railway Station
in Ontario or Quebec.

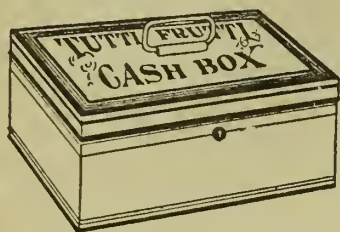
DISCOUNT OF 2 1/2% ALLOWED ON 40 BOXES
OR MORE.

TERMS--30 DAYS NETT.

**BRITISH AMERICAN
STARCH CO.,
LIMITED,**

Brantford, Ontario.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.



USE **SPANISH BLACKING**
THE KING OF BLACKINGS

THE F. F. DALLEY CO. OF HAMILTON, L^{TD}.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



**MELTONIAN
BLACKING**
(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



**MELTONIAN
CREAM**
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



**ROYAL
LUTETIAN
CREAM**
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



**NONPAREIL
DE GUICHE**
Parisian Polish
For Varnishing Dress Boots and Shoes more elastic and easier to use than any other

OUR TRAVELLERS

Are now on the road with an elegant line of Biscuits and Confectionery.

We are this year introducing many specialties. Ask to see them, or write direct to the house for samples.

Wm. Paterson & Son
BRANTFORD.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.

Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c.
Won't Wear the Blades like others.

6d. and 1s. Tins.
NIXEY'S
"INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - MONTREAL.

SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices Current Continued—
CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
" gallons.....	2 00	2 00
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2's.....	0 90	1 00
Corn, 2's.....	0 85	1 00
" Epicure.....	1 15	
" Special Brands.....	1 30	1 60
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 85	1 00
" Sifted select.....	1 15	
Pears, Bartlett, 2's.....	1 75	2 00
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 75	
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pia, 3's.....	2 00	2 25
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard.....	1 75	1 65
" Dauson Blue.....	1 50	1 90
Pumpkins, 3's.....	0 85	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	2 00	2 40
Strawberries, choice 2's.....	2 00	2 40
Succotash, 2's.....	1 65	
Tomatoes, 3's.....	0 85	1 00
" Thistle's Finnan haddies.....	1 50	
Lobster, Clover Leaf.....	2 40	2 50
" Crown flat.....	2 40	2 50
" tall.....	1 90	2 00
" Other brands.....	1 80	2 10
Mackerel.....	1 00	1 10
Salmon, talls.....	1 45	1 60
" flats.....	1 70	
Sardines Albert, 1/2's tins.....	12 1/2	
" 1/2's.....	20	
" Martiny, 1/2's.....	10 10 1/2	
" 1/2's.....	16 17	
" Other brands, 9 1/2.....	11 16 17	
" P & C, 1/2's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/2's.....	6 1/2	8
" 1/2's.....	9 11	

CANNED MEATS.

	(CANADIAN)	
Comp. Corn Beef 1 lb cans	\$1 60	\$1 75
" 2.....	2 65	2 80
" 4.....	4 80	5 00
" 6.....	8 00	8 25
" 14.....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2.....	2 60	2 75
" 4.....	4 75	
Par Ox Tongue, 2 1/2.....	\$8 00	8 25
Ox Tongue.....	7 85	8 00
Lutch Tongue.....	1 2	1 25
" 2.....	6 00	6 25
" 4.....	2 75	2 80
English Brawn.....	2 50	
Camb. Sausage.....	4 00	
Soups, assorted.....	1 35	
" 2.....	2 25	
Soups & Bouilli.....	1 80	
" 6.....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50	
Ham, Chicken and Tongue, 1/2 lb cans.....	1 75	

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets 0 75	
Orange Blossom.....	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230.....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115.....	0 75
Oolah, 115.....	0 75
Fuzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150.....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	6 00
Sign Box (new).....	
Tutti Frutti cash box 800.....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100.....	0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell, 150.....	1 00
Cracker, 144.....	1 00
O-Don't-O, 144.....	1 00
Little Jap, 100.....	0 70
Dude Prize, 144.....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/2's.....	6 and 12 lbs. 0 30
Caraccas, 1/2's.....	6 and 12 lbs. 0 35
Premium, 1/2's.....	6 and 12 lbs. 0 30
Sante, 1/2's.....	6 and 12 lbs. 0 26
Diamond, 1/2's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 09
Cocoa, Homoeopathic, 1/2's, 8 & 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18.....	22
" Rock.....	30
" Bulk, in bxs.....	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENDSOP'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.....	\$2 40
1 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—		per lb
Carracas, 1/2's, 6 lb. boxes.....		0 40
Vanilla, 1/2's.....		0 40
"Gold Medal" Sweet, 6 lb bxs.....		0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....		0 40
"Fry's" Diamond 1/2's, 6 lb bxs.....		0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.....		0 26

Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box.....	2 40
" 1/2's.....	4 50
" 1 lb. ".....	8 75
Homoeopathic, 1/2's, 14 lb boxes.....	9 34
" 1/2 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & Co.'s

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb
Mott's Prepared Cocoa.....	\$0 30
Mott's Homoeopathic Cocoa (1/2's).....	28
Mott's Breakfast Cocoa.....	32
Mott's Breakf. Cocoa (in tins).....	35
Mott's No. 1 Chocolate.....	40
Mott's Breakfast Chocolate.....	30
Mott's Caracas Chocolate.....	28
Mott's Diamond Chocolate.....	40
Mott's French-Can Chocolate.....	22
Mott's Navy or Cooking Choc.....	20
Mott's Cocoa Nibs.....	26
Mott's Cocoa Shells.....	30
Mott's Vanilla Chocolate stick 22 & 24.....	5
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors.....	21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/2, 1/2 in 10 lb bxs.....	30
Queen a Dessert, ".....	40
Vanilla, ".....	32
Sweet Caraccas.....	35
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caraccas (plain) 1/2, 1/2 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caraccas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	36
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb, in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb, in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb, in cases, 24 bxs 6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb. Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	50

Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45

MENIER FABRICANT DE CHOCOLAT.
Paris et Noisiel.

Per 12 lb. Per 12 lb.		
case lot.	box.	per lb.
Yellow wrapper.....	\$0 34	\$0 36
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42

Fancy Chocolates.

Fingers—		
40 in a box.....	per box	\$0 36 \$0 40
20 ".....		
Croquettes—		
Yellow wrap.....	"	2 70 3 00
Pink.....	"	3 75 4 20
Green.....	"	

Croquettes are packed 12 1/2 lb. packages in a box, and 8 boxes in a case.

Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	"
Green.....	"

Each case contains 54 1 lb packages or 108 1/2 lb packages.

"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 " ".....	1 25
" 4 " cotton bags.....	0 90

COFFEE.

GREEN		o. per lb
Mocha.....		28, 33
Old Government Java.....		25, 35
Rio.....		20 22
Plantation Ceylon.....		29, 31
Porto Rico.....		24, 28
Guatemala.....		24, 26
Jamaica.....		22, 23
Maracaibo.....		24, 26
TODHUNTER, MITCHELL & CO.'S		
Excelsior Blend.....		34
Our Own.....		32
Jersey.....		30
Laguayra.....		28
Mocha and Java.....		35
Old Government Java.....		30 32 36
Arabian Mocha.....		35
Maracaibo.....		30
Santos.....		27 28

Jelly Wafers = Erie Biscuits =

Toronto Biscuit and Confectionery Co.

7 Front Street East

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	30
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20 39
Say's Parisien, in ¼ and lb tins	30

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03½	
Borax	0 12	0 14	
Camphor	0 65	0 75	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07½	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 01½	0 02	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
" boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb.	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 60	6 00	
Insect Powder	0 30	0 35	
Salpetre	0 08½	0 09	
Soda Bicarb, per keg	2 50	2 75	
Sal Soda	1 00	1 25	
Madder	0 12½	....	

DURABLE PAIRS AND TUBS

WM. OANE & SONS, MANUFACTURING CO

NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1, 1½ oz.	1 25
" " " " 2, 2 oz.	1 76
" " " " 3, 3 oz.	2 00

(SEELY'S FLAVORING) per doz

Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	per doz	\$2 75	\$3 00
" No. 2, 4 oz tins	4 50	5 00	
" No. 3, 8 oz tins	8 00	8 75	
" No. 4, 1 lb tins	12 60	14 25	
" No. 5, 2 lb tins	25 00	27 06	

FRUITS.

FOREIGN.

Currents, Provincial, bbls.	5½
" " " " " "	6
" Filiatras, bbls.	5½
" " " " " "	6 6½

Currents, Patras, bbls	5½
" " " " " "	6
" " " " " "	7 7
" " " " " "	7½ 9
" " " " " "	8½ 10
" 5-crown Excelsior (cases)	8 8½
" " " " " "	8½ 8½
" " " " " "	5 6½
Dates, Persian, boxes	11 11½
Figs, Eleme, 14oz., per box	11 12
" 10 lb boxes	11 12
" 30 lb bxs. 7 crown	15 16
Prunes, Bosnia, casks	4½ 5½
" " " " " "	8½ 8½
" " " " " "	8½ 8½
Raisins, Valencia, offstalk old	3 4½
Selected	7 7½
Layers	7½ 8½
Raisins, Sultanas	6½ 10
" Eleme	....
" Malaga	....

London layers	2 25	2 50
Loose muscatels	....	....
Imperial cabinets	4 00	4 50
Connoisseur clusters	....	4 50
Extra dessert	....	....
" qrs.	....	....
Royal clusters	....	....
Fancy Vega boxes	5 60	5 80
Black baskets	....	....
" qrs		
Blue " " "		
Fine Dehesas		
" qrs		
Lemons	3 00	3 50
Oranges, Jamaica	2 75	3 00
" " " "		4 50
" " " "	3 00	3 50
" " " "		
" " " "		

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" " " "		4 50
" " " "	3 00	3 50
" " " "		
" " " "		

Oats, No 2, per 34 lbs	34	35
Barley, No 1, per 48 lbs.	46	47
" " No 2 extra	40	41
" " No 3	36	37
Rye	52	54
Peas	58	60
Corn	00	00

HAY & STRAW.

Hay, Pressed, "on track	9 25	9 50
Straw Pressed, " "	5 50	

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto		
50 to 60 dy basis	2 30	
40 dy	2 36	
30 dy	2 40	
20, 16 and 12 dy	2 45	
10 dy	2 50	
8 and 9 dy	2 55	
6 and 7 dy	2 70	
5 dy	2 90	
4 dy A P	2 90	
3 dy A P	3 30	
4 dy C P	2 80	
3 dy C P	3 30	

HORSE NAILS:		
"C" 60 and 5 per cent. from list.		
HORSE SHOES:		
From Toronto, per keg	3 65	

SOREWS: Wood—		
Flat head iron 7½ p.c. dis		
Round " " 7½ p.c. dis.		
Flat head brass 75 p.c. dis		
Round head brass 70 p.c.		

WINDOW GLASS: (To find out what break any required size of pane comes under, add its length and breadth to- gether. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first- break glass, i.e., not over 25 inches in the sum of its length and breadth.)		
1st break (25 in and under)	1 35	
2nd " (26 to 40 inches)	1 55	
3rd " (41 to 50 ")	3 40	
4th " (51 to 60 ")	3 70	
5th " (61 to 70 ")	4 00	

ROPE: Manila	0 11½	
Sisal	0 09½	
New Zealand	0 08½	

AXES: Per box, \$6 to \$12.		
SHOT: Canadian, dis. 12½ per cent.		
HINGES: Heavy T and strap	0 04½	05
" " Screw, hook & strap	0 03½	04½

WHITE LEAD: Pure Ass'n guarantee ground in oil.		
25 lb. irons	per lb	4 4½
No. 1	"	5
No. 2	"	4½
No. 3	"	4
TURPENTINE Selected packages, per gal	0 50	
LINSEED OIL per gal, raw	0 56½	0 57½
Boiled, per gal.	0 59½	0 60½
GLUE: Common, per lb.	0 10	0 11

INDURATED FIBRE WARE.		
1/2 pail, 6 qt.....		\$4 00
Star Standard, 12 qt	4 50	
Milk, 14 qt.....	5 50	
Round bottomed fire pail, 14 qt.	5 50	

Prices current, continued.

NUTS.		per lb
Almonds, Ivioa	13	14
" Tarragona	15	16
" Fomigetta	12	14
Almonds, Shelled Valencia	28	32
" Jordan	45	50
" Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	...	...
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.		Imp. gal
to 10 bbl lots, Toronto	0 14	\$0 15
Canadian	0 17	0 13
Carbon Safety	0 20	0 22
Canadian Water White	0 24	0 23
Amer'n Prime White	0 24	0 25
" Water White	0 27	0 00
Photogene	...	...

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		per doz
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents,		
Home Made Tomato Catsup	pts	6 00
" " "	pts	3 50
" " "	pts	2 00
Chili Sauce	pts	4 50
" " "	pts	3 25
Soups (in 3 lb cans)		
Tomato	5	50
Fancy-Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4	50
Fancy-Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4	25

LEA & PERRIN'S.		per doz
Worcester Sauce, 1/2 pts	\$3 60	\$3 75
" " pints	6 35	6 50
LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce-genuine-hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.		Per lb
DAIRY.		
Butter, creamery, tubs	\$0 22	\$0 24
" dairy, tubs, choice	0 19	0 20
" " medium	0 15	0 17
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	0 20
" store crocks	0 17	0 20
Cheese	11 1/2	0 12

COUNTRY		
Eggs, fresh, per doz	0	30
" " limed	0 21	0 23
Beans	2	40
Onions, per bbl	2	00
Potatoes, per bag	90	95
Hops, 1891 crop	0 13	0 15
" 1892 "	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.		
Bacon, long clear, p lb	10 1/2	0 11
Pork, mess, p. bbl	0 20	0 21
" short cut	21 00	22 00
Hams, smoked, per lb	0 13	0 13 1/2
" pickled	0 12	0 12
Bellies	0 13 1/2	0 14
Rolls	0 10 1/2	0 11
Backs	0 12 1/2	0 13
Lard, Canadian, per lb	0 12 1/2	0 13 1/2
Compound	0 10	0 10 1/2
Tallow, refined, per lb	0 06	0 06 1/2
" rough	...	0 02

RICE, ETC.		Per lb
Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	5 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND	Per lb.
Pepper, black, pure	\$0 12 1/2 \$0 15
" fine to superior	10 15
" white, pure	20 28
" fine to choice	20 25
Ginger, Jamaica, pure	25 27
" African	16 18
Cassia, fine to pure	18 25
Cloves	14 25
Allspice, choice to pure	12 15
Cayenne	30 35
Nutmegs	75 1 20
Mace	1 00 1 25
Mixed Spice, choice to pure	30 35
Cream of Tartar, fine to pure	25 32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.		
1st quality white, in kegs and brls	3 1/2	4
1st quality white, 3 lb. cartons	4	5 1/2
Lily White gloss, crates and cases	5 1/2	5 1/2
Brantford gloss, 1 lb.	5 1/2	5 1/2
Canada Laundry, Boxes	3 1/2	6
Pure Prepared corn	6	5 1/2
Challenge Corn	5 1/2	5 1/2

KINGSFORD'S OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	8
36-lb " 3 lb. packages	8	8 1/2
12-lb " "	8 1/2	8
38 to 45-lb boxes	8	8
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	9 1/2
40-lb " 1 lb. package	9 1/2	10
40-lb " 1/2 lb.	10	9 1/2
40-lb " assorted 1/2 and 1 lbs.	9 1/2	9 1/2
6-lb " sliding covers	9 1/2	9
38 to 45 lb boxes	9	9

Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages	8 1/2	8 1/2
20-lb " "	8 1/2	8 1/2

ST. LAWRENCE STARCH CO'S

Culinary Starches—		
St. Lawrence corn starch	7	7
Durham corn starch	6 1/2	6 1/2

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2	4 1/2
" " Bbls	4 1/2	4 1/2
" " Kegs	4 1/2	4 1/2
Canada Laundry	4	4
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	6 1/2
Ivoryine Starch in cases of 40 packages	\$3 00	\$3 00

SUGAR. c. per lb

Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	5 1/2
" " 50 lb. boxes	5 1/2	5 1/2
Extra Ground, bbls	5 1/2	5 1/2
" less than a bbl	5	5
Powdered, bbls	5 1/2	5 1/2
" less than a bbl	5 1/2	5 1/2
Extra bright refined	4 1/2	4 1/2
Bright Yellow	3 1/2	4
Medium	3 1/2	3 1/2
Brown	3 1/2	3 1/2

SALT.

Bbl salt, car lots	1 00	1 00
Coarse, car lots, F.O.B.	0 65	0 65
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 00	1 00
" small lots	1 25	1 25
Common, fine car lots	0 40	0 45
" small lots	0 95	1 00
Rock salt, per ton	12 00	12 00
Liverpool coarse	0 75	0 80

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
	bbls.	1/2 bbls
D	2 1/2	2 1/2
M	2 1/2	2 1/2
B	2 1/2	2 1/2

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

We Advertise Extensively in Newfoundland
AND IN THE PROVINCES OF
NOVA SCOTIA, NEW BRUNSWICK,
PRINCE EDWARD ISLAND,
ONTARIO, QUEBEC, MANITOBA,
and BRITISH COLUMBIA.

This should encourage the Wholesale and Retail to keep
and push the Sale of

Johnston's Fluid Beef.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

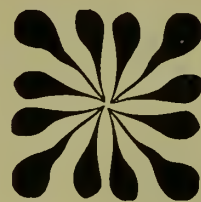
FOR THE TABLE.

"Silver Gloss" Kingsford's
(Others so-called are imitations of our brand.)
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER'S IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

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The Hilliard House

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Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

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The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,
Proprietor.

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Spray
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Fruit
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OUR LATEST LEADER IS

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of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
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GROCER -

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THE BRADSTREET COMPANY,
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THOS. C. IRVING, Superintendent.

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MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
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- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

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DURABLE PAILS AND TUBS.



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THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

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JOHN PETERS & CO.,
General Commission Merchants
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Agents for The E. B. EDDY MFG CO.,
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We are open to accept one or two more Agen-
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TORONTO SALT WORKS,
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Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Cur-
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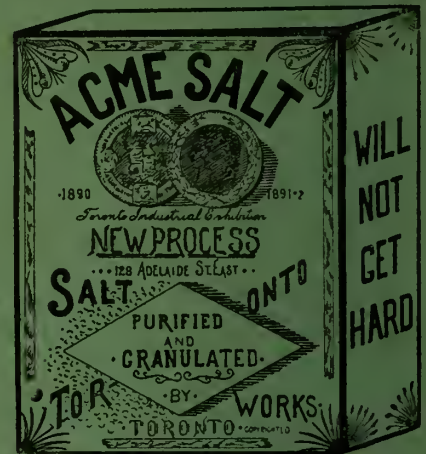
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Two Silver Medals, at Industrial Exhibition
Toronto, 1890, for our "Acme" Table Salt and
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Florida Oranges,
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Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

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Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST.
SEELY'S



Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.
Standard Goods of Am-
erica (established in
1862). Once tried, al-
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Seely Manufacturing Co.
Detroit, Mich. - Windsor, Ont.

Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
AND TIN SIGNS,
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE McCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

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JOB LOT



Is only desirable when
sold to the dealer at a
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GOOD PROFIT AT
SLAUGHTER PRICES

We have some Job Lots
of Fancy Vase Lamps of
this kind.

WRITE FOR PARTICULARS

GOWANS, KENT & Co.,
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SEELY'S



VOL. VII.

TORONTO, FEBRUARY 24, 1893.

No. 8

COLMAN'S MUSTARD.

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WHOLESALE GROCER
—FOR—
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

H. A. NELSON & SONS

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ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
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The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
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OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

PURE CONFECTIONERY,
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Manufactured by

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Unlike the Dutch Process

No Alkalies

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Other Chemicals

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W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
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A description of the chocolate
plant, and of the various cocoa
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ufactured by Walter Baker & Co.
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BEEF AND PORK PACKERS,

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Compressed Corned Beef.

Ox and Lunch Tongue.

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Delicious Mince Pies
every day in the
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Handled by retailer
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Gives general satis-
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Sells at all seasons.

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The best and cheapest
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Spices, Coffees, Extracts
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All live dealers have them.

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FRY'S CHOCOLATE

¼ lb. cakes.

6 lb. Boxes.

Each cake moulded in 10 divisions.

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The most attractive and best selling sweet chocolate in the market.
Pays a good profit.

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The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.

FOR preserving Butter, Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the - Warmest Weather.

Wanted, one Dealer in each District to sell Preservitas to Dairymen.

Consignments of Butter, Cheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

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Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

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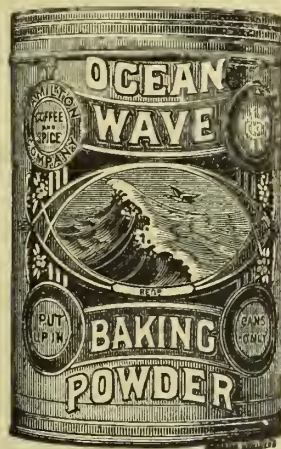
We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.



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Selling It?



Sold only in Cans by the Live
Wholesale and Retail
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**THE HAMILTON SPICE
AND COFFEE CO . . .**
HAMILTON, ONT.

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HAVE YOU the puffs of smoke issuing from
NOTICED their store front all day? What
do you think that smoke comes from? Why—a
fire! That fire runs their coffee roaster. A new
thing for a retail grocer. The latest kink! It
means not only the best coffee but always fresh
roasted.

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MACHINERY

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TO THE DEALER
 THERE IS A GREAT SAVING
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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII

TORONTO, FEBRUARY 24, 1893.

No. 8

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
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AND
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Tastes as well as the apparel of individuals seem to be subject to the law of change, although of course to a lesser degree. There is honey for instance. In times past it was a staple article of diet. Now, at least as far as this part of the country is concerned, it is seldom seen on the table, and the local jobbers and the retailers state that consumers only ask for it when it is wanted for medicinal purposes. Large stocks of honey are being held here, and, as the result of the small demand, the market is demoralized, and it does not require much of an effort to persuade the holder to shade prices when it is a question of securing an order or not. Honey is one of the most healthy of articles of food, and it is rather surprising that at a time when choice butter is scarce and dear that more of it is not consumed. Perhaps the public taste has merely been allowed to forget its cunning in regard to honey, and only needs a reminder or a little coaxing in order to be got back again. Why not try what a little judicious pushing would do?

In the United States the conditions are practically the opposite of what they are in this country regarding honey. True, the demand is not what might altogether be called active, but prices are firm, and there is said to be less honey

on the American market than at any time since 1877. The scarcity is principally through the Eastern, Western and Southern States, but San Francisco papers state that stocks out that way are light, and that there is very little to come forward until the new season opens. So far it seems that the prospects for the next crop are favorable.

In this age of adulteration it is not strange that honey should not escape getting a little foreign substance into it occasionally. There may be more than one way of adding the spurious, but one of the most common is by mixing sugar syrup. But it is not done by the hand of the beekeeper. He knows that bees, like himself, will not go a mile for food when it can be obtained near at hand, so he places the sugar syrup temptingly near the hives. The bees accomplish the rest. The matter has now been taken in hand by the Ontario Beekeepers' Association. It will endeavor to secure legislation prohibiting the practice of feeding sugar syrup to bees, and representatives of the Association were in Ottawa last week with this end in view.

Apropos of the above comes the finding of a statistician who has been investigating the industrial habits of the bee. To collect a pound of clover honey 62,000 clover blossoms need to be deprived of their nectar. To do this 62,000 blossoms must be visited by an aggregate of 3,370,000 bees; in other words, to collect his pound of honey one bee must make 3,750,000 trips from and to the hive. As bees are known to fly two or three miles in quest of blossoms, it is clear that a single pound of honey may represent millions of miles of travel. It would be interesting to know how much the honey-manufacturing properties of the bee is

increased when the raw material obtained from the sugar refinery is kept near by.

The grocer whose recommendations can be relied upon has obtained a grip on his customers that will assure his ultimate success in business. And, in order to get into a position where he can be able to do this he must not only secure his stock from a source which he can depend upon, but furthermore, he must take pains to preserve the quality of the same after it is in his store. Here is where a good many err, and when they recommend an article upon the assumption that it is all right because it was so when they placed it in stock, they occasionally afterwards learn that they were mistaken. There is the article of lard, for instance. Keep it in a cool place, and its original freshness can be depended upon for a reasonable time. Leave it where the heat from the furnace or stove can reach it, or where the rays of the sun can search it out, and it is soon all wrong. It becomes rancid, if in tin packages especially so, and where you might have gained a customer you have perhaps lost, or at all events offended one. And even this you cannot afford to do.

The man who succeeds in almost any business in this day of keen competition needs to be live, wide-awake, capable, and a close observer at least of all that has a bearing on his particular line of trade. In probably no other branch of trade are these qualifications more necessary than in the grocery business. In it the competition is keener, and the consequent demands for shrewdness, in both buying and selling, greater. In it prices fluctuate more frequently, and hence the greater need for close observation. It is little wonder then that the average grocer has so little time to devote to

public affairs, or that his appearance at council boards or in the halls of legislation are so rare. The man who has succeeded as a grocer must of necessity have been a shrewd and capable business man. No one has buttered his bread. He has had to do that himself. And it is more of this class of men that we want to manage public business, be it local, provincial, or, in a still wider sense, Dominion. It is because there has not been enough of the kind of business qualification that is bred in the grocery store in the administration of public affairs that we find so much legislation that is detrimental rather than beneficial to the business interests of the country.

* * *

Australian cheese is becoming quite a competitor for the favor of the English public, and the home producer is receiving a good deal of encouragement from some of the largest British importers. The Secretary of State of Agriculture in Victoria has received a letter from a leading Glasgow firm containing some valuable hints regarding the sorts best suited to the English and Scotch markets. The New Zealand cheeses, inasmuch as they very closely resemble the English product, are most in demand, and from figures quoted by the firm, the profits attending this branch of the trade appear to be not inconsiderable. It seems the cheeses which find chief favor in Great Britain are those of Cheddar shape and pale in color, two cheeses to the case. The impression created this season by the colonial article is likely to ensure for it higher prices in future.

* * *

It is becoming a practice in the United States for the trade to get its supply of sugar in bags, each bag containing a uniform 100 pounds. The advantage of the bag over the barrel is that it is not only handled easier, but there is less figuring by shippers, receiving clerks, etc. And time saved is money saved. It is said that lately the American Sugar Refining Company has been compelled to fill most of its orders with sugar packed in bags instead of in barrels.

* * *

A report has recently been issued in England giving the total imports of butter and margarine into Great Britain last year. Of butter, there were imported 2,

182,999 cwt, valued at £11,965,284, compared with 2,135,607 cwt. and £11,591,181 respectively in 1891. Last year the imports of margarine were 1,303,350 cwt., valued at £3,712,884, against 1,235,430 cwts., and £3,558,203 respectively in 1891. The margarine imports were therefore more than half the entire quantity of butter imported, although in value the proportion is only about one third. Margarine is rapidly growing as an article of diet in Great Britain, and a large number of factories for the production of this article are being opened up. In England there are already eleven factories, four of which are in London. Scotland has ten and Ireland two. Among the factories in England one is from Denmark and another from France, the regulations imposed by these countries regarding the manufacture of margarine have driven them across the channel. The most interesting feature in the report to Canadians is the fact that the imports of butter from the Dominion show a steady advance. The efforts to improve the make of Canadian butter is evidently having its effect. The quantity of butter received from the States was less than for the previous year, and the same applies to the imports from Denmark, Sweden and Holland. The decline in the last instance was marked, and has been steadily going on for the last three years. Germany, on the other hand, shows a steady increase. Lately, as noticed in THE GROCER, a week or so ago, Australia and New Zealand have been going more extensively into butter making. Extensive pasture lands are being opened up, creameries are being established on the Danish plan, and the result is seen in the growing consumption in England of butter from the Antipodes.

* * *

Heretofore in England the majesty of the law has not stipulated the maximum percentage of water that the butter maker shall allow to remain in his product. Now the sanitary authorities have taken the matter in hand and they are instituting proceedings throughout the kingdom where excesses are found under the operation of the Food and Drugs Act. One of the offenders caught was a Limerick farmer, whose butter was found to contain 22 1-2 per cent. of water, and he was heavily fined. There is no statutory law defining the quantity of water per-

missible in butter, but the Society of Analysts have fixed it at 15 per cent.

* * *

The annual reports of the Montreal and Toronto Boards of Trade are to hand. The former is 252 pages and the latter 137 pages. Both are well gotten up and both contain much valuable information. The feature of the report of the Toronto Board of Trade is the statistical returns relative to the trade and commerce of the city, while that of the Montreal board makes a historical sketch of its own city a specialty. An interesting feature in this connection is a series of maps of the city, beginning with the first ever produced, and finishing up with Goad's map of 1891. From a perusal of the reports one gets an idea of the important part these two boards play in the shaping of the trade and commerce of the country.

* * *

The prospect of an easy life is the incentive that drives numbers of young men into business. Adaptability is often not taken into consideration at all. Store-keeping is one of the most exacting of callings. The hours are long, and the work fatiguing, while the remuneration, in comparison with the amount of mental and physical energy spent, often less than in other callings. To crown all, the competition is keener, and the ratio of failures to successes is greater. In some of the young men on the farms realized this there would be less haste to forsake farm for store life, freedom for, at least, a mild form of slavery. Some one has estimated that the percentage of success in farming is ninety above that of merchants. This may be an extreme estimate, but one thing is certain: The young man who remains on the farm will, as a rule, be worth more when his footsteps begin to turn down the hill of life than he who goes into store-keeping. Of course, adaptability should be considered when choosing farming as well as any other occupation, and if a young man is specially fitted for mercantile life, why by all means let him follow it.

* * *

Delaware papers indicate that the peach crop in that state will be limited next season. Some go even so far as to say that it will be a total failure. One orchard of 800 trees which, under ordinary fair circumstances, would yield a crop worth at least \$1,500 will be practically worthless, all the fruit it is expected to bear this year having been sold for \$8.

LONG HOURS IN COUNTRY STORES.

A clerk in a country store writes *THE GROCER* relative to early closing. "The country stores," he says, "seem to have fallen into the custom of keeping open every evening a great deal later than is really necessary. A great many people in the country seem to do all their work at home, and then start for the store, only to find when they get there that the storekeeper or clerk, as the case may be, has just put on the shutters, or is just about to do so. Of course, as a courteous business man, without the least grumbling, the storekeeper does up a large bill of goods for the customer. Now, business men do not at all depreciate these valuable orders whenever they come, should it be early or late. But I would propose that all country stores have a stated hour for closing. That would imply that all people would do their shopping earlier, thereby giving customer, storekeeper and clerk an opportunity of keeping the body in health and the mind in ease."

The subject touched upon by our correspondent is not a new one by any means. It has been more or less agitated in this country, and at the moment it is agitating the minds of English merchants and clerks, the interest being so great that public meetings are being held to discuss the matter. But long business hours is an evil, and it will bear being threshed and re-threshed just as long as it exists. Somebody has yet to arise who will champion the cause of long hours. Even those who are the most persistent in keeping their stores open till far into the night acknowledge that it does not pay. Their reason for doing so is that others do so. This is evidence of the power of influence. And if one keeps open because another does, why not turn things around, and see if one would not close because the other did? It seems logical, but there are few that have the courage to attempt it. Those who have taken the bold step have not as a rule gone without their reward.

There is no sound reason why stores should be kept open later than 7 o'clock at the outside, even on Saturday night. The present late hour system was not born of necessity; it is the offspring of long years of habit on the part of customers. And before the desideratum of early closing can be enjoyed to its full this habit will have to be cured. The

task of doing this devolves largely upon the storekeeper himself. Clergymen may preach, speakers harangue, and newspapers write till doomsday, unless the merchant does his part. And that part is to educate his customers to the necessity of making their purchases early in the day. The public is not an exacting autocrat. It only wants to be educated to the fact that the habit into which it has fallen is burdensome to the merchant, to his clerk, and to his family, and the millennium of early closing will have arrived. The merchant who then keeps his store open till late at night will do so because he loveth slavery better than freedom or long hours better than short.

Fortunately for its advocates, the people are already in the first book on the principles of early closing. During the summer months stores here and there are closed at stated hours in the evening and others one afternoon during each week. In the country where, if anything, the necessity for long hours is less, the early closing movement seems to be making slower progress than in the cities, and larger towns. Legislative enactments will never bring about the desired state of affairs. It has been tried and failed. Neither merchant nor customer will be coerced. But either is open to persuasion and can, by the exercise of tact, be even led. What is wanted as the first step in the direction of early closing is a mutual understanding between storekeepers. This secured, the greatest obstacle in the way of early closing has been surmounted.

The period when the discussion of this topic may be said to be seasonable is approaching, and *THE GROCER* invites pointed and short letters from its readers on the subject.

INDIAN AND CEYLON TEAS.

Within the memory of almost the youngest of us China was practically a synonym for tea. But there now seems to be a danger of its losing the application.

For some years the Chinese have been neglecting to pay proper attention to the cultivation of the tea plant; not only have they been sparing in the use of fertilizers but their methods of cultivation, of curing and of transportation are about as antiquated as the tea industry itself. They are now reaping the whirlwind. But not only has there been decadence from within, but there has arisen competition from without. And the influence of the latter is probably more inimical to the tea industry of China than the other

causes combined. This particular competition has arisen in India and Ceylon. There the shrub has been domiciled, and by the aid of modern scientific methods it has so thrived as to completely outstrip its Chinese competitor. It has taken the Indian grower a good many years of perseverance and hard work to attain to his present enviable position in the market of the world. And he seems likely to hold it.

The consumption of tea in Great Britain, probably stimulated by the low price prevailing, was enormous last year, reaching the total of 207,000,000 pounds, the largest yet attained. The Indian and Ceylon teas appropriated all the increase, the former increasing from 99,000,000 pounds in 1891 to 109,000,000 pounds in 1892, and the latter from 51,000,000 pounds to 64,000,000 pounds. On the other hand the tea of China consumed on the British market fell from 52,000,000 pounds in 1891 to 34,000,000 in 1892, and that too in a year when the process of substituting the strong teas of India and Ceylon for the weak tea of China was perhaps never more actively in force. Out of every 100 pounds of tea used 53 pounds were grown in India, 31 in Ceylon and only 16 pounds in China.

On the Toronto market much the same state of affairs prevail, the Chinese "is not in it." It is now the proud boast of the British Empire that enough tea is produced within her borders to supply her wants.

MEETINGS OF BOARDS OF TRADE.

A Board of Trade has been organized at Palmerston with these officers: A. Mayor, president; E. K. Scott, vice-president; W. Falconer, secretary, and C. R. Knight, treasurer, together with a council of eight as an advisory board.

At the annual meeting of the Collingwood Board of Trade these were elected officers for the ensuing year: President, J. J. Long; vice-president, George Moberly; treasurer, E. R. Carpenter; secretary, F. W. Churchill; councillors, Chas. Cameron, H. Y. Telfer, W. A. Copeland, J. Wilson, W. J. Frame, James Guilfoyle, W. T. Toner. The president in his annual address referred to the proposition for the creation of a new county; to the necessity for improvements to the harbor, and to the desirability of lessening restrictions regarding fishing nets.

The Sherbrooke Board of Trade has elected the following officers: President, R. W. Heneker; vice-president A. W. Olivier; secretary-treasurer, H. E. MacFarlane; council, N. T. Dussault, H. Samuel, W. Blue, L. H. Guay, D. McManamay, S. W. Jenckes, W. S. Dresser, J. S. Mitchell, J. A. le Baron and W. E. Paton. On motion of G. A. le Baron, seconded by E. G. Farwell, the secretary was instructed to correspond with the McCormack Harvesting Machine Company, of Chicago, in regard to the establishment of their proposed Canadian works at Sherbrooke.

DISCUSRING BILLY CALLAHAN.

SCENE: Yonge street, corner Queen.
 Characters: Patsy Free and Mickey
 Doolan. Time, 6.30 p.m. Saturday.

"Oi say, Mickey, me bye, did ye rade the illigent letther that was in THE GROCER the other week that wuz written by your frind, Billy Callahan, on the Grocers' At Home, held in Harry Wibb's atin' house?"

"Shure, that I have, and an illigent letther it wuz. He's a witty bye, is Billy, and he knows how to write a letther as well as any bye in Toronty. But I thot the spalpeen moight of spint his toime more profitably by giving THE GROCER information that was important insted of causing an ill-feeling after such an illigent toime."

"Why, what would ye have the bye tell them, Patsy?"

"Why didn't the spalpeen wroite and tell them about the man who was going around the city selling them maple sugar as wasn't maple sugar; that red-headed nagur as said when they told him it wuz too soon for maple sugar, that they had a few days foine weather and they tapped a few trees and that was how he got the pure maple sugar so soon, and he sold them lots of it—foine deep-colored rich maple sugar roight from Oxford county, and the innocent unsuspecting honest groshers bought lots of it. But, shure there wuz as much maple sugar in it as there is in your hat, Mickey, me bye, for it wuz old brown sugar colored with vanilla, shure. And there is a foine looking gentleman as is looking for him on Queen street. Don't ye moind, Mickey, me bye, he wants to say a few gintle wurds to him first toime he sees him. You can tell him that if he has any respect for his hide he'd better not show himself around there."

"Shure, they ought to know it wasn't maple sugar widout Billy telling them."

"Ah, Patsy, me bye, shure they are so innocent that they would believe ye if ye were to tell them that chalk was cheese. Shure, the bye moight of told them lots of things as would of been beneficial. He could have tould them about that cheap brid as was confiscated; that Inspector Awde took from the frind of the laboring man."

"Ah, shure, it's Inspector Awde as ought to have told them that, not Billy. Sure, Mickey, I could weep for the big-hearted man as lost the brid."

"Shure, you are roight; Inspector Awde ought to have tould them, but he didn't. I suppose he was too busy wondering how he would distribute it among the poor. I wonder how it is, me bye, that they niver published the name of the bighearted frind of the laboring man in the paper so as the people—the poor unsuspecting people—would see how much he loved them. And, Patsy, me bye, I wonder how it is that thim Knights of

Labor min and mechanics, who pretend to help their fellowmin and see that they are not down-trodden and oppressed, and imposed upon, will let their families deal with and support min loike that, who are taking the brid out of their fellowmin's mouths."

"Arrah, Mickey, don't you see it's all selfishness. Thim very min will go and buy where they get things the cheapest, even if they know the man isn't making enough out of it to pay his help two dollars a week. They don't care if the help should starve or the man not make enough to pay his rint as long as they are satisfied; that is how they love one another, don't you see. They niver seem to see or think that by supporting a man loike that they are undoing the very thing they pretend to do. The man who buys from a man as cuts as foine that he can't afford to pay his hands enough to live on is a thief, and a robber, and an unprincipled, unscrupulous nagur. Shure, thim men who belong to these things will buy where they get things cheapest, and if they don't do it themselves they let their families do it, which is just the same thing or worse, because they hold themselves behind their families, and they don't care whether their clerks are able to pay for a meal, or the boss bursts up the next minit. If he was to advertise things at less than they knew he could buy them for, they would go and buy from him and by so doing encourage him to fail. They don't care who pays the piper so long as they get what they want. Thim he moight have tould thim that they were big fools for allowing themselves to be charged about five dollars for a garnishee when they can get them in the States for fifty cents. Do ye oind that, now. If ye don't call that green, me name ain't Patsy Free. If we could get a garnishee here for fifty cints and garnishee a man for five dollars, we would all be rich. Shure, there wouldn't be a dead beat left in the blessed town. It's disgraceful the way some laws are in this country. There is Mrs. Mulcahy. She owes Mrs. Muldoon \$52 for this last year, and she can't get a cent of it, but the wretch passes by the door with a quart pail of beer sixteen times a day. Do ye moind that, now, and Mrs. Muldoon says she can swear to it every wurr, and whin she asks them for any money they laugh at her, because they know they must pay five dollars for a garnishee before they could do anything towards getting it. And they never have twenty-five dollars coming to them. Shure, the provincial secretary should do something to amend this law, because it only breeds dead beats and surrounds them with a law of protection. This is one of the aisy roads to drunkenness and other excesses. If they once were made to feel that you could garnishee their wages for five dollars and get a garnishee for fifty cents, they would then know that they would have to pay up

or lose their job, and by paying up for the necessaries of life they would not have so much to spare for drink, which they have to pay cash for or go without. Thim there is another thing Billy moight have done. He moight have tould the wholesale men that little story I tould ye about the baking powder, do ye moind. Don't ye remimber me telling ye about the man who asked me if I could sell baking powder, and Oi said Oi guessed Oi could if it was good, and he said it was as good as Pure Gold or Cleveland's. The spalpeen told me he sold it for either of them. If his customers asked for Pure Gold he gave them that, and if they asked him for Cleveland's he gave them that. He tould me it cost him 10 cents, and Oi could sell it from 12 to 30 cents. He generally got 30 cents a pound for it. He tould me that the man who sold it to him wanted to get a good pushing man to drive round and call on customers. What do you think of that, the miserable nagur; wanting me to sell my honor and go round and poison people with phosphate, for it won't digest. But, Mickey, Oi didn't forget the lisson me ould mother tould me, when Oi was a bye, so Oi left him to do his own dirty wurk. The miserable spalpeen, it's ducked he ought to be. Thim he moight have tould them about the rise in soap. He knew so much about the grocers, why didn't he know that. Ah, shure, some of them knew about that widout him telling them. Well, then, why didn't he tell them how to cure the wrongs of Oireland by taking one of Murphy's pills that will cure all the ills that Oireland has. Then he might have tould these men that are grumbling about the price of soap that it's an ill wind that blows nobody good, for it's bringing out a lot of ould stock that has been lying in the cellar for years. Well, good-bye, Mickey, I must be after going home."

(Exit Mickey and Patsy.)

NOT CURRANTS, BUT RAISINS.

"What are sold in the groceries as dried currants are not currants at all, but raisins," says A. F. Jephson, in the St. Louis Globe-Democrat. "The name commonly applied arose from a misapprehension. The grapes from which these raisins are produced are grown in great quantities in Greece, and, being mostly exported from Corinth, were originally called 'Corinths.' The resemblance to the ordinary black currant, both in size and appearance, led to the belief that they were dried currants, and the name was changed to correspond to the popular idea. The grapes are small, not larger than peas, and the bunches are only two or three inches long, but the fruit is so sweet that when packed it adheres together in a solid mass, glued with the sugar that exudes from the grapes. The mistake about the nature of the fruit is so general and so firmly grounded that most of the grocers believe they are selling currants instead of raisins, and laugh at anyone who tells them better."

CHEMISTRY AND FOOD.

Brilliant achievements of chemistry during the present century have led many to look forward hopefully to the time when man, drawing his food from the atmosphere by the witchery of chemistry, shall pass his life in happy, careless ease. But such dreams are vain, and yet chemistry is doubtless destined to play a much larger part in the food supply problem. But, as Mr. Justus Gaule has recently pointed out in a German periodical, chemistry nor any other science will ever invent an apparatus for the production of food-substance as perfect as that which nature has herself created and placed at man's disposal.

But the consideration of the question whether nature's apparatus might not be superseded, has served to teach the laws by which she works. When we shall be able to produce food artificially, we shall get a clearer comprehension of those laws. To quote the above mentioned writer: "Then shall we learn to comprehend and appreciate the significance of the vegetable kingdom as the wondrous and perfect chemico-physical laboratory of Nature. Then, too, we may learn to wait on and facilitate her operations and increase her productive capacity to the measure of our growing needs.

The question of the future will, therefore, be not whether chemistry will replace agriculture as the producer of the necessary food supply for the numerically expanding race: It will be whether the agriculturists will learn so much from chemistry that they will cease to follow their pursuit on the old, unintelligent routine method, and engage in it a branch of chemical science. Agriculture is not the antithesis to industry; it, too, is an industry resting on a scientific foundation, with laboratories and factories built by Nature's hands, with power drawn neither from water nor from coal, but direct from the sun.

When agriculture shall be thus pursued, it will not fail to respond to the growing needs of the ever increasing race. The elementary constituents of our food substances are not destroyed by their consumption. Nothing is lost, but simply transformed in its transition through the several compensating stages of the endless circle of organic life. Increase of food consumption involves increase of animal refuse. The raw material for the production of fresh food substances in Nature's cunning workshops. The animal and vegetable kingdoms compensate each other; where the former increases her demands, it at the same time provides an increased supply of the necessary raw material. The supply, therefore, cannot fall short, unless the order of transition proceeds too slowly.

If at any time existing animal life shall require for its daily sustenance more than

the daily average of food products in the vegetable kingdom, it will then become a problem of agricultural chemistry to increase the productiveness of the latter up to the required standard. To do this, it will be necessary to increase the capital productive stock; that is, the number of vegetable cells in which the vital chemical processes are carried on. The power which sets and maintains the machinery in motion is light, of which the supply is unlimited. All that is necessary is to enlarge and increase the number of the surfaces that absorb this light, and that is, within very wide limits, possible.

Until recently it was not possible to base this confidence on scientific grounds. While all the elements were in abundant supply, one of them—nitrogen—appeared intractable in the free state, and exists in limited supply only in the combinations in which plants take it up. Recent discoveries have, however, shown that certain plants, especially the pulses, or some fungus which attaches itself to their roots, have the capacity of drawing nitrogen direct from the atmosphere and of combining it in suitable forms for future plant-food supply.—Commercial Enquirer.

CANNED GOODS AND DEATH.

In view of the abundance of the important questions which are just now engaging the attention of the more active members of the trade, and of the associations which are happily arising on all sides to champion the interests of the trade in organized and effective fashion, it seems almost cruel to suggest an additional subject for consideration, and yet we cannot resist the conviction that there is a matter which should be taken up seriously, though not necessarily in a hurry. Reference has been made to it in these columns previously, but observation of the direction in which events are tending, backed by communications from influential quarters, leads us to believe that the question might wisely be pressed to the front, with a view to its thorough investigation, and the clear elucidation of the facts. We refer to the reported deaths from time to time through the eating of canned goods. Some friends of our acquaintance seem disposed to "jump upon" the newspapers for giving prominence to these cases, but it must be remembered that the newspapers have to make the best of the news which comes to their hands, and they cannot be expected to show regard for the feelings of any particular class of traders or the public. A discussion into how far newspapers are justified in making headings and matter generally as sensational as possible, that is to say, as effective as possible, would lead us in very deep water, and would, we imagine, serve no good or useful purpose, because that is not the way in which this question can

be advantageously tackled. What is wanted is that some one person or organization should be charged with the duty of going into this question in the most searching manner, with a view to preparing the report or pamphlet which shall substantiate the real facts. It is not a task to be lightly undertaken, because the question is one of considerable magnitude, and the investigation would have to be painstaking and complete. No doubt there are cases where death has followed more or less directly upon the eating of canned goods; but the surrounding circumstances of the cases—the previous condition of the deceased persons, their habits of life, the nature and amount of the food taken, the length of time to which the goods had been exposed to the air, and so on—are too often left in greater or less obscurity, with the result that an impression more or less erroneous is made upon the public mind, and even the retailer, perhaps, is made uneasy with respect to ordering his usual consignments of the improperly condemned goods. People gorge themselves, and suffer; people eat things which are not suited to them, and suffer; people, after repeated warnings, expose canned goods to the open air in a way which must seriously affect them, and suffer. But the canned goods are not to blame; and this is the point which the historian of the trade, or its historians, must make plain.

An eminent authority lays it down that nobody using the senses which God has given him need eat any canned food which is otherwise than wholesome, any more than he need eat tainted butcher's meat or fish which has had too much sun and too little water. The truth of this assertion, and the additional fact of the general wholesomeness of canned goods, are quite forcibly demonstrated by even the most meagre statistics. We believe we are under the mark if we say that two millions of persons daily eat canned food of one sort or another in the United Kingdom. What, in comparison with this huge figure, are the few cases of reported death, most of which on investigation are found to be groundless. What other class of food is there which comes off so lightly if only the truth were told? It is very doubtful whether more deaths are not accounted for by chunks of butcher's meat getting wedged in people's throats—but we have no desire to pick a quarrel with the butchers. What we insist upon is that, reasonable care being shown in its use, canned goods has an altogether admirable character, quite on a par with any other food, and that its stigmatization in the opposite direction is grossly unfair to it. Some few years ago a series of shocks in this same way were given to the trade in the United States, whereupon there was published an excellent little pamphlet, setting forth the virtues of the article, not alone upon the authority of the trader, but upon the declarations of medical men. The body of testimony thus collected was most valuable, and whether due to it or to the assertion by the consuming public of their own common sense, we cannot tell, but the fact remains that since then the canned goods trade of the States has developed enormously, the consumption probably having doubled. What is to prevent somebody, say the Federation or some wealthy organization, taking the matter up in this country, collecting information, preparing statistics, gathering together opinions—in short, putting the public and the trade right upon this matter? Useful, practical work is what our associations want. Here is a capital outlet for their energy.—Grocers' Review, Manchester.

BRITISH AMERICA ASSURANCE COMPANY.

The 59th annual meeting of the shareholders of this company was held in the company's office, corner Scott and Front street, Toronto, the Governor, Mr. John Morrison, occupying the chair.

Among the shareholders present were Messrs. Henry Pellatt, S. F. McKinnon, John Morrison, George A. Cox, T. H. Purdon, William Adamson, Augustus Meyers, Thomas Lond, A. M. Smith, Robert Thompson, J. J. Kenny, H. M. Pellatt, Robert Jaffrey, Joseph Jackes, Thomas Walmesley, J. K. Niven, George Gamble, John Hoskin, Q.C., J. H. Brooks, Rev. Dr. Griffin, of Galt, William Ross, P. F. Ridout, P. H. Sims, R. Jackes, Walter MacDonald, W. H. Banks, F. C. Cox, E. J. Hobson, W. E. Fudger, E. G. Fitzgerald, Alfred F. Colby, Alexander Wills and H. D. Gamble, the company's solicitor.

Mr. W. H. Banks, the assistant secretary, read the following

ANNUAL REPORT.

The directors have pleasure in submitting to the Shareholders the Fifty-Ninth Annual Statement, exhibiting the financial position of the affairs of the Company, accompanied by the Balance Sheet for the year ending 31st December, 1892, duly audited, from which it will appear that the amount of business transacted during the year was \$812,589.25, as compared with \$765,057.71 for the year 1891, representing an increase in premium income of \$47,531.54, while the profits of the year's transactions amount to \$27,442.57.

The aggregate destruction of property by fire during the year in Canada and the United States has been estimated at \$132,000,000, and it is to be hoped that the heavy loss resulting therefrom to the various Companies will lead to measures which will place the business on a more satisfactory basis.

Your Directors have to mourn the loss of one of their members in the death of Dr. Hugh Robertson.

The following members of the Board have resigned during the year, viz.: Messrs. John Y. Reid, John M. Whitton and John Morrison, jr.

To fill the vacancies caused by the decease of Dr. Robertson and the aforesaid resignations, Messrs. George A. Cox, A. M. Smith, S. F. McKinnon and J. J. Kenny have been elected Directors of the Company.

It is very gratifying to your Directors to be able to testify to the efficiency, fidelity and active co-operation of the Agents, Special Agents, and Office Staff in guarding the interests of the Company.

All of which is respectfully submitted.

JOHN MORRISON,
Governor.

ASSETS.

Bonds, stocks and other investments	\$ 676,338 37
Real estate	150,000 00
Office furniture, business maps, etc.	26,822 55
Agents balances	117,316 94
Cash in bank	35,927 45
Cash in office	5 14
Interest due and accrued	9,160 25
	\$1,015,570 70

LIABILITIES.

Capital stock	\$ 500,000 00
Losses under adjustment—	
Fire	\$65,009 39
Marine	1,371 86
	66,381 25
Dividend No. 97	
—Balance	3,979 62
Dividend No. 98	17,500 00
	21,479 62
Balance	427,709 83
	\$1,015,570 70

PROFIT AND LOSS.

Fire losses paid \$109,345 53	
Fire losses unpd 65,009 39	
	\$474,354 92
Marine losses	
paid	46,202 32
Marine losses	
unpaid	1,371 86
	47,574 18
Commissions and other	
charges	259,208 52
Government and local taxes	20,819 96
Taxes, etc., on Company's	
buildings	3,332 93
Depreciation in Investments,	
etc.	11,833 49
Balance	27,442 57
	\$844,556 57

Fire premiums . \$782,413 84	
Less reinsurances 51,233 83	
	\$731,180 01
Marine premiums 104,260 66	
Less reinsurances 22,851 42	
	81,409 24
Interest	26,547 94
Rent account	5,429 38
	\$844,556 57

SURPLUS FUND.

Dividend No. 97 . . \$17,500	
Dividend No. 98 . . 17,500	
	\$ 35,000 00
Balance	427,709 83
	\$462,709 83
Balance from last statement	\$435,267 26
Profit and loss	27,442 57
	\$462,709 83

REINSURANCE LIABILITY.

Balance to credit of surplus	
fund	\$427,709 83
Reserve to reinsure outstanding risks	350,992 07
Net surplus over all liabilities	\$76,717 76

To the Governor and Directors of the British-America Assurance Company:

Gentlemen,—We, the undersigned, having examined the securities and vouchers and audited the books of the British America Assurance Company, Toronto, certify that we have found them correct, and that the annexed balance sheet is a statement of the Company's affairs to Dec. 31, 1892.

R. R. CATHRON,

R. F. WALTON, Auditors.

Toronto, Ont., Feb. 7, 1893.

The adoption of the report was moved by Mr. Morrison, and in seconding it Mr. J. J. Kenny referred to the changes which had taken place in the Directorate of the Company. He said that for some time past a number of the large shareholders of this Company, as well as many gentlemen interested in the Western had held the opinion that two companies transacting, as these two Companies do, the same lines of business throughout the same extended territory, and having their head offices within a few doors of

each other, might, by working in harmony, be of material assistance to each other. He pointed out that the business of a fire insurance company differs widely from that of most other financial and commercial institutions, inasmuch as one of the chief requisites of a fire insurance office is that it should possess facilities for reinsuring or placing with other companies such risks as its representatives may be able to control in excess of amounts which it is prudent for it to carry, so that, by the interchange of excess lines, one company can materially aid another, while at the same time accommodating its own agents by accepting larger risks than it could otherwise do, and, as a matter of fact, the British America and Western have since the change in their relations to which he had referred, exchanged more business in the past two months than they had done in the preceding five years. He also pointed out many other ways in which the business of the two companies might be conducted to mutual advantage, and, on behalf of the gentlemen connected with the Western who have become interested as shareholders in the British America, he desired to say that nothing is farther from their intention than that one company should be absorbed by the other, or that either should lose its identity as a distinct corporation. Their action in purchasing stock of this company and accepting seats at the board had been prompted rather by a desire to uphold one of Toronto's oldest financial institutions, and by a wish to perpetuate the time honored name of the British America; believing as they do that, in the field of fire insurance on this continent, there is ample scope for all the companies now engaged in it, and that both the British America and the Western will be materially strengthened by the community of interests now established between the two companies.

The report was adopted.

Mr. George A. Cox then introduced a by-law providing for the increase of the capital stock of the company to \$750,000 by the issue of \$250,000 of new stock at a premium of 15 per cent. or \$7.50 per share, to be allotted to present shareholders in the proportion of one share for each two shares held by them. He pointed out the necessity for a large capital for a company doing an extensive business such as this transacts, owing to the fact that a large proportion of the assets were required for deposit with insurance departments in the United States, as well as the Dominion of Canada, and the importance of the Company having at all times sufficient available assets to meet any possible demands upon it in order to command the fullest confidence. He pointed out also that after providing a fund which is considered ample for reinsuring or running off the business on the Company's books, the statement presented shows a surplus of \$76,717.76 in excess of capital and all liabilities, so that he considered the price fixed at which the new stock would be issued was fair and reasonable. Intending subscribers might naturally enquire as to the prospects of a fair return on the investment. This was not an easy question to answer in any business, and particularly in that of fire insurance. The most conservative directorate and the most able and judicious management could not with safety make any predictions or promises as to the future, but he had had a statement prepared, showing the results of the business of this Company for the last twenty years. During that time the total income amounted to \$16,151,579.22, the losses and expen-

ses to \$15,015,637.51. Dividends paid to shareholders \$798,140.66, or within a fraction of 9 per cent. per annum for the twenty years ending on Dec. 31 last, and he thought they might reasonably entertain the hope that the average results for the next twenty years may be at least satisfactory. He moved, seconded by Mr. S. F. McKinnon, the adoption of the by-law, which was carried unanimously.

A vote of thanks was tendered to the Governor, Deputy-Governor and the directors for their attention to the interests of the company during the past year.

Messrs. Henry Pellatt and J. K. Niven were appointed scrutineers, and the voting for directors to serve during the ensuing year was proceeded with.

The following gentlemen were elected: Messrs. George A. Cox, S. F. McKinnon, A. M. Smith, Thomas Lond, John Hoskin, Robert Jaffray, Augustus Meyers, H. M. Pellatt and J. J. Kenny.

At a subsequent meeting of the board Mr. George A. Cox was elected Governor and Mr. J. J. Kenny Deputy-Governor for the ensuing year.

PEANUT POINTERS.

Market gossip and "inside pointers" on peanuts are just now of a brilliant "bullish" tint. The knowing ones figure out supplies and prospective outlet in a manner that prompts them to venture the opinion that the outlet is the largest; that there is only one way for prices to move, and that a good advance can be realized without affecting consumption. A prominent Virginia concern contributes the following information on the subject: The tendency of the market is to higher prices in the near future, the market for farmers' goods is higher, and all offerings of good stock are quickly taken at the advance. Those cleaners who a few weeks ago were free sellers at cut prices, now seem the most anxious buyers. We have made as careful canvass of the stock in Virginia and North Carolina as we believe it possible to do, and our conclusion is: There are not more than half as many peanuts in those two states of all kinds except Spanish, as a year ago, and a large percentage of same is of the poorest quality, much of it shelling stock. There is no combination of cleaners this season to put up prices, the only factor being the law of supply and demand, and our friends may feel assured that when higher values come they will be here to stay. The above statement may appear bullish, but we believe it to be true.—N.Y. Commercial Bulletin.

ENCOURAGING TOBACCO CULTURE.

The efforts of the Tennessee and Georgia Tobacco Growing Association at Chattanooga, Tenn., have been so far successful that in the surrounding country some fifteen local associations have been formed. These embrace nearly ten counties, and the interest among farmers is so general that it is estimated that the plantings will yield a crop of at least 1,000,000 pounds and probably more. The greater part of the crop will be bright leaf, as it is thought that this will give the best results, both as to production and in value. By the coming fall preparations will have been completed for handling the crop in Chattanooga.

QUEENSLAND SUGAR TRADE.

Reports speak favorably of the sugar crop of the colony, just harvested, and point to the growing importance of an industry in which the sugar-making machinery engineers have already a very direct interest. The season's crop will work out at 60,000 tons, and be the second best on record. The year will be notable, it appears, for "a considerable advance in the use of labor and sugar-saving appliances in the mills. Every year more attention is being paid to these subjects. Success has attended the maceration process wherever used, and an average extra saving of 10 and 12 per cent. of the sugar is common. This process has reduced the total losses of sugar down to at least 20 per cent. Automatic strainer cleaners at the juice pumps have been put in several places, and, according to reports, work remarkably well. On the Herbert River the most important advance appears to have been made in the matter of saving labor. An automatic feeder and mechanical stoker do splendid work at the boilers; and thus, by an ingenious but inexpensive arrangement, four men are saved out of every five previously employed. A shredder for breaking open the canes before they enter the first mill has gained a foothold in the colony, and will probably be amongst the earliest of the important improvements made in every large mill."

KISSES SAVED UP.

A travelling man, who was also the head of a prosperous firm, promised his newly wedded wife that he would give her a dollar every time he kissed her, and in that way she could save plenty of money. Things went on this way for several years, and, as he made plenty of money, he faithfully kept his promise. Finally reverses came and the once prosperous travelling man found himself virtually a pauper. He went home to his wife and told her all. She, however, did not seem to feel worried, and he was somewhat surprised when she asked him to take a ride with her that afternoon, but he accepted her invitation.

Passing a large block on a well known street she said, "That's mine." Soon she came to a handsome flat and said, "That's mine." Well, she showed him several places with the same remark until he began to be suspicious, and inquired, "How in the deuce did you accumulate so much wealth?" "Do you remember the contract you made when we were first married?" "Yes," he replied, "I do." "Well, I invested it and it has made us rich." The travelling man hung his head and said nothing. This was kept up for thirty minutes, until his wife became alarmed, and she asked: "What in the world is the matter, and what are you thinking about?" He said, "I was thinking of how rich we would be if I had done all my kissing at home."—Michigan Tradesman.

CURRENT TOPICS.

To anyone who carefully will read the daily papers
There must come a great amazement at the very funny capers
Cut by various men in public life, from cranks to politicians,
And men of high and low and intermediate positions.
There's Goldwin Smith who's raving, tearing mad for annexation
And wants to make Canadians mingle with the Yankee nation,
And Uncle Sam has just envolved a similar kind of fool, who
Advises him to go and lay his hands on Honolulu.
The Orangemen throughout the land are howling at the follies
Alleged to be committed by their master, N. Clarke Wallace;
And 'tis said that Irish Protestants and Catholics have decided
That once a year (on Patrick's day) they'll be no more divided,
Which is very gratifying, but how can they be quite happy
While the schools of Manitoba question's still upon the tapis.
Ben Harrison has hump'd himself to make a final rattle.
Before he shuts up shop and tries to stop Canadian cattle
Being exported through his territory, but judging from the figures
Of the trade returns, 'twill hurt him most; and so, of course, we sniggers.
There's the question of the tariff which is ever young and blooming,
And societies of all denominations are assuming
That something should be done at once, and shoals of resolutions
Are daily passed by twenty different kinds of institutions.
As usual, politicians mix up private animosity
With "Ways and Means" and "Budgets" and "Commercial Reciprocity,"
Till readers get bewildered with the many interests various
Which are jumbled all together in a manner so precarious.
'Midst all this hubble-bubble it's a great relief to meditate
That on one point at least we have no cause our minds to agitate,
For we know that spite of politics and international coups d'etat
The Mammoth works at Hull are running smoothly as they always are:
And notwithstanding all th' above enumerated capers
Eddy still is turning out his tons of matches, pails and papers.

W. E. L.

CRITIQUES.

Last week's paper presented several points of difference in view. The outside city grocer demands jobbers' prices in biscuits. He is demanding that which many grocers have desired in vain before this. For instance, like tobacco, there are two or three dealers, retailers, who have the close price on tobacco, and to save your neck you cannot get these prices, not even by buying a decent quantity. No, brothers, you can't have everything.

We notice soap has advanced again. We heard of a "reputable" (?) manufacturer who promptly disowned the orders taken on good faith by his traveller because "soap had advanced." "All right," you say. Well, it would have been, if soap had advanced when the orders were taken; but it had not, at least so the story goes. This manufacturer lives west—we will not say where, but his victims will spot him wherever possible, so they say.

The Grocers' Association will eventually make up a real nice enjoyable meeting I see, because they are going to have live issues laid before them by experts in various lines, and also to have comfortable clean rooms.

Whether would you have a Dutch grocery, as set forth on page 7, or a well ordered affair of to-day?

There are indications enough to show that buying good sensible coffee is a safe speck. Statistics pay at all times.

I liked that article on page 9 on labels. You can just sell six attractive packages while you are talking up one plain one. Actual proportion.

That squib anent coercion towards Canada being very unprofitable business for the United States is well taken. We are worth trading with if we are worth exercising so much spleen over, and we mean to trade on fair terms, too, when sense comes home to rule, both here and there.

A year's postal work is good food for study, especially for Torontonians. This twocent rate in the city is just getting a trifle stale. Haggart had head enough to put it on because he thought best, but what is the matter with the new head of the P. O. Bureau? The first thing he knows he will be a "mouldering branch" if he does not make a one cent city drop.

The market reports are very full, correct and worthy of acceptance as guides for close buyers. If too much has not been said for a mead of praise the setting up of the "ads" might be included.

STRAIGHT MOYUNE.

SUGAR IN BAGS.

Editor Canadian Grocer:

Dear sir,—I noticed an article in this week's issue of your valuable journal on the shipping of sugar in bags, which it stated is becoming very common in the West Indies, and I believe a considerable amount of sugar is handled in that manner in the United States.

I think that the majority of storekeepers in this country would decidedly object to having sugar shipped in bags, the reasons being: Much heavier and awkward handling, more liable to taint in coming in contact with coal oil and other goods, and also the comparative useless and valueless sugar bag.

In speaking with a wholesale grocer the other day on this matter, he suggested, and I think it a good one, that the refineries put up sugar in a uniform size barrel, say, the standard apple barrel, which, if the cost of package would be a trifle more, the retailer can afford to pay, as he would more readily dispose of them to the farmer and fruit grower, and realize a better price than he now receives for the present barrel.

UNIONVILLE SUBSCRIBER.

Unionville, Feb. 17, 1893.

("Unionville Subscriber's" suggestion is a good one, and his contention well taken. There would undoubtedly be a good deal of time saved in figuring if the weight of a barrel of sugar was made uniform, and the advantage to be derived in being able the more readily to sell these barrels to farmers and fruit growers is apparent.—Ed. GROCER.)

BUYERS ON THE STREET.

Among the country merchants who have been on the street during the last couple of days were noticed:

W. M. Hamilton, of Walton.

T. J. Halliday, of Brooklyn.

J. H. Nott, of Owen Sound

A. Werden, of Mimico.

J. Parkinson, Trout Creek, was in Toronto last week. The Muskoka climate is exactly what suits him. He is in better health than for years.

A STUDY IN SUGAR.

In 1869 a pound of hard sugar was worth at wholesale sixteen cents; to day cubes or granulated five cents, says a contemporary. In 1869 the workingman with three dollars per day as wages, could buy nineteen pounds of refined sugar; to-day sixty pounds. How has this reduction come about? Credit must be given to the sugar refiners for at least three and a half cents of the eleven cents difference in cost between 1862 and 1892. This was brought about by the inventive genius of Woolsey, Molier, Havemeyer and others in applying machinery to the refining of sugar. The introduction of the centrifugal machine revolutionized the trade. A sugar refiner saw it used for drying clothes while on a visit to Haverstraw and adopted it for drying sugar.

Over two cents more of the reduction is due to the cleverness of Governor Mc-

Kinley, who gave the people free sugar to go along with free tea and free coffee, both of which articles are taxed by England for revenue only. The balance of the reduction must be credited to the planter, who has improved the process of cultivation and of manufacture, abandoning primitive and crude methods for scientific and elaborate mechanical agencies; to lower rates of transportation, to the increase in supply, whereby the beet root, sorghum, and maize have been made competitors with the sugar cane.

Lower prices have led to a more extended use of sugar, establishing many new industries.

FISH HOUSES.

Not long ago I watched a pair of black bass building their nest. The place selected was a gravelly spot well back under the projecting point of a large fragment of limestone lying at the bottom of a bright, rapid brook in middle Indiana. The water was as transparent as plate glass, and looked as if every drop of it might be morning dew, it sparkled so, and sent forth such an exhalation of freshness. I sat down on a high, grassy bank, under a blooming buckeye tree, and watched the fishes while they flew around in the water, like birds in the air, working industriously at their nest making. One by one they removed with their mouths the larger bits of gravel and sand from the little cave under the rock until they had made a funnel shaped basin, smooth and symmetrical, a foot in diameter at the top. Here their home was to be for a while. Some days later I returned to the place to see what had happened and found the twain busy keeping other fish away from their eggs, which lay in the sand at the bottom of the nest. With vehement anger (to all appearances) they flew at the suckers and shiners and chubs and sun-perch that came near and drove them away. When the eggs were hatched, I could see a small, cloud-like something hovering over the middle of the nest. This was the swarm of young bass, each fish not larger than a half inch piece of a small needle. For some days the parents protected these tiny fish with faithful care, after which they led them off to shallow water and left them to shift for themselves amid the waving fibres of aquatic plants.

Sun-perch build beautiful nests, much like those of the bass, but usually smaller and in calmer water. I have seen this fish, after its nest had been excavated, carry small stones and partially fill up the basin. Both the male and the female work hard and steadily during the building time, and they remain together after the work is done to swim round and round, like sentinels on a circular beat guarding some wonderful treasure. Indeed, it is a wonderful treasure; the golden mystery of life is hidden among those shining, many-hued pebbles.

When the thousands of young fish go forth from their cool, clean home, they congregate in the shallows and pools, where you may see the green heron and the kingfisher feasting on them. Were it not for these and other sources of destruction our streams would soon be filled to the brim with fishes unable to find food or room to live in the water.—Golden Rule.

DISABLED.--- Owing to an accident to her machinery the steamer carrying our Hillwattee Tea was obliged to put back to port. On this account our shipment may not be here for ten days or two weeks. The demand THIS YEAR for this brand has been greater than usual, so we are unable at the moment to fill orders. This we regret very much.

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton, Ont.**

: = CANNED GOODS = :

TOMATOES--The "Old Mill Brand," extra quality, hand packed and hand selected, still takes the lead with our customers (and other people's customers). We have bought the entire out-put and are quoting to the trade at a figure only slightly in advance of the price of standard goods.

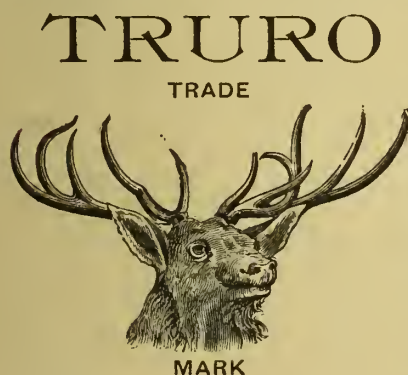
We have also in stock the following high grade lines :—

"Old Mill" Yellow Crawford Peaches, 3 lb. tins,
Delhi and Simcoe Strawberries, Preserved, 2 lb. tins,
Delhi "Epicure" Corn, 2 lb. tins,
Boulter's Sweet Corn, 2 lb. tins,
Boulter's Sweet Wrinkled Peas, 2 lb. tins,

Lakeport Sweet Corn, 2 lb. tins,
Lakeport Sweet Wrinkled Peas, 2 lb. tins,
Simcoe French Peas, 2 lb. tins,
Simcoe "Lynn Valley" Tomatoes, 3 lb. tins,
Ontario "Crown" Tomatoes, 3 lb. tins.

SPECIAL PRICES ON CAR LOAD LOTS.

W. H. GILLARD & CO., Wholesale Grocers **Hamilton**



CONDENSED MILK, & **COFFEE**
AND MILK

NO BETTER GOODS TO BE HAD

. . . . BRAND ALWAYS RELIABLE

.. **S**OLD AT PRICES THAT THE RETAIL TRADE ..
.. **CAN MAKE HANDSOME PROFITS, BY ...** ..

BRAND

James Turner & Co., Hamilton.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS,
IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

A delegation of Patrons of Industry have been in Ottawwa seeking tariff reform.

England is credited with consuming more soap than either France or Germany.

The Ottawa Evening Journal insists that coal oil has only been reduced 1.4 cents per wine gallon.

Are you looking for some delicacy to take to a sick friend? If so, Burnham's Clam Bouillon is just the thing.

The Oakville basket factory turns out 3,500,000 baskets in the year, and employs some 40 hands the year round.

The California State Raisin Growers' Association announce that the total pack of the past season was 42,000,000

The James Robertson Co., Ltd., of the Dominion Saw and Lead Works, Toronto, wants a traveller for the Winnipeg branch.

C. McIlhardy, of Stratford, was in Toronto last week. He says they have had an unusually good season's business in that city.

Two fish dealers one day last week drove from Lake Huron to London, a distance of 50 miles, with a load of 400 frozen herring.

Petitions to allow porkpackers to import hogs and pack in bond and against that project are being circulated in Ottawa among the M.P.'s.

The shipment of tobecods from Bathurst to Montreal averages 30 to 40 barrels per day. Shippers pay 60 cents a barrel, and fishermen make \$6 to \$7 a day.

The West Zorra cheese and butter factory at its recent meeting adopted the plan of testing the value of all milk and paying for it in accordance with the test made.

Smelt fishing hasn't resulted in the success in Great Britain that those engaged in the business expected. Still a large quantity of frozen smelts have been exported.

A despatch from Albany, N.Y., says that the hop growers there are declining to sell hops, and are holding for 25c. There is a considerable quantity in growers' hands.

The Imperial Oil Co. will hereafter sell their best quality of coal oil at 12 1-2

cents per gallon. If retail dealers will not sell the oil at this price the company will deliver it in tin cans holding four gallons for fifty cents.

A new cheese factory is in course of erection at Maple Grove, with a capacity of 300 cows. The promoters have 200 already promised, and have engaged Mr. H. Halliday, of Lyndhurst, as cheesemaker.

B. B. Allen, deputy game warden, recently seized a large quantity of game in some of London's grocery stores, and the inmates of the Aged People's Home in that city were made the happier thereby.

Figures recently compiled by the California State board of horticulture show that there are 19,528 acres of apple orchards in that State, of which 13,751 represent acreage in bearing condition and 5,776 not bearing.

The total output of cider brandy in the United States in 1892 was 1,310,437 gallons, compared with 284,035 in 1891, an increase of 1,026,312 gallons. This was in spite of the general failure of the apple crop last year.

California scores a remarkable increase in sugar production in 1892 over that of the previous year. The whole amount of beet sugar made last year foots up practically 23,000,000 pounds, as against about 8,000,000 pounds for 1891.

Flour is lower in Hamilton than it has been for twenty years, and many citizens think the bakers should reduce the price of bread. The best flour made there is \$3.20 a barrel, 80 cents less than this time last year. Bread sells at 10 cents per four pound loaf.

In Maine some fifty vessels were engaged the past season in the mackerel fishery, employing about 700 men. The estimated value of vessels and gear is about \$200,000. The estimated value of the catch for 1892 landed in Maine ports is \$250,000.

THE GROCER had the pleasure of meeting Mr. A. F. McLaren, Stratford, manufacturer of Imperial cheese, while in the city last week. Mac states that Imperial cheese is now the favorite cheese not only in Canada, but also on the other side of the line, and that he finds it hard work keeping up with his orders.

Detection of mineral acids in vinegar, it is said, may be effected by means of a solution of methyl violet, a few drops added to a small quantity of vinegar poured into a white plate. In the presence of nitric acid a blue coloration is produced. With hydrochloric or sulphuric acids a green tint is seen.

A small quantity of fine granulated sugar is now being received from the Continent, and is said to cost about 4 1-2 cents net. Of Scotch yellows the importation is increasing somewhat, and in competition therewith the Trust keeps No. 13 refined at a net price and has added

the lower No. 14 grade also at a net price.—N.Y. Commercial Bulletin.

Mr. John W. Cooke, of Ingersoll, the western representative of John T. Warrington & Co., cheese exporters, was in Toronto last week. To a newspaper representative he said that if we have a favorable season in the way of rain that the make will be larger than usual, and that in Great Britain could be found a market for all we can produce.

The retail grocer who makes a fortune in his business is pretty sure to be snapped up and put into public office. This is because it takes a mighty smart fellow to make a fortune in the grocery trade, and the fact of a man's doing so is proof of his capacity for transacting the public business successfully.—American Grocer.

Mr. John D. Thompson, vice-president of the T. A. Snider Preserve Co., Cincinnati, was in the city last week, paying the firm's agents, Messrs. Wright & Copp, a visit, and was more than pleased to find the way in which their tomato catsup and soups were growing in favor in Canada. Mr. Thompson went home a happy man, having in his inside pocket an order for a car load of his goods, which is expected to arrive here in two weeks.

A revenue measure has been introduced in the Ohio Legislature which provides that wholesale dealers in cigarettes, or wrappers, or other substance used in their making, shall pay a tax of \$100 annually, and the retailers are to pay \$100. Before engaging in the business the dealer shall have in a conspicuous place the receipt of the treasurer showing that the tax has been paid, and any one selling the goods without having complied with the provisions of the proposed law is liable to a fine of \$100 for the first, and from \$300 to \$500 for subsequent offences.

The appeal of the Brandon Manufacturing Company in the suit brought against them by Taylor, Scott & Co., has been allowed with costs. Taylor, Scott & Co. some time ago sued and obtained judgment against the above company, who are the Government manufacturers



"CAIRN'S"

HOME-MADE
MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

Look Here!

Butter salted with Diamond Crystal Salt also took Grand Sweep Stakes at Belvidere Ill., in 1891.

Office of

THE DIAMOND CRYSTAL SALT CO.

ST. CLAIR, MICH., Feb. 17, 1893

At the National Butter and Cheese Makers Association Convention held at Dubuque, Ia., February, 7th, 8th, 9th and 10th, 1893, the Grand Sweep Stake Prize for the Best Butter in the show was awarded to Jefferson Colvin, Colvin Park, Ill., and he used Diamond Crystal Salt. The score was as follows:

Flavor	-	-	-	-	-	-	-	47
Grain	-	-	-	-	-	-	-	25
Color	-	-	-	-	-	-	-	10
Salt	-	-	-	-	-	-	-	10
General Appearance	-	-	-	-	-	-	-	5
Total	-	-	-	-	-	-	-	97

Over 300 Competitors in the Contest, from all the Dairy Sections in both Eastern and Western States, and butter salted with Genesee, Warsaw, Kansas, Athton, Higgins and all the Dairy Salts known in this country; the biggest show of this kind ever held. The Greatest victory on record for a Dairy Salt.

H. P. Eckardt & Co. **WHOLESALE GROCERS** Toronto, **Selling Agents for** DIAMOND CRYSTAL SALT

FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

**FREE
FROM
Disease Germs**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, **WHOLESALE GROCERS** Montreal

{ Lenten Season. }

Barrels and Half Barrels Labrador Herrings.

Barrels and Half Barrels B. C. Salmon.

Boxes Boneless Codfish.

Kegs Lochfyne Herrings.

Crates Scotch Ting.

CAVERHILL, ROSE, HUGHES & CO.

.. MONTREAL ..

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGEN, WHITE & CO. - - - - Montreal.

at the Central Prison, for the infringement of a washboard called "The Globe." By the judgment they were restrained from the further manufacture of the washboards, and so appealed, which appeal the court allowed.

J. T. Sturgis, New York, representing Higgins' Eureka Salt, New York, was here this week.

The latest European mail brings the following: In connection with the gloomy food crop prospects in the Madras Presidency, satisfaction is expressed that the prospects in Burmah are good, and that lower Burmah will be able to export rice to a very large extent to supplement the food supply of India. Seven districts estimate for more than a full average crop, while only the Prome district estimates less than a full average crop. It is calculated that there will be available for export 1,600,000 tons of cargo rice, equivalent to 27,118,645 cwts of cleaned rice, including what is required for Upper Burmah.

A BIG INSURANCE CASE.

An important insurance case that has been interesting a number of companies very closely was settled in this city Monday. The action arose over a fire which took place in the wholesale crockery warehouse of James A. Skinner & Co., 58 Wellington street west, Toronto, on May 19, 1892. There were sixteen companies involved in the loss, which, shortly after the fire, was appraised by Messrs. Lewers and McMahon at \$26,610. The companies regarded this amount as excessive, and Messrs. E. R. C. Clarkson and Cross, accountants, were called in, and, on going through the books, reduced the previous amount to some \$23,200. Seven out of the 16 companies settled on this basis, viz: Western, Imperial, Manchester, City of London, Connecticut, Commercial Union, Guardian. The nine other companies decided to contest the claim, and an action resulted between the Skin-

ners and the contesting companies, which were: North British and Mercantile, Quebec, Mercantile, Lancashire, Hartford, Scottish Union and National, Fire Association, Aetna, Caledonian, the plaintiffs claiming the amount of the first appraisal, the total of which was \$26,610. On the matter coming for trial before Judge Rose in January last an order in accordance with agreement between the parties was made practically setting aside the first appraisal and referring the differences to three arbitrators, Judge Morgan, J. H. Flock, Q. C., London, and S. G. Beatty, Toronto. The arbitrators commenced on the 15th inst., Mr. Wallace Nesbitt representing the plaintiffs, and Mr. E. B. Osler, Q. C., the insurance Companies. Monday morning the case was settled, it being agreed that the companies should pay 60 per cent. of their share in the amount of the first appraisal of \$26,610, each party paying their own costs. The result is that the contesting companies pay about \$1,000 less of the claim than the companies who settled without going into court.

LONDON

RETAIL GROCERS' ASSOCIATION.

The regular meeting of the London Retail Grocers' Association was held in Sherwood Hall on February 14. The evening being very stormy and the sidewalks and streets being very slippery there was not as large an attendance as usual. There was, however, 12 members who braved the rainstorm and slippery walking, and made their appearance at the hall at 8.30 p.m.

The minutes of the last meeting were read and approved, and two new members were admitted.

The usual routine of business was proceeded with without anything special being brought up for discussion until the reading of communications, when the secretary read communications from each of the city millers in reply to a request from this association that they discontinue retailing flour to consumers at wholesale prices or at the same price as supplied to grocers. The millers explained that the principal reason that they were selling direct to the consumer at wholesale prices was that outside millers were cutting the price to the trade in some cases, and the city millers were obliged to do something to retain the city trade. They, however, agreed to discontinue selling at less than regular retail price, providing they get a fair share of the trade of the grocers. This was considered satisfactory to the members present, and the communications were ordered to be filed.

The question of the price of barrel salt was taken up, and it was reported that the price at present varied considerably, but that the stock held was very light, the breaking of the combine being anticipated by nearly every grocer in the city, consequently they bought lightly and at present are waiting results.

The recent rise in the price of soap caused considerable comment. It was granted that the rise in material justified the manufacturers in advancing the price, but it was very questionable if to the extent of 1 1-2c. per pound, with a

report that it would likely go up another 1-2c., making an advance of two cents per pound over old prices. There was no definite action taken.

The question of forming a collecting agency in connection with the association was taken up, and the decision of the solicitor read regarding the advertising and selling by auction accounts that it was found could not be collected by other reasonable means. It was considered by the solicitor to be a little risky. Further discussion on this question was laid over for a better attendance. Meeting adjourned at 10 p.m. to meet again on March 8.

NON-DRINKING EMPLOYEES.

Twenty years ago it was often true that a young man who drank beer, or wine, or even whiskey in moderation, might be advanced to places of greater trust and responsibility. It is now scarcely possible. The habit is simply fatal to success. I do not believe there is a single reputable business house in Chicago where an employee who drinks intoxicants of any kind has anything like an even chance for promotion. The taking of a single glass of beer may, and often does, mean losing the chance of a lifetime. Brainy boys and young men, teetotalers from principle, are plenty enough to fill all the places in the line of promotion.—Chicago Interior.

THE INVENTORY.

January 1, if you have not done so before, have your invoice books divided into columns devoted to date, No., quantity, bought of, discount, cost, retail price, stock No. This will enable you to take stock intelligently at any moment, and prove the case clearly whenever any question concerning stock arises.

The number which you place on the bill and under heading "Stock No." on invoice book, should be stamped on all goods, such as gloves, ties, etc. You will, therefore, be sure of your position when a pair of gloves are returned to you which are not yours, and which you must refuse to take into your stock.

The value of such a system can never be appreciated until tried. You can tell at a glance the age of any article in your stock if you make your stock number like this: F-2-76, which means "Fall of 1892, stock number 76."

The clerk who lets the old stock accumulate which is marked in this way is only building up evidence against himself. Why have they not called attention of buyer or employer to such stock in proper time, and suggested how to handle same, or asked for some ideas of how to push items? It is not that the clerks should lie and cram down the throats of people "slow-selling goods." There is no excuse, however, for not calling the attention of the buyer to such items in stock, and also making liberal display and careful introduction of same to the customers.—Dry Goods Economist.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

J. F. EBY.

HUGH BLAIN.

A Moment's Reflection . .



Higgin's Eureka

EBY, BLAIN & Co. Western Canada Agents **Toronto, Ont.**

will convince every thoughtful merchant that it pays to sell the best Salt to his customers, and to those selling to Farmers and Dairy men it is especially important to do so. By selling good salt to them good butter will be brought in and good butter Always brings a good profit.

Buy Higgin's High Grade Dairy and Table Salt . .

It is poor economy to save A Cent in salt on a tub of butter or a box of cheese, and lose 1 to 3 Cents a pound on the goods.

"Using poor salt to season good butter is like using poor thread in very good cloth."

Write us for Price List, Special Prices on Spring Shipments. Drop us a Post Card, only costs you One Cent.

Gentlemen



We are well . . . pleased with our January trade to date, and are in a position with as fine goods as we ever handled in . . . past to fill all . . . orders

Your Friends

THE SNOW DRIFT CO.

THE OBJECT OF THE SYSTEM.

The customer who had brought some damaged goods back to exchange them, and had patiently accompanied the cash girl from one official to another in pursuance of the regular routing, leaned against the counter to rest herself.

"Your plan of making exchanges," she said, "is really discouraging."

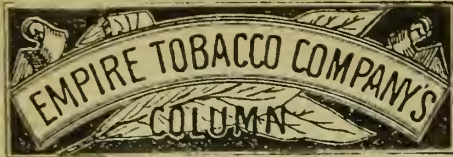
"Yes," cordially replied the young woman at the desk, filling out a blank necessitating a trip to another official two floors above, "that's what it's for."

THE LEGEND OF THE TEA PLANT.

Do you know how the tea plant came to grow? A very lovely Chinese maiden loved with all her soul an equally beautiful Chinese youth, but, alas! she had a rival. However, he plighted his troth to her and all went merry as rice and firecrackers could make it. Just before the wedding the beautiful youth laid himself down under a tree to take a nap. He looked like a picture on a screen. His beauty was too much for the wicked girl, who also loved him, but who was not to be his bride. So she determined to take away some of his good looks. His lashes curled on his cheeks like a bang newly done by a French hair-dresser. Going up to him she immediately cut them off. When his own, his true love, saw him after the accident, she said, "Can this be you?" and he said it was. Then he told of the wicked one, and they both prayed to the gentlest of Chinese gods to finish him up and make his eyelashes grow again, and the Chinese god, being economical, said: "The ones you have lost shall not be wasted; go and plant them, and from them shall spring a tree that shall delight all mankind." And they did as he told them, and at the wedding they had tea from the youth's eyelashes, and the wicked one wept and was beheaded. — Philadelphia Press.

TARDY PAYING RICH FOLKS.

If there is any class of people in the community who, more than another, should be scrupulous in paying debts, it is the rich people. The sacrifice incurred on their parts in so doing is nothing. They simply discharge a duty, and in the act are making for themselves habits which will be of benefit in their business relations in life. But by thoughtless inattention, or a singular reluctance to pay out money, which even those who have much of it exhibit, they do great injustice to others, and get into very bad ways on their own account. When a bill is due to a mechanic or tradesman it ought to be paid, and the man who has the money to discharge such a debt should take pleasure in paying it. He does justice to those whom he owes and to himself by the acts. By withholding it he frequently inflicts, not only injustice, but causes sensible embarrassment, if not distress, to worthy people. The whole matter may seem of slight importance on a cursory view, but there is often an injury caused in this way which is important in pecuniary and other effects. The creditor is at an obvious disadvantage in urging payment, for he is in constant fear that by so doing he may offend and thus lose a customer. He ought not to be compelled to do this. Every man who owes money should take pleasure in clearing himself of the obligation thus incurred. Next to the satisfaction of receiving payment of a debt should be that of making payment for the same, and we are not sure but the two should be on a par here.—Boston Herald.



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

NO SILVER FOR HIS GROCER.

"Yes sir," said Mr. Alltork, shifting his quid into the other cheek and tightening his hold on his victim's coat button, "it's just as I've been telling you. If something isn't done to stop this awful glut of silver the country'll go to smash. Thousands of waggon loads of it, and nobody wants it! Piles and piles of silver accumulating everywhere, and the first thing you know—What do you want?" broke off Mr. Alltork, turning to address a boy who was pulling him by the coat sleeve. "That grocer's bill again? How much is it? Two dollars and a half? I haven't seen as much money as that for six weeks. Run along, son. Don't bother me now. To come right down to the facts, Jones, you know as well as I do that unless the American people take some action on this silver glut," etc., etc.

THE EXPORT BUTTER TRADE.

Canada receives about \$10,000,000 a year for her exports of cheese, and there is no reason why she should not receive \$10,000,000 a year for her exports of butter, instead of a little over half a million dollars. The demand for fresh Canadian creamery in the English markets is unlimited, between June and December; but the great drawback to the success of our export butter trade, as has been often pointed out in these columns, is the absence of a proper system of marketing during the summer months and the stubborn adherence to the old fallacious custom of holding until the fall. Professor Robertson may introduce as perfect a system of manufacture as it is possible to conceive of; but if factory-men cannot be taught to market their product at stated intervals, so as to place it on the English market in a much fresher condition than has been the case during the past few years his labor will be lost. Under the present faulty plan of holding on the part of farmers and factorymen during the summer months, there is ten times less butter produced than there would be if the make was regularly sold the same as that of cheese; and until Canadian makers decide to market their butter as they turn it out the same as cheese makers do, they will never figure to any extent as exporters, not even under the tuition of fifty Professor Robertsons. Why is the Australian and New Zealand export butter trade proving such a success? Because makers sell it regularly during the season. The shipments of butter from the Antipodes to London during the season of 1889 and 1890 were 790,944 lbs. in 1890 and 1891 1,655,000 lbs., and in 1891 and 1892, 5,207,944 lbs., while the estimates for the present season of 1892 and 1892 amount to 7,200,000 lbs. The value of dairy products shipped from New Zealand to London increased from \$5,000 in value in 1886 to \$1,150,000 in 1891, and this season will show a much greater increase. Little Denmark, however, ships as much butter to England as all the other exporting countries combined; and yet Canada has the facilities for producing more butter than Denmark if she only went the right way about it.—Montreal Trade Bulletin.

BRITISH COLUMBIA'S TRADE.

Commenting on some of the announcements that are made in certain of the Pacific Coast papers as to the special advantages they possess for the development of an extensive fish trade with the east, the Victoria Times remarks: "British Columbia has even a better chance than California to engage profitably in a continental fish trade. The colder waters produce a finer quality of fish, and the cooler climate affords better facilities for handling them. Our fishermen have this one marked advantage, of access to unlimited supplies of halibut, which is perhaps the very finest large fish found in American waters, salt or fresh. There can be no obstacle in the way of a great fish trade between the coast and this province and the great inland cities, unless it be the cost of transportation. Quick and cheap transit is one of the essentials, and it is one which the railway companies will find it profitable to provide."

The transportation problem is the embarrassing one, no matter the side of the American boundaries from which the Pacific Coast resident hails. There are over 3,000 miles of transportation to the Atlantic seaboard, on railways which either pool their business or otherwise have some kind of an understanding among themselves, and which, moreover, on the one hand, have contrived to control the rates of the Panama railway, leaving as the only actual competitors the slow service by vessels that are compelled to round Cape Horn or the Canadian Pacific Railway. This latter company, under all the circumstances, not unnaturally regulates its rates by the consideration of what the business will stand and secure to it a share of the trade. Quicker and cheaper transportation is what is wanted by the whole of this Pacific Coast, and if Jim Hill and the Great Northern, or the enterprise formerly known as the Canada Western will step in and supply the requirement, the better for them and the better for existing lines of business, and for those industries that we all know to be so capable of almost unlimited development.—B. C. Commercial Journal.

FUNCTION OF THE BEE.

It will be a surprise to many to learn that after all the most important function of the bee's sting is not its stinging. "I have long been convinced that the bees put the finishing touches on their artistic cell work by the dexterous use of their stings, and during this final finishing stage of the process of honey making, the bees inject a minute portion of formic acid into the honey," writes an authority. "This is in reality the poison of their sting. This formic acid gives to the honey its peculiar flavor, and also imparts to it its keeping qualities. The sting is really an exquisitely contrived little trowel, with which the bee finishes off and caps the cells when they are brimful of honey. While doing this the formic acid passes from the poison bag, exudes, drop by drop, from the point of the sting, and the beautiful work is finished."

John Jamieson & Co's LOCHFYE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**

WINNIPEG—MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

½ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow.

England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,

Commission and

Manufacturers' Agent,

WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Butter is very scarce and in good demand at
20 to 23c. for good to choice; Eggs are 3c. per doz.
but demand at this price is not brisk; Dried
Apples 5 to 5½c. brisk; Green Apples 1.00 to \$2.00
per bbl. demand fair; Beans scarce at 1.20 to \$1.40
per bus.; Potatoes 80c. to \$1.00; Honey 5c. for
Buckwheat to 8c. for Clover Honey. Consign-
ments of Above Solicited.

We have for Sale a line of Creamery
Butter at 23 cents.

J. F. Young & Co.

Produce Commissions,

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant

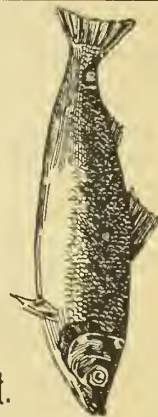
And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod,
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Feb. 23, 1893.
GROCERIES.

Trade seems in a pretty healthy condition, but the volume of business is somewhat lighter than a week ago. To define the cause is mere guess work, but the heavy snow storms and the consequent blockade of the country roads has probably brought it about. But while the market is quieter, values generally are firmer. Canned vegetables continue to gather strength, although no change in prices have been made during the week. Chocolates have advanced 1c. a pound and cocoas are dearer. The soap market is firm and a further advance of $\frac{1}{2}$ c. a pound would not create any surprise. Surprise soap is quoted 85c. a box higher than a week ago. Imported sperm candles have advanced 20 per cent. in sympathy with the advances in hog products. Coffees remain much about the same. Currants are in rather better demand, and with prunes are dearer for importation. Outside these the dried fruit market is much about the same as before. Sugar continues quiet, firm and featureless. Syrups are a little higher. The tea market is getting stronger as stocks grow less. Payments are as a rule reported to be fairly good.

COFFEES.

Demand here is just ordinary, largely on account of high prices. The local market has not advanced anything like what is seemingly warranted by the prevailing conditions outside. Rios are scarce and firm, and the foreign markets are quiet and firm.

DRIED FRUIT.

A fair seasonable trade is being done. The principal demand at the moment is for currants, which are selling well from $5\frac{1}{2}$ c. up; they are dearer, for importations and stocks at Patras are exhausted. There is a firmer feeling in Valencias outside, but the movement here is light; fine off-stalk are selling at 5 to $5\frac{1}{2}$ c. and layers at 7 to $7\frac{1}{2}$ c. a pound. Prunes, like currants, are dearer for importation, and on the spot are scarcer at $7\frac{1}{2}$ to $8\frac{1}{2}$ c. a pound. Dates are in fair demand at unchanged prices.

RICE AND SPICES.

There is still only a light enquiry for rice at $3\frac{3}{8}$ to $5\frac{1}{2}$ c. a pound.

Spices are in active demand but without any actual change in price. The hardening tendency in the price of pepper and cloves has induced a little more buying in these lines.

SUGAR.

The sugar market seems to be holding steady, but the demand continues light. Refiners are very stiff in their views and won't take anything under the regular combination price.

SYRUPS AND MOLASSES.

Syrups are in active demand, the medium and better grades being more called for, and prices are a little higher. Refiners have worked off their surplus stocks and are now asking at least $\frac{3}{4}$ c. more than three weeks ago. There is also an improved demand for molasses.

TEAS.

The demand for teas continues good. Stocks of practically all lines in first hands are becoming smaller and the position is stronger than a week ago. Low grade teas are in small compass. And it is the general opinion that men who buy to-day will get better value than those who defer till May or June because low grade Japans are not expected to arrive here till August. Locally the principal demand at the moment is for low grade and medium Japan teas and medium Assams and Ceylons. Low price Ceylons are also getting scarce, and there seems to be none offering in London at the moment.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Soap promises to go higher.

Imported candles are 20 per cent. dearer.

Davidson & Hay have a fine assortment of syrups in barrels and half barrels.

Eby, Blain & Co. announce special rates for Eureka salt for spring shipment.

A new line of Vostizzas in half cases have been received by Davidson & Hay.

H. P. Eckardt & Co. have just received another shipment of Martin's kippered herrings.

Kippered herrings are in much favor the present Lenton season, and Eby, Blain & Co. report large sales.

McWilliams & Everest are shipping out about 2000 barrels of apples weekly. Two car lots were sent to Vancouver this week.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

James Turner & Co.'s travellers are this week showing grand value in Japan teas, more especially in 25c. tea. Samples are furnished on application.

The steamship Damara, which was due in Halifax early this month, has been detained and will not arrive for a week yet. Hill-wattee tea customers will please note this.

Davidson & Hay have been appointed sole agents in Toronto for Ebnr. Roberts' solidified jellies and Cables creams. A full assortment is expected to arrive in about two weeks.

H. P. Eckardt & Co. are offering a consignment of Eleme figs packed in one and two-lb. boxes, full weights, at $9\frac{1}{2}$ c. for the ones and 18c. per box for the twos; quality the best.

Orient package tea is growing rapidly in popularity. A couple of days ago Eby, Blain

& Co. received an order for 25 chests from a man who two months ago began with five chest lots.

Chocolates and cocoas are dearer. Mott's chocolate is 1c. a pound higher and cocoa nibs have advanced $5\frac{1}{2}$ c. a pound. The cause is the shortage in the crop. The local trade expected the advance.

Eastern reports generally note a good, steady distribution of nearly all varieties of pickled and salted fish at stiff prices. New York movement is good also and at full former rates, but without sign of speculation.

Reports received from the Pacific Coast advise a material increase in the demand for raisins and the completion of some large business, chiefly for Western account. From a reliable source the statement is made that the stock there has been reduced fully 50 per cent. since January 1.

The high prices ruling for 3-lb. canned tomatoes on this side of the Atlantic, it would appear, have prompted holders in the English market to send back some of their goods. One line has been offered at a price which, with refund of rebate of duty on the tins and other charges, makes the cost about \$1.08 $\frac{1}{2}$ landed in New York. Californians are offering their gallon canned tomatoes here.—N. Y. Bulletin.

The position of rice abroad appears to be growing somewhat stronger. Richard Gough & Co.'s latest advices are to the effect that rice in the east is a little firmer. Madras is in a state of famine. There is a large demand in China for the commoner kinds of Saigon and Siam. The Burmah harvest was proceeding satisfactorily, and steamers are busy loading except at Akyab, where rice is being taken at high prices for the Madras coast.—N. Y. Bulletin.

In the course of a business letter to THE GROCER Stewart, Munn & Co., Montreal, say:—"We are glad to say that the fish trade has been very good the past two or three weeks and stocks are now very much reduced. Green codfish has run up to a very high price, and herrings have come in latterly for their share of attention too. Stocks of all sorts of fish are now in a very small compass. Lent is to be very strictly kept this season, and coming so early is very much in favor of the fish market."

BUTTER AND CHEESE.

Deliveries of butter have been a little freer during the week and prices if anything, have an easier tendency. Good dairy butter is in fair demand and fairly steady. For good dairy tubs 19c is the ruling figure with the range from 18 to 21c. Large rolls are the most enquired after at the moment and they sell from 18 to 20c. Choice pound rolls are quoted at 20 to 22c. Bakers' is still scarce and wanted, and would probably fetch 17c. Creamery butter is inactive. There is considerable on the market, but it is held at prices which no one will look at; it is quoted at 23 to 25c in tubs and crocks and at 26 to 27c in pound rolls. Some of the creamery



IT SPEAKS VOLUMES

For the good quality of "KENT" Pickles, when we state that, without the aid of travelling salesmen, the output last year was by far the greatest in the history of the Company. Quality does it. Uniformity holds the trade when once secured. Do you handle them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish

Wholesale lots
only.

FRESH, CURED AND FROZEN fish,
of all kinds, from first hands, **LOWEST**
PRICES.

L. H. DOBBIN, - MONTREAL.

BEAVER BRAND PICKLES

Best Value
in Canada



Send for
Quotations

T.A. Lytle & Co. VINEGAR MFRS. Toronto

UNDERSTAND THEIR BUSINESS

TORONTO, Dec. 15th, 1892.

A. CAMPBELL, ESQ.,

TORONTO, ONT.

MY DEAR SIR:—

I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada.

It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.

Yours sincerely,

A. WHITE,

D. G. F. A., G. T. Ry.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST, - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



HAVE YOU TRIED OUR Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.,
FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS.—Continued

held here is said to have deteriorated in quality owing to the length of time it has been in stock.

Fresh supplies of cheese, here, arrived on the market during the last few days, but all was wanted and prices are $\frac{1}{2}$ c higher than a week ago at 12 to 12 $\frac{1}{2}$ c.

HOPS—There is a good demand for old hops, but the market is otherwise dull and easier. The farmers who a short time ago were holding out for 20c. and, in some instances even 25c, are now peddling their own samples about at 17 to 18c. for 92's. Yearling are dull at 12 $\frac{1}{2}$ to 15 $\frac{1}{2}$ c. On the European markets prices are from 2 to 2 $\frac{1}{2}$ points lower.

PETROLEUM.

Petrolea crude is quoted at \$1.18 per brl.

Following are the latest quotations at Toronto:—Canada refined oil, 14 $\frac{1}{2}$ c.; carbon safety, 17 $\frac{1}{2}$ to 18c.; Canada water white, 20c.; American water white, 25c.; photogene 27c.

COUNTRY PRODUCE.

BEANS—There is a decidedly better feeling and prices are higher, at \$1.25 to \$1.50; car lots of choice sample changed hands at the latter price, Toronto. There are no stocks held here and sellers are advanced in their views.

DRIED APPLES—Been all about picked up and prices are steady at 5 $\frac{1}{4}$ c.

EVAPORATED APPLES—Stocks of these are also pretty well cleaned out. There does not seem to be any demand and prices are unchanged at 8 to 8 $\frac{1}{2}$ c.

EGGS—Offerings are more liberal, while demand is only from hand to mouth; the market is a falling one and a mild spell would probably see a sharp decline in values. Pickled eggs are quoted at 23 to 24c and fresh at 28c.

HONEY—Conditions are much about the same as a week ago; dark is about the only kind offering and that is not wanted; comb would find a ready sale at 15c. a pound.

DRESSED POULTRY—Firm and wanted. Prices are firmer all round. Chickens are quoted at 65 to 75c. a pair, ducks 85c. to \$1 a pair, turkeys at 14c. a pound, and geese at 9 to 10c. a pound.

POTATOES—No material change. Farmers' deliveries were rather free a week or 10 days ago, and this has had the effect of keeping the market pretty well supplied. The ruling price quoted on track is 8c., while 5 to 10 bag lots sell in store at 90c., and 95c. delivered.

ONIONS—Dull and unchanged at \$2 to \$2.25 per barrel.

HOGS AND PROVISIONS.

There has been no material change in the market for dressed hogs. Prices are a little easier, car lots of packers' weights being obtained at \$8.55, while \$8.60 is the outside figure quoted. Holders are still a little strong in their views, while buyers on the other hand

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

are unconcerned. Demand continues good for all hog products.

BACON—Long clear 10 $\frac{1}{2}$ to 11c. Smoked backs are 12 $\frac{1}{2}$ to 13c., bellies 13 $\frac{1}{2}$ c., rolls 10c.

HAMS—In good demand and firm at 13 to 13 $\frac{1}{2}$ c.

LARD—Pure Canadian is 12 $\frac{3}{4}$ c. in tubs, and 13 to 13 $\frac{1}{2}$ c. in pails. Compound 10 $\frac{1}{2}$ to 11c.

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut is \$20 to \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c., hindquarters 7 to 8 $\frac{1}{4}$ c., veal 6 $\frac{1}{2}$ to 8c., mutton 7 to 8c., lamb 8c. to 8 $\frac{1}{2}$ c.

GREEN FRUIT.

The cold spell has curtailed the activity noted a week ago, although business is still fairly good. Oranges have a firmer tendency and a sharp advance is looked for; Floridas are 50c. dearer. Lemons are in good demand, and they are quoted all the way from \$3 to \$4, according to quality. Supply of bananas is about equal to the demand and prices are steady. Quite a few apples are moving; about 7,000 barrels sold last fall were shipped during the week. The market for immediate requirements is quiet and fancy stock is held high. We quote Valencia oranges at \$4.50 to \$4.75 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.50 per box, Mandarines \$2.50 to \$2.75 per box, Tangerines \$3.25 to \$3.50 per box, Palermos \$2.50 per box; lemons \$3 to \$3.50 for choice and \$3.75 to \$4 for fancy; bananas \$1.75 to \$2.50; pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cran-

berries \$10 per barrel, common \$1 per basket; apples, \$1.25 to \$1.75 for market stock and \$3 per barrel for fancy.

(Continued on page 22.)

CANNED GOODS.

TORONTO.

The improvement noted during the last couple of weeks continues. Stocks of tomatoes, corn and peas are getting into controllable shape, and enquiries are becoming more numerous. Holders who were anxious to sell seem to be pretty well cleaned out of stock. The advance of 5c. has been well maintained, and a further rise in the near future is expected. There has been further enquiries from Chicago for canned tomatoes, one house alone being asked for quotations for 2,000 cases. There have also been enquiries from Western cities for tomatoes, peas and corn. It is reported that quite a large quantity of peas and corn have been shipped to Buffalo. It shipments to the other side continue canned vegetables must further advance. The local demand continues brisk.

MONTREAL.

The canned goods market furnishes no special features, and prices on fruits and vegetables are more or less nominal.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5c.

F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

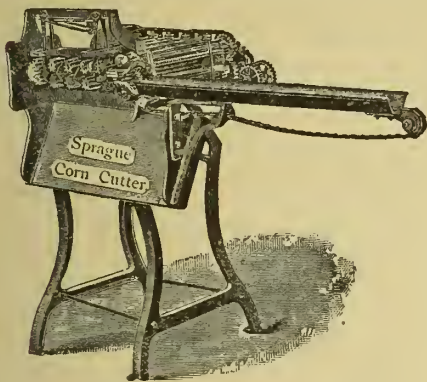
WE AIM AT—

THE **FRUITS**
BEST - AND -

Lowest Possible Price.
CLEMES BROS.

Phone. 1766

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

*We have now about sold
out and our Goods are
in the hands of whole-
salers.*

Ask for them, and if you can-
not get them, we will supply you
with a small order.

The **STRATHROY CANNING AND
PRESERVING CO., Ltd.**

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



N. B.—The old **STANDARD BRAND** of
HORSESHOE CANNED SALMON still
takes the lead, and affords the greatest satis-
faction to both dealer and consumer, and for
uniform excellence in quality and weight
has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

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FORREST CANNING CO'Y,
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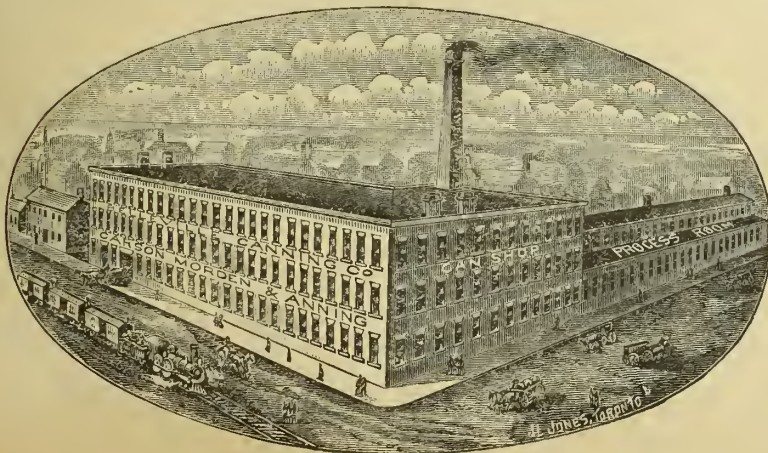
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MARKETS—Continued

FISH AND OYSTERS.

The Lenten demand for fish is brisk. It is general and, compared with previous seasons, is much larger. There are no salmon trout on the market. Oysters are dull and lower. We quote: 7 to 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$2 to \$2.25 per hundred for Lake herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 4c. for flounders, 6½c. for skinned and boned codfish, \$6 for Labrador herring, \$5 to \$5.50 for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 6c. for pike, 8c. for pickerel; oysters, \$1.50 for stds., and \$2 selects.

HIDES, SKINS, WOOL, TALLOW.

SKINS—Sheepskins are coming in more freely, but prices are higher at \$1.25 to \$1.50. Calfskins unchanged at 5 to 7c.

HIDES—Demand continues good and prices firm. Carloads of cured are selling at 5¼c.; No. 1 green cows' is quoted at 4½c. and cured at 5¼ to 5½c.

TALLOW—Scarce and higher, dealers paying 7c. and selling at 7½c.

WOOL—The market is pretty well cleaned out of fleece, which is quoted at 18 to 19c.; pulled is selling moderately well at 22 to 23c. for supers and 26 to 27c. for extra. There are no blanket wools on the market.

SEEDS

The excitement in the red clover market has subsided, but while prices in the United States are lower they remain unchanged here, at \$9 to \$9.25 a bushel for prime to choice quality. Timothy is quiet and unchanged at \$1.50 to \$2, but with mild weather will probably come an improvement. Alsike is quiet and unchanged at \$5.50 to \$6.60.

MONTREAL MARKETS.

MONTREAL, Feb. 23, 1893.
GROCERIES.

The grocery market has been fairly active but some of the big jobbers here complain that the movement toward the country is slower in making itself felt than they anticipated. They cannot understand buyers reason's for holding off, but assert that the fact remains that they are doing so in some sections. In others, however, the returns indicate a greater business than for the same period last year, notably up the Ottawa Valley, but, in Eastern Ontario and in the lower provinces demand is somewhat slow. It is generally admitted, however, that supplies in retail dealers hands throughout the country are small, so that in the natural course of events, this fact should make itself felt forcibly. The tone, as regards values on all the leading staples is firm, and if there is any change at all in this connection the prediction is that it will be upward. Sugar is quiet but steady, teas are firm and the same has to be said of coffees and spices, the supplies of the three last named lines here in first hands being light. Dried fruits are somewhat quiet but prices are firm. There has been a good demand for fish and with the exception of pickled herring all lines of it are firm. Canned goods are quiet but canners who were in the city this week said they were not disposed to urge matters especially on tomatoes. Payments are reported satisfactory on the whole.

SUGARS.

The sugar market is moderately active, but refiners report that they are doing the usual business natural to this season of the year. The tone of the market holds firm with sales granulated at 4½c., choice brights at 4 to 4½c., and low grade yellows 3½c. Advices state that refiners in the lower provinces have advanced their prices to 4½c. on granulated down there. There is no abatement to the firmness of the raw sugar market advices from all primary markets being strong. Some cost and freight business has been put through on behalf of refiners here, but the terms are not known. The delivery it is understood is to be in the latter part of May.

SYRUPS AND MOLASSES.

There has been a fair turnover of Canadian syrups in the wood during the week sales of round lots being noted at 1¼ to 2c. American has changed hands at 18 to 19c. per gallon. There is a somewhat easier tone to note on Barbadoes molasses, and it is claimed that good sized lots have changed hands at 33c. which would hardly have been accepted a fortnight ago. For jobbing lots however, 34c. is still the figure. Business for spring delivery on behalf of importers here has been done in the Islands at 14c. first cost or equal to 19c. f.o.b.

TEAS.

The tea market has been quiet during the week, but the situation is very healthy in more ways than one. Jobbers who stood to make a loss will now come out with a profit owing to the late improvement in the market. The demand for low grade Japans is still a feature of the market, a round lot changing hands the other day at 13 to 14c. Blacks are strong under a fair enquiry. We quote Japans common 13½ to 14½c., medium to good 15½ to 19c., fine 19½ to 22c., and finest 25 to 31c.

COFFEE AND SPICES.

The coffee market has an upward tendency, all kinds being firmly held. Round lots of Maracaibo have sold at 21c. and Rio 19 to 20c. Jamaica is scarce, and in the absence of business prices are only nominal. We quote: Jamaica 19 to 20c., Maracaibo 21 to 22c., Rio 19 to 21c., Java 25 to 27c., and Mocha 25 to 28c. These figures are only possible on straight wholesale lots, business in a jobbing way necessitating an advance on these prices.

Spices are very firm and values are higher all round. Round lots of pepper have changed hands here at 8 to 9c. for black, which is 1 to 1½c. more than was possible a short while ago. There is little or no pimento to be had and 6½c. is an inside figure on it for a straight wholesale lot. Nutmegs have changed hands in straight lots at 50 to 52½c.

DRIED FRUITS.

Another quiet week has been passed in dried fruit, although lately there is a little more enquiry for Valencia off-stalk, a few small lots of seconds changing hands at 4¾c. and prime at 4½ to 4¾c. Cheap common stock is very slow of sale at 4c. Valencia layers are steady at 6 to 6½c. Currants are slow of sale and prices are somewhat easier. We quote 5 to 5¾c., as to package.

NUTS.

Nuts are quiet and unchanged. We quote Pecans 11 to 12½c., Terragona almonds, 10½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

RICE.

A good steady distributive demand is reported for rice at unchanged prices. From first hands in a straight wholesale way we quote: Standard "B," \$3 85; choice, \$4; Japans, \$4 25; Louisiana, \$5 25, and Carolina \$7 to \$7.50. There are no Patnas in the market at present.

FRUIT.

There is a fair demand for lemons, and prices are said to be comparatively low for this season of the year. Fancy Messina stock brings \$2 to \$3 and common to good \$1.25 to \$2. Oranges have met a good demand, and Floridas are somewhat higher at \$3.25 to \$3.50. Valencias rule at \$3.75 to \$4 and Messina \$2.25.

Dates are unchanged at 5 to 5½c. per lb.

There are very few Almeria grapes offering, prices ruling firm at \$8 to \$8.50.

Figs have been in fair demand at from 9 to 12c. per lb. as to quality.

FISH.

The fish market has continued active, and with the exception of herring all kinds of pickled fish rule strong. Round lots of No. 1 green cod sell at \$6 75, with large \$7.50, while dry cod is steady at \$4.75. Smoked and fresh fish have been fairly active also. We quote as follows: Haddock 3½ to 4c., cod 3½ to 4c., steak cod 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5 50; No. 1 green cod, \$7; B. C. salmon, \$12.50 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12 per brl.; do. \$7 per half brl.; Labrador herring, \$4 50 to \$5.00 per brl.; C.B. and N. S. herring, \$4.50 to \$5 per brl.; tommy cods, \$1.75 to \$2.00 per brl.; fresh herring, \$0.00 to \$2 per hundred; haddies, 7 to 7½c.; Yarmouth bloaters, \$1.00 to \$1.25; common do., \$1; fresh frozen mackerel, 8½ to 9c. each; smelts, 4 to 5c.

APPLES.

The apple market is disappointing on local account, a few small sales being reported at \$2.50 to \$3 in jobbing lots of good to choice fruit.

ASHES.

The ash market is firm at \$4.25 to \$4.35 for first pots and \$3.65 for seconds. Pearls are quiet at \$5.20.

HOPS.

Business is quiet. A lot of 8 bales of fine Canadian sold at 20c., and we quote 19 to 20c. as to quality.

BEANS.

The market keeps steady, choice hand picked selling at \$1.35 to \$1.50 as to quantity, with good ordinary at \$1.10 to \$1.20.

POTATOES.

The market remains steady, sales having been made at from 80c. to \$1.00 per box of 90 lbs. in car lots.

EGGS.

The market is weak and lower under a comparatively limited enquiry, Montreal limes being difficult to sell at 23 to 25c., while fresh is quoted at 25 to 28c.

BUTTER AND CHEESE.

There is a fair jobbing movement in butter, all grades ruling firm and we quote:—Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 19 to 20c.; Western rolls, 18½ to 20c.

The cheese market is without any new feature, business being extremely quiet and 11½ to 11¾c. about holders ideas on business for shipment.

FLOUR AND FEED.

TORONTO.

The flour market seems to have lost all its activity of two weeks ago, being now about as quiet as it possibly can be. Prices however remain about the same. In contradistinction to the flour trade, feed is quite active, millers not being able to turn out bran and shorts fast enough to supply the demand. Bran is quoted \$1 higher and is firm at the advance.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.50; strong bakers' \$4 to \$4.10; white wheat patents, \$4.35; straight roller, \$3.40; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.35; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$3.10; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. Cornmeal is \$3.50.

FEED.—Bran is \$16, shorts is \$17 mixed feed \$22, feeding corn 57 to 58c., oats 34 to 35c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The market is quiet, although a fair volume of business is reported on local account. We quote:—Spring patents \$3.25 to \$4.35; winter patents \$4.10 to \$4.25; straight rollers \$3.50 to \$3.75; extra \$3.10 to \$3.25; superfine \$2.70 to \$2.90; fine \$2.35 to \$2.50; city strong bakers' \$4.00 to \$4.25; Manitoba bakers' \$3.50 to \$4.15; Ontario bags, extra, \$1.40 to \$1.50; straight rollers \$1.80 to \$1.85; superfine \$1.30 to \$1.45; fine \$1.10 to \$1.20.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada, BRANTFORD, ONT.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
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J. H. CAMERON, 10 Front St. E.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

Embro
Oatmeal
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D. R. ROSS, - - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

W. W. SUTHERLAND.



MONTREAL Markets Continued.

PROVISIONS.

The movement in provisions is small but business is as good as can be expected. Stocks of pork are small and holders are very firm in their views. We quote:—Canadian short cut pork, per brl. \$23 to \$24; Canada clear mess, per brl. \$20 to \$22.50; Mess pork, American, new, per brl. \$23 50 to Extra mess beef, per brl. \$13 to \$14; Hams, city cured, per lb. 13c. to 14c. Lard, pure, in pails, per lb. 13½ to 14c.; Lard, com. in pails per lb., 10½ to 12c. Bacon, per lb., 12½ to 13c. Shoulders, per lb. 11 to 11½.

Supplies of dressed hogs are pretty well all in, and the market is about over for the season as regards car lots which are nominally quoted at \$8.75 to \$8.85.

MONTREAL TRADE NOTES.

Mr. C. A. Chouillon reports fair sales of his line of Menier's chocolate.

Lightboud, Ralston & Co. have made some big sales of Japan teas recently, and it is the talk that this enterprising firm have done well on their ventures in this line.

The last car lots of dressed hogs of the season were received in Montreal this week, and are held at \$8.75.

There is a comparative scarcity of Almeria grapes here at the moment. Only a few kegs can be had.

There has been more buying of Japan teas here by Chicago houses, two round lots of low grade stock being turned over last Friday.

Montreal refineries have been purchasing raw sugar at the islands for spring delivery on the basis of 19c. f.o.b.

Lower provincial refineries, according to advices received here, have advanced their prices to 4 1-2c. on granulated.

Home made preserves are beginning to run out at this season, and Blaiklock Bros. are offering a nice line of marmalade.

L. Chaput & Co. are doing a good city trade in their special lines of fish, and syrups, molasses, etc.

Lochfyne herrings are a delicacy in the way of fish, and Mr. Kennedy, 463 St. Paul street, says he is prepared to provide it.

To provide for the Lenten season Caverhill, Rose, Hughes & Co. have some palatable lines of fish which should fill the bill.

Some of the French wholesale houses are reported to be offering cuts on canned fruits and vegetables, but the market otherwise is quiet.

A sufficiency of bones is one of the drawbacks to a fish diet, but Munn's boneless cod obviates this difficulty. Stewart, Munn & Co. offer their usual specialties in this connection.

A canner who was in the city the other day said that he did not feel anxious about his stock of tomatoes, as he felt that he could make something of them yet despite the slow demand.

There has been some large buying of raw sugar in New York on Montreal account, some 1,000 bags centrifugals being taken at 3 3-8c. cost and freight for 96 test, and 1,000 barrels molasses at 2 25-32. cost and freight, for 89 test.

The big fire on William street on Monday caused losses of something like \$300,000. Among the firms who sustained

heavy damages were Doyle & Anderson, tea brokers, whose stock of Japan teas was damaged by smoke. The firm value it at \$65,000, and the firm place their loss at \$20,000, and hold policies for \$25,000.

GLASS PACKAGES.

The increasing use of glass in the packing of foods is very remarkable, and is a step in advance. Its purity, cleanliness and beauty recommend it, while the commonness and cheapness of the materials entering into its composition make it non-expensive. Especially on account of the high price of tin and the growing prejudice against its employment in packing articles of food, the manufacturer who is liberal in the use of glass for this purpose, other things being equal, scores an advantage by this means. We note with particular interest that the prejudice against packing meats in tin is strong in Mexico, where it is very desirable, the way being now open to it, that a large trade in American food products be built up. A preference for glass above tin in proximity to articles of food, is one that is entirely spontaneous, and this fact should of itself induce a movement looking to the more economical production of glass, so that its general use for the purpose indicated may be made practicable.—Commercial Enquirer.

KANSAS SALT INDUSTRY.

The salt industry of Kansas has assumed proportions that will entitle it to be classed as one of the wealth-producing sources of the State. There are now thirteen operating plants at Hutchinson and one each at Anthony, Stirling, Wellington and Kingman, while there are mines for rock salt at Kingman, Lyons and Kanopolis. The aggregate capacity of the works at which salt is produced by evaporation is a little over 6,500 barrels daily, while the aggregate of the mines is limited only by the power of the lifts to haul to the surface the mined product.

The capital invested in the salt plants now amounts to \$3,000,000, of which sum \$800,000 has been invested in Hutchinson alone. The actual yield is far below the capacity, owing to the fact that Michigan salt is a competitor on such favorable terms that it can be sold for much less in the Kansas market than can the Kansas salt. This is the result of the peculiar freight rates fixed by the Western Traffic Association, which enables the Michigan manufacturer to lay down his salt at points within forty miles of Hutchinson at less rates than can the producer at the latter point.

All the output of the mines in the state, excepting the rock salt, is controlled by two trusts working together, the Holland Investment Company, of New York controls five of the Hutchinson plants, while the Hutchinson Salt Company controls the others. The two jointly control the output of the outside mines or plants. The result is that there is no competition in this field so far as home plants are concerned.

The rock salt industry is in bad shape, for with four mines the output of any one will more than supply the market. One mine can produce enough in one week to supply the market for six months, so that the capital invested is not yielding very remunerative returns. The cause of the limited market is that the farmers have no faith in the salt as a fertilizer,

and the cattle men will not use it to any extent, believing it to be injurious to their stock. In New Mexico and Texas, where it was used to some extent on the cattle ranches, it was found that it thickened the tongues of the cattle so that they could not eat the short grass, and in addition to this caused sterility, entailing a loss of 25 to 50 per cent.—Commercial Enquirer.

DEPEW ON ADVERTISING.

Chauncey M. Depew is reported to have recently said of advertising, says a contemporary, that it "has increased, it has been perfected, the field has been enlarged, a host of new ideas have been and are being constantly introduced, until to-day advertising is one of the most important elements essential to commercial success." The author of this sententious wisdom ought to know, for he is an expert at keeping himself before the public, and is therein a king among advertisers. Always ready to receive and courteous to the press, the willing victim of the interviewer, and having an opinion for utterance on almost every subject of public concern, good-natured and ready to laugh at his own mistakes at the proper time, Mr. Depew's views on the subject of advertising must be heard with great attention. True, this ingenious gentleman's subject of various and always interesting announcements is himself, what he thinks, and what he says; but the principle underlying the "perfect" advertisement, to use one of his own expressions, is detected quite easily, and is as readily applied to soap or mackerel as to the cultivated and distinguished president of a railroad. Chauncey loves popularity; he therefore poses before the public with a taking confidence and brotherly good humor, which never fails of appreciation. The readers will remember "how Absalom stole the hearts of the men of Israel," by keeping himself before them in presence with kindly smile and word, a ready promise to help and the kiss of paternity. He was an advertiser "born, not made" like the railroad president, whose gilded advantages are no man's envy. Now, there is an obvious moral to these observations; the foundation of the successful advertisement is its power to reach, interest and influence those to whom it is addressed—whether the general public, or a class of retail buyers, it makes no difference. This is simple and plain enough, but is often lost sight of, apparently, when an advertisement is being constructed. Mr. Depew's remarks are not collectively open to adverse criticism, but his claim to perfection in advertising must be received as applying only to some specimens. Take up probably any periodical and examine its announcements with close attention, it will be found that the dull, awkward, redundant advertisement exists to-day—a dead failure measured by the standard above described. If read, it excites no interest much less conviction, and is a dismal waste of words and money. The object of an advertisement must be kept steadily in view in drawing it up, and direct and concise expression is the natural language of an earnest purpose. Generally speaking, there is no doubt that simple and strong simplicity is the most effective means of interesting the majority of people and classes of people. The appreciation of elegantly worded advertisements is an acquired taste and belongs only to the comparatively few.



Specially
Adapted
for Lenten
Season,

Containing no Meat Extracts.

WRIGHT & COPP,

DOMINION AGENTS, TORONTO.

ESTABLISHED 1851.

WE OFFER:

200 BARRELS
No. 1 Labrador Herrings

At \$4.45

Write us for other Prices
of Groceries.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA
SALE



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices
and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

SEASONABLE GOODS

"Clover Leaf" Salmon, flat tins.
"Royal" Lobsters, XXX.
Pine Codfish, 1lb. rolls in 5lb.
boxes, 12 in Crate.
Also Prime Herrings in barrels
and Halves.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

.. TEAS ..

Japans, Medium Grades,
Best Value in Market.
ALSO
Darjeelings and Ceylons,
Specially Selected for Blending Purposes.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering a : :—

Blended Tea AT **25^{C.}** Per Lb.

For Strength and Flavor it is Unequaled.

Ask our Travellers to show it, or
write us for Samples.



Smith and
Keighley

9 Front St. E., Toronto.

TEAS - -

—❖— **A SPECIALTY.**

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.
Lord Byron's "Beppo," VIII.

EDWARD ADAMS
& CO.

Importers of Teas

—AND—

Wholesale Grocers
LONDON, ONT.

FOR LENT.

FRESH ARRIVALS --

Barrels No. 1 Labradore Herrings.
Half Barrels No. 1 Labradore Herrings,
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

T. KINNEAR & CO.,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.
LONDON, ONT.

FLORIDA ORANGE CULTURE.

Orange culture presents a fascination that has become irresistible to many Northerners, says Commercial Enquirer. As a climate for invalids to recuperate in Florida has not proven a brilliant success, the dry atmosphere of the far southwest having been found far better. But the class of men who make their home in Florida six months of the year are lusty, enterprising business men, in possession of all their powers, who go thither every fall to gather the golden fruit from the trees to supply this and other markets. Mr. C. E. Walsh, who is this year sojourning in the land of fruit and alligators, writes in detail of the orange picking and packing industry as well as about the thrifty young men who go from cities and farms of the north to look after their small or large possessions in Florida. Some own only a few acres of orange trees, while others proudly count their orange trees by the thousands. Every one has the strong hope of some day possessing large groves that will return a handsome income for the rest of his life. The returns from some of the groves barely pay expenses for the winter trip, but there is good prospect of a steady increase in the income as the years roll by. Meanwhile, they are content to work on their Northern farms in summer, or in the city stores, for a fair living, while they entertain dreams of future wealth and enjoy the novelty of living north in the summer and south in the winter.

The annual southern-bound company increases in numbers each year, and its ranks are recruited every season by young members who are willing to get a foothold in Florida by working a season or two at sorting and packing oranges for their more favored brothers until they can start their own grove. Land is to be had on the installment plan, and while they make a living at packing and sorting oranges, they clear and plant the land that they are gradually paying for. When the few acres begin to bear fruit then they become their own masters, and their southern trip becomes one of great pleasure and joy.

Probably more than half the good orange groves in Florida are owned by northern people. A few capitalists have invested largely in the fruit business, but the vast majority of the groves are owned by small holders, averaging from two or three acres up to fifty. Consequently very few of the orange growers are wealthy men. They belong to the middle well-to-do class, whose work and energy have been rewarded by a fair permanent income from their fruit orchards. Three-quarters of their owners live north from May until November, and sojourn in the south in the winter months. Southern owners and "Crackers" have been "land poor" from time immemorial, and they are willing to dispose of their property to northerners for a consideration. Every year some of the best orange groves pass from their hands to enterprising northern farmers or progressive city business men who are bent upon making money in fruit growing, and of having a good chance of changing their place of residence twice a year.

Their life in the orange belt in winter is somewhat enviable, and very few of them who have once entered that sort of existence care to leave it. The work

of picking and packing the oranges is not unpleasant, and is a most agreeable change from the hard farm work in their New England fields. The mere novelty of the work lends enchantment to it. Then when the oranges are picked, and the returns have come in from the northern commission merchants, the young growers make a tour of the state. They visit the sub-tropical exposition, linger round St. Augustine for a few weeks to see the life and gayety of the hotels, run down to Cuba for a few days' lark, and spend pleasant days in hunting near the Everglades, or in fishing along the coast. On the whole they make a vacation that compensates largely for their hard, toilsome life on their New England farm.

Accustomed to northern ways, these orange growers study the fruit situation to better advantage than their southern competitors. They visit the northern markets and get the views of commission merchants, and they are pretty sure to be present to take a hand in a law-suit if any "snide" fruit dealer attempts to swindle them out of their fair earnings. The southerner may occasionally fall into the clutches of scheming commission merchants, but it is very rarely that one of these young migrating fruit-growers is caught napping. Their annual visit north enables them to study that end of the business as well as the other end. They have probably done more toward improving the business by adopting better sorting methods and superior packing ideas than any other class of men. Under their management the oranges are subjected to a rigid sorting and careful packing. They are divided up into lots according to their size, quality and color, and each box is carefully labeled and marked. The result is that Florida oranges are rarely different from the marks indicated on the outside of the box.

When a grove is to be picked, the small packing house is thrown open to the air, and the packers and pickers are in their places as soon as the heavy dew is off the fruit. The pickers are provided with strong canvas bags, which they sling over their shoulders, a pair of sharp shears and a light ladder. Every orange is clipped off the tree so that a good stem is left attached to the fruit, and these are dropped carefully into the canvas bags. The light ladders do not injure the trees, and very few branches are broken in the operation. When the bag is full the picker carries them to the packing house and dumps them carefully on the main heap, the russets in one pile and the brights in another.

A long wooden trough is made for the purpose of sorting the fruit. At intervals of every foot a hole is made in the bottom of this trough just large enough to permit an orange of a certain size to fall through and drop into its box. The smallest sizes begin first, and all the small oranges are caught as they try to pass the hole. It takes on an average just 220 of these oranges to fill a box, and, though the box is labeled with this number, no one ever stops to count the actual number of golden fruits that compose it. As the oranges roll down the trough the next hole is reached, and every one that will drop through the aperture goes to make up the box that is marked "200 brights" or "200 russets." The next hole is larger still, and allows 190 to the box, and the others respectively 175, 150, 120 and 90. The latter are very large, fancy fruits, and several trees will generally yield only two such boxes.

The owner of the grove is supposed to

keep himself well posted as to the condition of the market, and to know when to rush the fruit through in car lots. If the grove is a large one, the owner generally finds that all his time is occupied in superintending the work of picking, packing and shipping. The pickers need watching to see that only fruit clipped direct from the trees is brought to the house, and the sorters and packers need overseeing to keep them from getting brights and russets mixed, or bad oranges in the box. The smaller fruit grower cannot afford to hire so much work done, and he has to go in, hand and glove, and help at everything. He has fewer men to work for him, and his sphere of superintendence is consequently limited. Sometimes several northern fellows will own a grove on shares, and they will do the work well for mutual benefit, and they do not need to call in the services of professional fruit gatherers.

In this way between four and six million boxes of oranges are picked, packed and shipped in the state of Florida. They come in just before the holidays, and the flow keeps up with more or less regularity until March. By that time the new fruit blossoms are scenting the air with their fragrance, and the old fruit is getting over-ripe and dropping from the trees.

TIS ALONG THE LINE OF PROGRESS.

The march of progress in business methods tends at the present time more strongly than ever towards a consolidation of interests between the wholesaler and the retailer. What is good for one is good for the other, and this fact is more fully realized by the city dealers than those of the country. The present movement of jobbers all over the country in the matter of refusing to sell country dealers who neglect to carry insurance on their stocks is widespread, and the sooner it is made absolutely necessary for the country merchant to insure, the better it will be for the latter and the safer it will be for the people who hitherto have sold him valuable stocks of goods, and depended on his luck to escape loss by a conflagration.

In nine cases out of ten, when a country store burns down the stock is a total loss, for there is seldom adequate facilities for fighting fire. If a proper amount of insurance is carried the burned out merchant finds himself able to pay his debts, and with sufficient money and undamaged credit to re-establish himself in business. If, on the other hand, he carries no insurance, he wakes up some fine morning to find his house and stock in ashes and himself a ruined man. His debts stare him in the face, and he has no means of meeting his obligations. This is not an imaginary case. It has occurred in dozens of cases.

There has long been a sentiment among the wholesalers against dealing with country merchants who refuse to protect at once their creditors and themselves, from a mistaken sense of security. The prevailing impression seems to be that the country dealer should insure for at least two-thirds of his valuation, and that his failure to provide against disaster both to himself and the man who sells him goods, should furnish sufficient grounds for a refusal to supply him.—Commercial Tribune.

THE MEN WHO MOVE THINGS.

In a talk to young men on the subject of courage, a gentleman once said: "The men who have moved the world have been the men whom the world couldn't move. The men who have turned the world upside down have been the men whom the world could not turn upside down. The men who move things are the men whom nothing can move."

The men whose names shine brightest on the pages of history are the men who absolutely refused to conform to the thoughts and habits of the age in which they lived. The men who have conformed to the world have been deformed by the world, while the men who have sought to reform the world have transformed the world, and have been themselves transformed.

PEPPER-RAISING IN CAMBODIA.

The pepper plant, says M. Adhemard Leclere, in the *Revue Scientifique*, is not a bush, as some writers say, but a vine which has to be supported by a tree when wild, and by a strong stake when cultivated. The author has seen the vines growing nearly wild near Chandoc in Cambodia, where they had been planted by the villagers and left to themselves. They grew vigorously, and to considerable length, but bore only a few bunches of fruit, and that of an inferior quality. An abundant crop of good pepper can be obtained only by careful and skilful cultivation. The industry thrives in the province of Kampot, where it is pursued in some twenty villages. At the village of Suam Ampil there are 89 planters and more than a hundred plantations, containing 48,000 stocks. The plants are propagated from cuttings, which are made about eighteen inches long and are taken from stocks two or three years old; they are supported by stakes about ten feet high, which are solidly planted in the ground, and are fertilized at the season every year with a special manure, which is composed of eight parts of good soil and one part of pounded shrimp shells. The plants are liable to attack by a minute parasite that destroys their fruitfulness, to obviate which they are treated with a decoction of tobacco. The first crop, but an insignificant one, appears in the third year after planting. A crop of about a kilogramme per stake of two plants is gathered in the fourth year, and the increase continues for eight or ten years. Exceptional plants in good soil may return four kilogrammes per stake, but a crop of from two to three kilogrammes and a half is considered a fair average. Some plants will live fifty years, but they are seldom remunerative after forty years; and, as a rule, a plant thirty-five years old is considered of no further value. The plants bloom in May and June, and the gathering of the crop begins in February. The bunches which have turned red are picked, and the others are left for future visitations. The berries are stripped from the bunches and dried in the sun till they are black, when they are packed and made ready for sale. White or grey pepper is produced by letting the berries get a little riper, and cleansing them from their outside envelopes. In some districts the removal is assisted by soaking the berries in sea water. One laborer can usually take care of about one thousand stakes.

BRAZILLIAN SNUFF.

The snuff which at one time was made by the Indians of Brazil is said to have been excellent in flavor. Its process of manufacture was peculiar.

The mill was made of a slab of jacaranda or rosewood cut to resemble a rude wooden frying-pan, the handle being about four inches in length, and the pan part about five inches square; with the exception of a cavity in the centre of the pan, the entire face of the mill was covered with the most beautiful "key" carving, but the back was plain and void of ornament, the handle representing a reptile, bird or fish. A smooth stick of rosewood, nine inches long by three-quarters of an inch thick, and of a cylindrical shape, formed the pestle. The pan was laid on the knee, the broken leaf tobacco dropped into the cavity and then ground or kneaded with the pestle until reduced to a smoothish powder, while the fragrance was given to the snuff by the heat engendered by rubbing the leaf between the two pieces of rosewood. As soon as the powder was formed, and while yet hot, it was quickly snuffed up the nose through the hollow shin bones of a crane or other small bird, which were united by a curious piece of plaited work and were finished at the end by small, round pieces of wood to fit the nose and to insure a perfect draft. The apparatus was carried slung around the wearer's neck, and the tobacco was carried in a cruspa or bag around the shoulder.

FOOD PRODUCTS IN MEXICO.

Writing from the United States Consulate at Piedras Negras, Consul Eugene O. Fehet in a report to the Department of State at Washington, says that corn, cereals, meats and flour of all kinds are now virtually excluded from all parts of Mexico, save the narrow strip of country called the free zone, on account of a prohibitory tariff. Sugar is also excluded for the same reason. Molasses and syrups are imported to a considerable extent, chiefly for the American residents. Preserved and conserved fruits in tin or glass carry an excessive duty, and consequently the trade in these articles is limited. The duty upon a 2-pound tin is 75 cents. Our American canned fruits pay the same high duties as preserved and candied fruits that are chiefly imported from Europe. Canned vegetables, pickles and sauces can be more largely imported, as the duty is about 8 cents per pound. French, German and English products are more common in Mexico than those of the United States, but from an investigation of prices and qualities it is believed our American canned articles can successfully compete in the Mexican market, and should be pushed, as the field will repay the effort.

Condensed milk is from the United States. The demand is limited and largely confined to American mining camps, railroad con-

struction gangs, etc. Crackers have a fair sale, especially the sweet fancy crackers, and should be shipped in very light tin cases, as the duty is 7½ cents per pound gross weight.

Potatoes, onions and apples come from the United States and find a good market. Dried and evaporated fruits are much cheaper in Mexico than canned goods, as the duty is but 5 cents per pound net. There is a complete lack of fresh fruits in the northern half of Mexico for the greater portion of each year, and the demand for evaporated and dried fruits from the United States is very good and may be very greatly developed.

Potted meats and game under the former tariff were fairly in demand, and with the duty now reduced to 8 cents per pound, including weight of tin or can, the demand will be largely increased. European potted meats command a well-deserved reputation, but some of our American specialties in this line are well abreast of the European in regard. Deviled ham, for instance, is everywhere well known, and under the name of "Jamon del Diablo" (Devil's ham) finds a ready sale. Boneless ham in tins can be imported and sold cheaper than hams in cans. Potted meats from Europe are generally packed in glass with tin covers, and this mode of packing is preferred in Mexico, as tin is believed to be dangerous.—Commercial Enquirer.

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.
**Stewart, Munn & Co.,
MONTREAL.**

FRESH FISH - - : : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL SMELTS,
FLOUNDERS, Etc.

Orders Promptly Filled.
D. W. PORT & CO.,
Wholesale Fish Agents,
Esplanade, - - TORONTO.

DRY GOODS.

(FROM THE DRY GOODS REVIEW.)

Reports from various sections of the country show that the roads are very heavy on account of the great fall of snow, and business is somewhat slow. In British Columbia trade has been nearly paralyzed by the intense cold, the thermometer having registered 5 below zero, an unusual thing in that province. Still this is a season when the results of lessened traffic cannot be so serious as at other seasons, but nevertheless they are being felt.

Trade is quiet this week, but by the latter part of the week will improve. Some Northwest merchants are already on the market and some have purchased bulky parcels.

People seem to have become reconciled to the advance in sewing and art silks are buying freely once more. Hence an increased demand is noticeable generally.

Latest advices from England say that on account of the recent advance in rubber, the prices of rubber clothing have advanced 6d. per garment. This will make present stocks valuable.

NOTES.

Snow white collars are being sold at ten cents per dozen less than formerly by John Macdonald & Co. These goods are imitation of celluloid. They also offer a special line of unlaundried shirts, reinforced front, heavy cotton, which can be retailed at fifty cents. The balance of a manufacturers stock of braces at \$1.50 a dozen is a clearing quotation in which twenty different designs are included. Men's heavy sheeting coats are still selling at old prices in spite of the advance. American hairpins in imitation barrels, light houses, champagne bottles, etc., are sold so as to be retailed at 5c. each. A case of hat, towel and clothes racks has just been opened up.

W. R. Brock & Co. are showing three job lines of prints which they secured by buying the whole manufacturer's stock. They are already half sold; and as they can be sold at 8 and 10 cents dealers wanting the best value at these quantities would do well to examine these lines.

Black and colored surahs are in stock again, large shipments being opened up, by John Macdonald & Co. A further supply of plaid surahs for blouses has just been received. These goods are very active at present. Repeats of Victoria lawn and velveteens have arrived this week. The range of qualities in these lines is very choice and the prices moderate.

W. R. Brock & Co. are showing a large stock of gloves in pure silks in black, cream, tan and other colors; taffetas and lises in Hermesdorf's absolutely stainless blacks and in assorted colors. The lines they are showing to be retailed with a handsome profit at 10, 12½, 15, 20, 25 and 50 cents are, they claim, not to be equalled in value; because their order was placed early in the season, being about the first Canadian order, which

enabled them to avoid the advance of 10 to 25 per cent. which was announced immediately after their purchase.

Embroideries, especially in cambrics are being shown in long range by Caldecott, Burton & Spence. The shipments are large, although it can scarcely be said that embroideries are as strong in favor as in previous seasons. This is due to increase in favor of laces; and this house has an excellent range in Irish guipures, Torchons and black and cream silks. In parasols and umbrellas their trade has doubled during the past year. Their 75c., 90c., \$1.15 and \$1.50 lines are, they claim, unequalled in the trade.

Wyld, Grasett & Darling are making a display this spring in prints of all kinds, cretonnes, art muslins, as well as a large variety of linen goods, which is the largest and finest in their history. The beauty of the colorings and the styles of their fancy prints would in a great measure account for the present expansion of their business. In the dress goods department they are showing very choice novelties in all classes of dress fabrics. In imported woollens, which is a very large feature of the firm's business, the latest effects in English and Scotch tweeds, worsteds, and the newest tints in spring overcoatings are shown. They have an immense variety of tailors' trimmings, and a large assortment of domestic tweeds from the best manufacturers.

What is distinctly a novelty is a very handsome range of costume silk shown by Caldecott, Burton & Spence, in Japan goods, though printed and finished in Lyons, France. The range is principally navys and blacks in polka dots, floral and figured patterns. They will come in well for blouses, but if the Canadian trade follows the American in this taste, they will be largely used for costume dresses.

W. R. Brock & Co. are showing some beautiful things in ladies' dress fabrics. The crepe shot effect in fine woollens is magnificent and taking, and their range of stripes, diagonals, and combinations of diagonals and florals is worthy of more than passing attention. They are selling rapidly at sight.

Samson, Kennedy & Co. have nearly finished shipping their spring goods. Their sales in fast black hosiery have been enormous, and they carry some very leading lines. In gloves they have a well assorted stock of laced kids, dome fasteners, silks and taffetas, and other leading varieties. Their stock of gauntlets in the different classes has been much appreciated by their customers. In their men's furnishing department they have an excellent stock of neckwear, including the Society Knot, flat shapes, and Derbys in all widths. In fancy cotton neckwear they are showing a very large range in Derbys, bows, and puffs. In McIntosh's ladies' and men's waterproof garments they carry a full range of tweeds, parmattas, sheetings and silk finishes. In shirts they are showing new lines in white, negligees, flannelettes, and knit goods. They control the celebrated "Sterling Quality" make of shirts, collars and cuffs. In umbrellas their variety is almost endless, and a special line No. 200 at \$9 is being shown which is claimed to be extra value at the price. In laces, Irish Guipures, and Pointe D'Irelande, are the leading lines. Two-tones,

beige and black are the leading things in these. In veilings, gauze, chenille spots and nets are well assorted. They control a line of corsets known as the Sterling, and they claim it to have certain unsurpassed features. They are prepared for a huge trade in Windsor ties; plaids are the latest variety. In Ivanhoe and Bonne house caps they exhibit a nice range; also in washing sunbonnets and hats. In dress goods, whip cords, bez, galines and shot effects are the season's specialties, and are shown in different qualities. They are opening up a new range of French delaines, comprising all the latest novelties.

Some of the very latest novelties in fancy boating shawls are the diagonal and basket work stitch, as shown by Gordon, Mackay & Co. in a very choice selection of colorings, principally plaid combinations. They state that their sales in the shawl department are larger than any previous season's.

Anticipating the millinery openings, W. R. Brock & Co. have just received large shipments of fancy ribbons, new frillings, new veilings, laces, Brussels' nets, Mech-lins, and a variety of trimmings suitable for the millinery trade. These are marked on staple goods margin.

In view of a threatened advance in price, Gordon, Mackay & Co. have placed an exceedingly large order for handkerchiefs, including a range of Shamrock bleach cotton, in 5-8, 3-4, and 7-8. This range is making a deservedly high reputation for itself on account of its exceptional value.

The showing of John Macdonald & Co.'s woollen department for this season is a most extensive one, being composed of much that is new, and all that is desirable for the merchant tailoring and general trade. Black worsted coatings is one of the special lines to which their buyer has been paying particular attention. They show an immense range in a variety of makes and weaves. In colored worsted suitings their assortment is an extensive one, and excellent taste has been displayed in the selection of it.

THE U. S. SUGAR TARIFF.

It is said that no action relating to sugar will be taken until the new Administration assumes control. An extra session of Congress in March depends largely upon the action or non-action of the present Congress on the silver question. In the meantime the newspapers of the United States are quite active in moulding public opinion to some decisive action on sugar, and generally in the direction of continuing free trade rather than a duty. The annexation of the Sandwich Islands, which is now being agitated is really quite a question of sugar tariff. For fifteen years up to April 1, 1891, under the reciprocity treaty with the islands, the United States virtually paid the sugar producers of those islands a bounty of two cents per pound, amounting to about \$5,000,000 per annum. Since April 1, 1891, under the McKinley bill, the islands have lost this bounty, and the United States is paying it instead to our own sugar producers. The Sandwich islands will not accept from us any annexation or protectorate or what not that does not give them this \$5,000,000 bounty on sugar, hence the question becomes in reality a tariff question, and should be considered in connection with the general revision of the tariff, when that subject is before Congress.

JUST ARRIVED - -

Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

DAVIDSON & HAY,

36 Yonge St., TORONTO.



...  **HIGHLAND** ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
...  **EVAPORATED**
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

... PREPARED BY ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

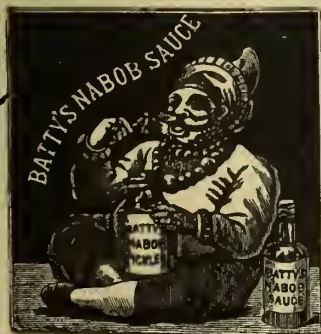
Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

ARE THE FINEST QUALITY AND GUARANTEED PURE.



BATTY AND CO'S

PICKLES . . . | JAMS
SAUCES . . . | and—
MARMALADES | JELLIES

A TRIAL ORDER WILL SATISFY THE BUYER
THAT BATTY'S ARE THE BEST.



123 and 125 FINSBURY PAVEMENT,
LONDON, ENGLAND.

WRIGHT & COPP, DOMINION AGENTS, TORONTO.

In consequence of large sales, we have cleared out all Japans under 15 cts. per lb., but now offer:

Special Values at 15 to 16c.

“ “ “ 20 to 25c.

Japan Nibs “ 12½ to 14c.

Congous “ 15 to 16c.

Indians and Ceylons all grades

LIGHTBOUND, RALSTON & CO.

Wholesale
Grocers

MONTREAL

SERVING WATERMELON.

The nicest and most convenient way of serving watermelon, which is often served so clumsily that it is an embarrassment to both hostess and guest, is to cut off the ends and lay a very thick slice of the fruit on a folded napkin on a round dish. Take a tablespoon and scoop out two or three spoonfuls of the ripest part for each person. Have very cold, and serve with forks. In China the fruit is often frozen for a dessert. Scoop out the pulp, free it from seeds, mash it quite fine, and mix with it a cupful of powdered sugar. It may be served in a bowl or basket shaped from the rind.—Ex.

THE WORLD'S HOP CROP.

The Homestead of Syracuse publishes an exhibit of the world's supply and demand of hops for the current season, ending August 31, 1893. The exact shortage on the world's supply is 3,500,000 pounds, which must be made up by the consumption of old stock if there be enough on hand for the purpose. There is an estimated shortage of 6,000,000 pounds in the English supply, and England has yet to secure enough hops to meet this demand before the end of the season. It is noteworthy that while every effort has been made to keep the price of American much below 25 cents per pound foreign hops have been imported at a cost of 39 cents, in addi-

tion to the duty, thus showing that American brewers are willing to pay fully 55 cents for foreign hops, while they begrudge 25 cents for American hops, which, on the whole, are infinitely superior to the imported article, which is mostly of cheap Russian growth, repacked in Germany and labelled as choice Bavarian hops and especially for the export trade. The output of beer in this country increased by 50,000 barrels during the first four months of the present season ending January.

LOTS OF BRAIN WORK.

The careful observer who will spend some time in the principal stores where the commission business is extensively conducted must be impressed with the necessity of a cool, level head to keep the wheels in motion, and at the same time avoid the risks that lead to loss. In other words, it seems to be absolutely necessary to have one man at least in the firm who will devote most of his time to "thinking." That is perhaps the proper expression.

It is necessary to study carefully each week and each month what to do and how to do it, keeping in the proper channels the various lines necessary in a successful business. The products of each season and in each accessible district must be looked after in time before secured or controlled by rival firms and competing markets. All these

matters and a hundred others that might be added can never be judiciously managed without careful forethought and timely action.

Therefore, the firm doing a large business who would keep close to shore and avoid the breakers must see the necessity of a man whose time will be largely devoted to thinking. By no other means can a prudent and safe business be so well conducted—by no other step can the business be so well divested of the elements of risk and the hasty steps that lead to losses and errors. The average commission merchant permits himself to get too busy, and too often with labors which might be delegated to others—to cheaper help. Physical labors do not compare with brain work in the commission business no more than they do in other walks of life.—P. M. Kiely, in Produce Trade Reporter.

A customer secured is a promise of greater salary in time.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

You can lose more than we do by not subscribing for this paper.

CANADIAN CHEESE IN ENGLAND.

The London Grocer by latest mail says of cheese: No change can be reported in English produce, which, as previously pointed out, for some time past is in poor supply through stocks in the country having run very low, and a limited demand suffices to keep prices up to their former level; common qualities from 56s. to 62s. useful at 66s. to 70s. and fine to finest at 74s. to 86s. per cwt. The market for Canadian and American maintains a firm appearance, and selected white cheese has realized a slight advance at 57s. with colored at 56s. Qualities about 50s. to 52s. having been principally worked off, hardly any are obtainable thereat, and it is believed that the general stocks at the depots and warehouses in London are considerably shrunken. In Dutch cheese there is little doing, but the supply is meagre and quotations are fairly supported. The top prices for New Zealand cheese are 50s. to 54s. and for "skims" 28s. to 30s. whilst no intermediate sorts are on show.

HOP GROWING IN GERMANY.

The American consul at Frankfort supplies the following particulars respecting the cultivation of and trade in, German hops: The area of land devoted to hop culture in Germany in 1889 was 113,116 acres; in 1890, 109,927 acres; and in 1891, 109,826 acres. Of this whole area Bavaria had 66,262 acres in 1890, or about half the hop fields of the whole German Empire, and this proportion is steady and nearly invariable, the variation in area in Bavaria during the past ten years not having exceeded 10 per cent. The entire hop product of Germany during the past ten years has been by years as follows: 1882, 36,296,000 lbs.; 1883, 41,218,000; 1884, 57,540,000; 1885, 66,196,000; 1886, 60,238,000; 1887, 48,580,00; 1888, 44,520,000; 1889, 71,565,000; 1890, 49,262,000; 1891, 46,800,000. In Bavaria alone the yield of 1890 was 28,439,000 lbs.; and in 1891, 22,440,000 lbs., or about half the entire product of the empire. On the 1st of January, 1892, 5 per cent. of the previous season's crop remained in the hands of the farmers, the remaining 95 per cent. being in the hands of brewers and dealers or consumed. It is impossible to separate that part of the hop supply which is in the hands of dealers from that which is owned by brewers, for the reason that in any cases brewers have purchased and own large quantities which they keep stored in the warehouses of dealers, withdrawing the hops gradually as they are needed for consumption. The hops of Bavaria are mostly collected and marketed at Nuremberg, though Bamberg and Munich are also important hop markets. Every large city in southern Germany deals more or less in hops, though in some of these places the quantity handled little beyond the supply needed for local consumption. The entire export of hops from the whole of Germany to all countries during the year 1889 was as follows: Austria, 1,100,000 lbs.; France, 3,500,000; Russia, 1,700,000; Belgium,

2,400,000; England, 8,000,000; United States, 4,000,000; other countries, 6,000,000; total, 26,700,000. The total exports of 1891 are estimated at 19,712,400 lbs, but the official statistics are not available until several months after the close of the year to which they refer. Hops are also imported into Germany, mainly from Bohemia and Hungary, the total imports for the whole Empire being 2,700,000 lbs. in 1885; in 1886, 2,300,000; in 1887, 2,500,000; in 1888, 2,400,000; and in 1889, 3,700,000. The range of prices for 1891 was as follows: In October, at the harvest season, 7 1-2d. to 1s. 2 1-2d. per pound. It should be understood, however, that these prices are the rates paid by dealers to the hop growers for their crop as picked, and without being cured, the curing process being usually performed in Germany by the dealers, whereas in England and the United States hops are uniformly dried by the farmers and delivered to the merchant cured, baled, and in marketable condition. The outlook for hop-growing in Germany can hardly be called favorable. The crop is an uncertain one both as regards yield and price. In a poor season the harvest, in all but the most favored localities, is apt to be meagre, though the ruling price may be high. In a good year there is invariably an overproduction with a corresponding depression in values, so that within a space of twelve months hops may sell at 20 marks or 400 marks for a given quantity of the same product. This uncertainty is especially distasteful to the German farmer, who usually is a man content with a moderate profit provided it be reasonably certain, but he has no capital which justifies him in taking great or uncertain chances. The Bavarian Government, recognizing the uncertainty of the culture, advises the peasants to restrict hop growing and turn their attention more to asparagus and small fruits. The manufacture and consumption of beer are steadily, though slowly, increasing in Germany, but the use of hops does not increase proportionately, for the reason that notwithstanding the rigid restrictions and penalties that are imposed on all adulterations in brewing, the use of substitutes which cheapen the cost of production, is constantly augmenting. It is not probable that American hops will, for a long time at least, find an important market in Germany, for the reasons that this country already produces a surplus, which forms an important article of export, and because most German brewers who have tried American hops affect to believe that they are not as suitable as those of native growth.

ROADS AND GOOD GOVERNMENT.

The following from Merchants' Review is intended for American readers, but in its application it can be made to reach Canadians:

The question of the improvement of the condition of country roads is certainly receiving the attention it deserves, says our contemporary, important as it is to farmers, country merchants, and receivers of country produce. One can hardly take up a paper or magazine which does not contain either an account of a meeting of some organization for the improvement of the roads or an article emphasizing the importance of the movement. But the question of good roads is not of greater moment than the question of good municipal, or town, or county government, and yet, although good roads,

like good, clean streets, may be expected to follow good government—the proper care of the public thoroughfare being one of the duties of the authorities in our cities and towns—there seems to be a great deal of indifference among those chiefly concerned, that is to say, the business men, as to the kind of government which is furnished. In most of the larger cities good paving is conspicuously absent, while street cleaning appears to be one of the lost arts. The result is that trucking or carting is made more expensive than it ought to be, while the goods of retail merchants are often injured by the clouds of dust and dirt which arise in the streets during dry weather, and enter through every crevice in the store windows and door to the greater or less detriment of the stock. The conditions of the streets of the leading cities ought to receive greater attention than usual this summer, because there is a probability of cholera making its appearance here, but how can the public expect to have clean streets with such governments as those of New York, Brooklyn, Philadelphia, Boston and other large cities. Immense sums of money may be spent in spasmodic attempts to avoid the threatened danger, but if they are misspent, as they probably will be if they are allowed to pass through the hands of incompetent and corrupt office-holders, the work will almost certainly be badly done.

Municipal government, with hardly an exception, is excessively costly in this country, and is as inefficient as it is expensive. The consequence of the waste of money in this manner is a heavy tax rate, which in turn affects the cost of living of urban communities. Rents are enormously high in most eastern cities, as many retail merchants know from sad experience, and one of the reasons is the high tax rate, for which the squandering of municipal funds in excessive salaries and other directions is responsible.

Good, yet economical government, whether in towns or cities, is certainly a great desideratum, but it will seldom be seen unless the public bestirs itself in that direction as vigorously as it seems to be doing in the endeavor to better the condition of the country thoroughfares. The trouble is no doubt that partisan feelings are allowed to interfere with movements for reform in municipal and town governments. The Democrat will not sacrifice what he deems his party principles by voting for a good candidate of Republican proclivities, and the Republican voter will have nothing to do with the Democrat who runs on a reform ticket for a city or town office. State and national elections are held at the same time as the local elections, and the issues are mixed by crafty politicians and partisan newspapers, whereas local issues should not and need not be involved in those upon which the more momentous elections are decided. Instead of local governments being administered in a business-like manner by men who understand how to transact business, and therefore in an economical and efficient way, they are placed in the hands of political machines, the managers of which are only interested in extracting as much money as possible from the taxpayers' pockets for the benefit of themselves and their hordes of followers. The system is so bad that it is wonderful the results are not worse than they really are. Good municipal and town government ought to be as dear to the hearts of the public as good roads, but the Greater desideratum is in danger of being neglected in the agitation for the lesser although still important object.

BUSINESS CHANGES.

SALES MADE OR PENDING.

Steeves & Scott, grocers, Moncton, N. B., have dissolved.

The general stock of R. J. Harrison, Fleeteville, has been sold.

Foote Bros., lobster packers, Grand Bank, Nfld., have dissolved.

The general stock of Begg & Co., of Colingwood, is to be sold.

J. G. Gibson, boots and shoes, Carleton Place has closed up his business.

Perkins & McCracken, grocers, of this city, are advertising their business for sale.

The general stock of D. A. McLean, of McIntyre, has been sold at 56c. on the dollar.

Miss Elizabeth Kerr, general store, Drumbo, has been succeeded by J. J. Pickard.

The general stock of D. Paguette of St. Elphege, Que., has been sold at 35c. on the dollar.

A. W. & R. Corbeil, grocers, Montreal, have sold out to P. Grace & Co., who take possession May 1.

The dry goods and boot and shoe stock of Harris & Weir, Kingsville, has been sold at 60c. on the dollar.

The Tegar bankrupt stock of boots and shoes has been sold at Woodstock at 76c. on the dollar to Mr. Hatch.

H. E. Thomas, general store, Vaneesa, has been succeeded by George Howey. Mr. Thomas has gone to Feeterville.

Ashplaut & Brown, boots and shoes, London, have dissolved; John S. Brown continues. J. R. Grant, tobacconist, of the same city, has been succeeded by A. E. Ladell.

FIRES.

M. and J. Hickey, general store and liquors, Chatham, N.B., have been burned out.

The two-story frame store and dwelling, occupied by William Nightingale, Brussels, was burned Saturday night. Loss on furniture \$2,000, and stock \$11,000. The insurance is divided between the Norwich Union, Western, Northern, Mercantile, Waterloo, Commercial Union and Royal.

DEATHS.

Mr. J. P. O'Malley, dealer in groceries and liquors, Newmarket.

H. D. Prince, of the firm of H. B. & T. R. Prince, general merchants, Mount Uniacke, N. S.

John Wishart, one of the oldest residents of St. John, N.B., and the oldest merchant and business man, died Sunday. Mr. Wishart was in his 94th year, having been born at Montrose, Scotland, in 1799.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

L. S. Lewis, general store, Newboro, has assigned. The creditors will meet 24th inst.

J. R. Elliott, general merchant, of Lawrencetown, N.S., is offering to compromise.

Edwards & Co., groceries, etc., Dundalk, have assigned and the estate is to be wound up.

George Halliday, general merchant, Arm-prior, is offering to compromise at 40c on the dollar.

Nathan Markson, general merchant, Glen Almond, Que., is in luck. He has secured a compromise.

General storekeeping has not proved profitable to Thomas MacNicol, of Oak Lake, and he has assigned.

W. F. Beck & Co., wholesale wines, Montreal, are in difficulties, and a demand of assignment has been made.

Edward Snell, merchant at Jamestown, has had to assign. C. B. Armstrong, of London, is in charge of the stock.

W. J. Kirk, general merchant, Webbwood, has assigned to J. W. Lawrence, and a meeting of creditors has been called for 28th inst.

A general storekeeper at St. John, N.B., named John Calder, has been unable to make financial ends meet, and so he has assigned.

Auguste Demers, groceries and liquor dealer, Montreal, has assigned. He owes about \$6,000, and the largest creditor is A. J. Charlebois, \$2,778.

W. A. P. McPherson, general merchant, Little Grace Bay, N.S., has assigned. So has Jacob S. Hart, who is in the same line of business at Whycocomagh, N.S.

W. & R. Bryne, run a general store in Cupids, Nfd, but they could not woo enough customers and so woe has come upon them they having applied to be declared insolvents.

Joseph Amable Thibault, grocer, has assigned at the demand of the Rev. Jude Amable Thibault, with liabilities of \$5,377 81. The largest creditor is the Rev. J. A. Thibault, \$2,000.

Groceries, dry goods and fresh meat. Carney & Barrett, of Nelson, B.C., were in all these, but could not get enough out of them to make financial ends meet, and so they have assigned.

A meeting of the creditors of Fred Johnson, of Walkerville, was held in Windsor,

Friday afternoon. It was agreed to extend the time for three, six and nine months. Mr. Johnson's total indebtedness is \$1,900, and his assets are about \$2,400, which includes book accounts to the amount of \$1,100. R. F. Sutherland was appointed trustee to take an assignment of the accounts and a mortgage on the chattels for security.

Shipley & Co., private bankers, Ailsa Craig, have suspended payment. Liabilities are estimated at \$66,000. The bank was largely taken advantage of by stock dealers and farmers, and the deposits were large. One farmer in the neighborhood is said to have had \$12,000 on deposit. At a meeting of the creditors, held Saturday, an offer of 40c. on the dollar was refused and the estate was ordered to be wound up.

THE BEET CROP.

Mr. Licht's report of Jan. 21st., gives the following estimate in tons of the European Beet Sugar production of the 1892-93 campaign, as compared with the three preceeding campaigns:

	1892-3	1891-2	1890-1	1889-90
Germany	1,210,000	1,198,156	1,331,985	1,261,607
Austria	772,000	788,156	778,473	753,078
France	600,000	651,377	694,037	787,989
Russia	460,000	550,991	544,162	451,711
Belgium	185,000	180,377	205,623	221,180
Holland	75,000	46,815	76,615	69,765
Other Countries	97,000	88,635	80,000	80,000
Total	3,402,000	3,501,920	3,710,895	3,633,630

ANTI-TOBACCO.

The enemies of tobacco have not yet died out. An Anti-Tobacco Association still continues to exist, we believe, but its outlook cannot be very cheerful. Smokers are still liable to be told that Balzac wrote: "Le tabac detruit le corps, attaque l'intelligence, et hebeete une nation"; and the opinions of certain doctors are often quoted with great unction; but lovers of tobacco console themselves with the trite reflection that doctors disagree, and with the thought that if tobacco is a poison, it must be, as Fontenelle said of coffee, a very slow poison. Most of us will continue to applaud Lord Lytton's summing up: "A pipe! It is a great soother, a pleasant comforter. Blue devils fly before its honest breath. It ripens the brain. it opens the heart; and the man who smokes thinks like a sage and acts like a Samaritan."—All the Year Round.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

A GROCERY BUSINESS FOR SALE IN THE town of Chatham; a choice business stand, good opening for an experienced, live man with some capital. John McClary, London, Ont. 10

TO RENT—A STORE AND DWELLING, with a small stock of boots and shoes for sale. W. S. H., care GROCER. 12

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N. Y., U.S.A.

GOOD BUSINESS CHANCE.—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.



**(CHAS.
WILSON**

Manufacturer
of

**PRIZE
MEDAL**

Ginger Ale

TRADE MARK (Registered)

—AND—

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 519 Sherbourne St.
3004. TORONTO.

SEEDS — Everything for the Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD. TORONTO, ONT.**

WANTED—Choice Dutch Setts and Shallot Onions

GENERAL STOCK OF MERCHANDISE AND BUILDING FOR SALE

At a bargain. Stock well assorted;
about \$3,000. Business estab-
lished 10 years. Annual turnover
about \$15,000. Opposition tri-
fling. Situated in one of the
finest sections of Ontario. Terms
easy. Apply,

t.f. EDITOR, THE GROCER.

Soaps

Sanitary, New Process,
Borax Electric . . .

Our Prices Have not been Advanced as yet.

SEE OUR TRAVELLERS

Pure Gold Mfg. Co.

31 and 33 Front St. East

TORONTO

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior
Packet Concentrated Jellies, etc. etc. All goods having
their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

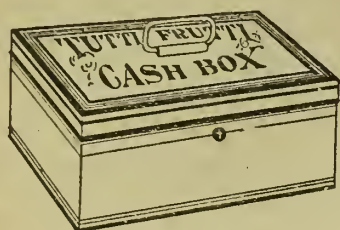
GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single
tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT

**EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT**

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.



USE SPANISH BLACKING

THE KING OF BLACKINGS

THE F. F. DALLEY CO. OF HAMILTON, L^{TD}.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE

Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

OUR TRAVELLERS

Are now on the road with an elegant line of Biscuits and Confectionery.

We are this year introducing many specialties. Ask to see them, or write direct to the house for samples.

Wm. Paterson & Son

BRANTFORD.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's

Black Lead

NO DUST

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" **BLUE**
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c.
Won't Wear the Blades like others.

6d. and 1s. Tins.
NIXEY'S

"INVICTA" **KNIFE POLISH.**
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

75 Front Street East, - - TORONTO.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

37 Old Corn Exchange, Manchester,
—————and—————

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

“ REFERENCES ”--Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Feb. 24, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.



	PURE GOLD.	per doz.
	5 lb. cans, 1 doz. in	
	case.....	19 80
	4 lb. cans 1 doz.	
	in case.....	16 00
	2½ lb. cans, 1 and	
	2 doz in case.....	10 50
	16 oz. cans, 1, 2 and	
	4 doz. in case.....	4 60
	12 oz. cans, 2 and 4	
doz. in case.....	3 70	
8 oz. cans, 2 and 4		
doz. in case.....	2 40	
6 oz. cans, 2 and 4		
doz in case.....	1 90	
4 oz. cans, 4 and 6 doz in case ...	1 25	

		Per doz
Dunn's No. 1, in tins.....	2 00	
" " 2 "	75	
Cook's Gem, in 1 lb pkgs.....	\$1 75	
" " 7 oz pkgs.....	85	
" " 2 oz	40	
" " 5 lb tins.....	65	
" " bulk, per lb....	12	
	Per doz	
Empire, 5 dozen 4 oz cans.....	\$0 75	
" 4 8 "	1 15	
" 2 16 "	2 00	
" 1/2 5 lb cans.....	9 00	
" bulk, per lb.....	15	

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, 1n 2 and 4 doz boxes.....	\$2 40
" 10, 1n 4 doz boxes.....	2 10
" 2, 1n 6	80
" 12, 1n 6	7c
" 3, 1n 4	55
Pound tins, 3 oz in case.....	3 00
12 oz tins, 3 oz in case.....	2 40
5 oz tins, 4	1 10
5 lb tins, ¼	14 00
Ocean Wave, ¼ lb, 4 doz cases.....	75
" 1 lb, 4	1 80
No. 1, 2	1 90
" 1 lb, 2	2 20
Wave 5 lb, ¼	9 60



WHITE STAR.	per doz
4oz tins, 3 doz in case	0 75
12 " 2 doz in case	2 00
5lb " 1 " "	9 00
5oz glass jars, 2½ doz	
in case	1 10
10 oz glass jars, 2 doz	
in case	
Bulk, per lb	

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8
Arrowroot	\$0 10
Butter	0 6
" 3 lbs	0 20
Cabin	0 7
Cottage	0 8

Digestive	0 08
Daisy Wafer.....	0 16
Garibaldi	0 09
Gingerbread.....	0 10
Ginger Nuts.....	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10
Pie Nic	0 09
Prairie.....	0 08
Rich Mixed	0 14
School Cake.....	0 11
Soda	0 06
" 3 lb.....	0 20
Sultana.....	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07
Wine.....	0 08

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3.....	4 50
" " 5.....	8 00
" " 10.....	9 00
Japanese, No. 3.....	4 50
" " 5.....	7 50
Jaquot's French No. 2.....	3 00
" " " 3.....	4 50
" " " 4.....	8 00
" " " 5.....	10 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1.....	9 00
" " 2.....	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.....	per doz	\$2 00
No. 4, " " " " " " " " " " " "		1 25
P. G. FRENCH BLACKING.		
	per gross	
$\frac{1}{4}$ No. 4.....		\$1 00
$\frac{1}{4}$ No. 6.....		4 50
$\frac{1}{4}$ No. 8.....		7 25
$\frac{1}{4}$ No. 10.....		25

BLACK LEAD.

NIXEY'S

	Lo	Ca
Refined in 1d., 2d., 4d. and 1s. packages, (91lb. boxes) 7s 6d	3d	5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes).....	4s 3d	2 00
Silver Moonlight, Plumbago Stove Polish (1½ lb. boxes).....	4s 3d	1 50
6½ lb. in large ¼d. pkts. 1 gross.....	4s 3d	1 50
13 lb. in large ¼d. pkts. 2 gross.....	8s 6d	3 00
13 lb. in large 1d. pkts. 1 gross.....	7s 6d	2 50
13 lb. in large 2d. pkts. ½ gross.....	7s 6d	2 50
Reckitt's Black Lead, per box.....		1 15
Each box contains either 1 gro., 1 oz.; ½ gro., 2 oz. or ¼ gro., 4 oz.		

F. F. DALLEY & CO.

Silver Star Stove Paste 9 00
Packed in fancy wood boxes, each
box contains 3 doz.

BLUE.

Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BEECKH & SONS, per doz		
X Carpet, 4	strings, net	\$3 00
2	" 4	" "
3	" 8	" "
XXX Hurl 4	" 4	" "
1X	" 4	" "
2X Parlor 4	" 4	" "
3	" 3	" "
4	" 3	" "
5	" 2	" "
Warehouse 4	" "	" "
Ship	4	" "
1 Cable	2 wire bands, net...	" "
2	3	" "

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz.
Apples, galls.....	\$0 85 \$1 00
" do., "do."	" "
Blackberries, 2's	2 00 2 25
Blueberries, 2'	1 00 1 10
Beans, 2'	0 90 1 00
Corn, 2's	0 85 1 00
" Epicure	" "
" Special Brands.....	1 30 1 60
Cherries, red pitted, 2's.....	2 10 "
Pears, 2's	0 85 1 00
" Sifted select.....	" "
Pears, Bartlett, 2's.....	1 75 "
" Sugar, 2's.....	1 50 "
Pineapple 2's.....	2 75 "
Peaches, 2's.....	2 00 2 25
" 3's	3 00 3 25
" Pa, 3's	" "
Plums, Gracages, 2's.....	1 75 2 00
" Lombard.....	1 75 1 65
" Lawson Blue.....	1 50 1 90
Pumpkins, 3's	0 85 1 00
" gallons.....	3 00 3 25
Raspberries, 2's	2 00 2 40
Strawberries, choice 2's .	2 00 2 40
Succotash, 2's.....	" "
Tomatoes, 2's.....	1 65 "
" do.	0 85 1 00
"Thistle" Finnan haddies	1 60 "
Lobster, Clover Leaf.....	2 40 2 60
" Crown flat.....	2 40 2 50
" tall.....	1 90 2 00
" Other brands	1 80 2 10
Mackerel	1 00 1 10
Salmon, talls.....	1 45 1 60
" flats.....	" "
Sardines Albert, 2's tins ...	. 12%
" " 2's ""	. 20
" Martiny, 2's ""	. 10 10%
" " 2's ""	. 16 17
" Other brands, 9%	11 16 17
" P & C, 2's tins.....	23 25
" " 2's ""	33 36
Sardines Amer, 2's "	61 8
" " 2's ""	9 11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef	11cans	\$1 60	\$1 75
"	" 2 "	2 65	2 80
"	" 4 "	4 80	5 00
"	" 6 "	8 00	8 25
"	" 14 "	17 50	18 50
Minced Collops, 2 lbs.	.....	9 60	
Roast Beef.....1 "	"	1 50	
".....2 "	"	2 60	
".....4 "	"	4 75	
Par Ox Tongue, 2 1/2 "	"	\$8 00	8 25
Ox Tongue.....2 "	"	7 85	8 00
Lurck Tongue.....1 "	"	3 25	
".....2 "	"	6 00	6 25
English Brawn.....2 "	"	2 75	2 80
Camb. Sausage.....1 "	"	2 50	
".....2 "	"	4 00	
Soups, assorted.....1 "	"	1 35	
".....2 "	"	2 25	
Soups & Bouill.....1 "	"	1 80	
".....6 "	"	4 60	
Potted Chicken, Turkey, or Game, 6 oz cans.....		1 60	
Potted Ham, Tongue or Best, 6 oz cans.....		1 35	
Devilled Tongue or Ham, 1/2 lb cans.....		1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....		2 25	
Sandwich Ham or Tongue, 1/2 lb cans.....		1 50	
Ham, Chicken and Tongue, 1/2 lb cans.....		1 75	

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets ..	0 75
Orange Blossom 150 pieces 1 00	
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces... (with brilliant stone ring)	1 30
Sappota, 150 pieces	1 00
Sweet Fern, 230 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 116 pieces	0 75
Bo-Kay, 150 "	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	
Sign Box (new).....	
Tutti Frutti cash box 800 "	6 00

C. R. SOMERVILLE.	
Mexican Fruit, 36—5c. Bars.....	1 20
Pepsin (Dysepasia), 20—5c. Bars ..	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100," ..	0 70
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
(Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.)	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS

TODHUNTER, MITCHELL & CO.'S	
Chocolate—	Per lb
French, $\frac{1}{4}$'s....6 and 12 lbs.	0 30
Caraccas, $\frac{1}{4}$'s....6 and 12 lbs.	0 35
Premium, $\frac{1}{4}$'s....6 and 12 lbs.	0 30
Sante, $\frac{1}{4}$'s, 6 and 12 lbs.....	0 22
Diamond, $\frac{1}{4}$'s, 6 and 12 lbs....	0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopati's, $\frac{1}{4}$'s, 8 & 14 lbs	30
" Pearl " " " "	25
" London Pearl 12 & 18 " "	32
" Rock " " "	30
" Bulk, 1n bxs.....	18
EPT'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 $\frac{1}{2}$
BENDSOP'S ROYAL DUTCH COCOA.	
$\frac{1}{4}$ lb. cans, per doz	\$2 40
" " " " " " " " " "	4 50
1 " " " " " " " " " "	8 50
FRY'S	
(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Caraccas, $\frac{1}{4}$'s, 6 lb. boxes	0 40
Vanilla, $\frac{1}{4}$'s, " " " " " "	0 40
"Gold Medal" Sweet, 6 lb bxs....	0 30
Pure, unsweetened, $\frac{1}{4}$'s, 6 lb bxs....	0 40
"Fry's" Diamond $\frac{1}{4}$'s, 6 lb bxs....	0 26
"Fry's" Monogram, $\frac{1}{4}$'s, 6 lb bxs....	0 28

Cocoa—	per doz
Concentrated, 1's, 1 doz in box...	2 40
" 1's, " "	4 50
" 1 lbs. " "	8 75
Homoeopathic, 1's, 14 lb boxes....	0 34
" 1 lbs. 12 lb boxes...	0 34

JOHN P. MOTT & CO.'S

Mott's Broma.....	per lb	\$0 80
Mott's Prepared Cocoa.....		28
Mott's Homopate's Cocoa (4s)		35
Mott's Breakfast Cocoa.....		55
Mott's Breakl. Cocoa (in tins)		11
Mott's No. 1 Chocolate.....		31
Mott's Breakfast Chocolate.....		22
Mott's Caracas Chocolate.....		41
Mott's Diamond Chocolate.....		23
Mott's French-Can Chocolate.....		21
Mott's Navy or Cooking Choc		36
Mott's Cocoa Nibbs.....		20
Mott's Cocoa Shells.....		5
Mott's Vanilla Chocolate stick	22s 24	40
Mott's Confec Chocolate.....	22c-40	
Mott's Sweet Choc. Liquors	21s-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1 lb. boxes.....	70 76
Iceland Moss 1 lb in 12 lb boxes.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	15
Cocoa Essence per doz	4 00
Chocolates—	
Mexican, $\frac{1}{4}$ lb in 10 lb bxs	36
Queen's Dessert, " "	40
Vanilla, " "	35
Sweet Caracas	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) $\frac{1}{4}$ lb	30
Royal Navy (sweet)	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Prisms, in 6 lb bxs	30

WALTER, BAKER & CO'S

Phumote—	
Prepared No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	40
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	39
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb., in cases, 21 bxs 6 lbs each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1 lb., 4 lbs	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....	50

Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins...	45

MENIER FABRICANT DE CHODOLAT.
Paris et Noisiel.

	Per 120 lb. case lot.	Per 12 lb. box.
	per lb.	per lb.
Yellow wrapper...	\$0 34	\$0 36
Chamois.....	0 43	0 48
Pink	0 50	0 56
Blue.....	0 58	0 66
Green	0 50	0 56
Lilac.....	0 58	0 66
Bronze	0 65	0 74
White Glace	0 73	0 83
Premium	0 38	0 42

Fancy Chocolates.

Fingers—			
40 in a box.....	per box	} \$0 36 \$0 40	
20 " "	" "		

Croquettes—			
Yellow wrap.	"	2 70	3 00
Pink	"	}	3 75 4 20
Green	"		

Croquettes are packed 12 1/2 lb. pack-
ages in a box and 8 boxes in a case

Yellow wrapper per lb	\$0 40	\$0 45
Pink " "	} 0 55	0 60
Green " "		

Each case contains 54 1 lb packages or
108 ½ lb packages.



" Highland Brand
Evaporated
Cream, per
case 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 20

CHAS. BECKE & SONS. per box	
gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package....	0 85
" 6 " " " " " " " " " "	1 25
" 4 " " " " " " " " " "	0 90
cotton bags	

COFFEE.

GREEN c. per lb

Mocha	28	33
Old Government Java	25	35
Rio	20	22
Plantation Ceylon	29	31
Porto Rico	24	28
Guatemala	24	26
amaica	22	22
Maracaibo	24	24
TOPHUNTER, MITCHELL & CO.		
Excelsior Blend	34	32
Our Own	32	32
Jersey	30	30
aguayra	28	28
Mocha and Java	35	35
Old Government Java	30	32
Arabian Mocha	35	35
Maracaibo	30	30
Santos	27	28

RECKITT'S Blue and Black Lead

**ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.**

Jelly Wafers = Erie Biscuits =

Toronto Biscuit and Confectionery Co.

7 Front Street East

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20 39
Say's Parisien, in 1/2 and 1 lb tins	30

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 03 1/2
Borax		0 12	0 14
Camphor		0 65	0 75
Carbolic Acid		0 30	0 50
Castor Oil		0 07 1/2	0 08
Cream Tartar		0 23	0 30
Epsom Salts		0 01 1/2	0 02
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
" boxes		0 15	0 17
Gentian		0 10	0 13
Glycerine, per lb.		0 17	0 20
Hellebore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 30	0 35
Salpetre		0 08 1/2	0 09
Soda Bicarb, per keg		2 50	2 75
Sol Soda		1 00	1 25
Madder		0 12 1/2	....

DURABLE PAIS AND TUBS

WM. CANE & SONS, MANUFACTURING CO

NEWMARKET.

Steel hoops, painted and grain'd	Per doz.	2 20
Brass hoops, oiled and varnish		3 25
No 1 tubs		9 50
No 2 "		8 50
No 3 "		7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 1/2 oz.	1 75
" " " " 3 3/4 oz.	2 00

(SEELY'S FLAVORING)

Concentrated, 2 oz. full measure	1 75
" 4 oz. " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	per doz.	\$2 75 \$3 00
" No. 2, 4 oz tins		4 50 5 00
" No. 3, 8 oz tins		8 00 8 75
" No. 4, 1 lb tins		12 60 14 25
" No. 5, 2 lb tins		25 00 27 00

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	54
" " " " bbls	6
" Filiatras, bbls	52
" " " " bbls	6 1/2

Currants, Patras, bbls	54
" " " " bbls	6
" " " " cases	7 7
" Vostizzas, cases	7 1/2 9
" " " " cases	8 1/2 10
" 5-crown Excelsior (cases)	8 5 1/2
" " " " case	8 1/2 8 3/4

Dates, Persian, boxes	5 6 1/2
Figs, Elemes, 14 oz., per box	11 11 1/2
" 10 lb boxes	11 12
" 30 lb bxs. 7 crown	15 16
Prunes, Bosnia, casks	4 1/2 5 1/2
" " " " cases, new	8 1/2 8 1/2
Raisins, Valencia, offstalk old	5 1/2 5 1/2
Selected	7 7 1/2
Layers	7 1/2 8 1/2
Raisins, Sultanias	6 1/2 10

" Eleme	....
" Malaga	....
London layers	2 25 2 50
Loose muscatels	....
Imperial cabinets	....
Connoisseur clusters	4 00 4 50
Extra dessert	4 50
" qrs.	....
Royal clusters	....
Fancy Vega boxes	....
Black baskets	3 50 3 80

Malaga.....		
London layers.....	2 25	2 50
Loose muscatels.....		
Imperial cabinets.....		4 50
Connoisseur clusters.....	4 00	4 50
Extra dessert ".....		4 50
" " qrs.....		4 50
Royal clusters.....		
Fancy Vega boxes.....		
Black baskets.....	3 60	3 80
" " qrs.....		
Blue ".....		
Fine Dehesas.....		
" " qrs.....		

DOMESTIC

Apples, Dried, per lb.	0 05 1/2 0 05 1/2
do Evaporated	0 07 1/2 0 08

FISH.

Oysters, per gallon	1 50
" select, per gallon	2 00
Pickrel	0 08
Pike	0 07 0 07 1/2
White fish	0 07 1/2
Manitoba White fish do	0 07 1/2
Salmon Trout	0 07
Lake herring	1 50 2 50
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring	5 00
Salmon trout, per 1/2 bbl	....
White fish, 1/2 bbl	5 50 5 75

Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	6 00 6 50
Boneless fish	0 04 1/2
Boneless cod	0 06 1/2 0 08

Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08 1/2
Flotaters	1 00 2 25
Digby herring	0 14 0 16
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod	0 07
B.C. salmon	0 13
Market Cod .....	....
Frozen Sea Herrings	1 75 2 00

GRAIN.

Wheat, White	0 67 0 68
" Red Winter	0 66 0 67
" Goose	0 59 0 60
Wheat, Spring, No 2	0 61 0 62
" Man Hard No 1	0 00 0 68
" " No 2	0 84 0 85
" " " " 3	0 77 0 78

Our new Biscuits. Ask our
travellers to show samples, they
are great sellers. Our Sodas
still continue to be the best
made.

Oats, No 2, per 34 lbs	34 35
Barley, No 1 per 48 lbs	46 47
" No 2 extra	40 41
" No 3	36 37
Rye	52 54
Peas	53 60
Corn	00 00

HAY & STRAW.

Hay, Pressed, "on track	9 25 9 50
Straw Pressed, " "	5 50

HARDWARE, PAINTS AND
OILS.

CUT NAILS, from Toronto

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 90

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg .. 3 65

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 7 1/2 p.c.	

WINDOW GLASS: [To find out what
break any required size of pane comes
under, add its length and breadth to-
gether. Thus in a 7x9 pane the
length and breadth come to 16
inches; which shows it to be a first-
break glass, i.e., not over 35 inches in
the sum of its length and breadth.]

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00

ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12, per cent.

HINGES: Heavy T and strap	0 4 1/2 0 5
" Screw, hook & strap	0 3 1/2 0 4 1/2

WHITE LEAD: Pure Ass'n guarantee
ground in oil.

25 lb. irons	per lb 4 4 1/2
No. 1	5
No. 2	4 1/2
No. 3	4

TURPENTINE Selected packages, per
gal

LINSEED OIL: per gal, raw	0 56 1/2 0 57 1/2
Boiled, per gal	0 59 1/2 0 60 1/2

GLUE: Common, per lb. 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00

Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant. Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXET'S

"Cervus" boxes of 1 doz.	
6d. London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLYN'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
" Ringed" 5 lb boxes, per lb.	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity " Licorice, 200 sticks	1 45
" " " 100	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHTLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins	
per lb.	25
" Fine, in 1 lb jars	23
" Fine, in 4 lb jars	70
Ex Sup., in bulk, per lb	30
Superior in bulk, p. lb	30
Fine, " "	15

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in 1/2 lb. tins	0 42
Pure in 1/4 lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivioia	13	14
" Tarragona	15	16
" Fornigetta	12	14
Almonds, Shelled Valencia	28	32
" Jordan	45	50
" Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, oases	10	11
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.		
to 10 bbl lots, Toronto	Imp. gal	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 20	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Toronto, Agents		
per doz		
Home Made Tomato Catsup	qts	6 00
" " "	pts	3 50
" " "	1/4 pts	2 00
Chili Sauce	pts	4 50
" " "	1/4 pts	3 25
SOUPS (in 3 lb cans).		
Tomato		3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus		4 50
Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne, Vermicelli, Vegetable		4 25
LEA & PERRIN'S	per doz	
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50

LAZENBY & SONS		Per doz
Pickles, all kinds, pints	.....	3 25
" " quarts	.....	6 00
Harvey Sauce-genuine—hlf. pts	.....	3 25
Mushroom Catsup	"	2 25
Anchovy Sauce	"	3 25

PRODUCE.		
DAIRY.		Per lb
Butter, creamery, tubs	\$0 23	\$0 25
" dairy, tubs, choice	0 19	0 20
" " medium	0 15	0 17
" low grades to com	0 13	0 15
Butter, pound rolls	0 20	0 22
" large rolls	0 18	0 20
" store crocks	0 18	0 20
Cheese	12	0 12 1/2

COUNTRY		
Eggs, fresh, per doz	0 23	0 30
" limered	0 23	0 24
Beans	1 25	1 50
Onions, per bbl	1 00	2 25
Potatoes, per bag	90	95
Hops, 1891 crop	0 13	0 15
" 1892	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.		
Bacon, long clear, p lb	10 1/2	0 11
Pork, mess, p. bbl	.....	0 21
" short cut	22 00	23 00
Hams, smoked, per lb	.....	0 13 1/2
" pickled	.....	0 12
Bellies	.....	0 14
Rolls	0 10 1/2	0 11
Backs	.....	0 13
Lard, pure, per lb	0 13	0 13 1/2
Compound	0 10	0 10 1/2
Tallow, refined, per lb	0 06 1/2	0 07
" rough	.....	0 02

RICE, ETC.		Per lb
Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	5 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10
Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2

ROOT BEER.		
Hire's (Liquid) per doz	.....	\$2 00

SPICES.		
GROUND		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	16	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.		
BRITISH AMERICA STARCH CO BRANTFORD.		

1st quality white, in kegs and brls	3 1/2
1st quality white, 3 lb. cartons	4
Lily White gloss, crates and cases	5 1/2
Brantford gloss, 1 lb.	5 1/2
Canada Laundry, Boxes	5 1/2
Pure Prepared corn	6
Challenge Corn	5 1/2

KINGSFORD'S OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages	8	
12-lb " "	8 1/2	
38 to 45-lb boxes	8	
Silver Gloss Starch—		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " 1 lb. package	9 1/2	
40-lb " 1/2 lb.	10	
40-lb " assorted 1/2 and 1 lbs.	9 1/2	
6-lb " sliding covers	9 1/2	
38 to 45 lb boxes	9	
Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages	8 1/2	
20-lb " "	8 1/2	

ST. LAWRENCE STARCH CO.'S		
Culinary Starches—		
St. Lawrence corn starch	7	
Durham oorn starch	6 1/2	

Laundry Starches—		
No. 1, White, 4 lb. Cartons	.....	4 1/2
" " Bbls	.....	4 1/2
" " Kegs	.....	4 1/2
Canada Laundry	.....	4
Ivory Gloss, six 6 lb. boxes, sliding covers	.....	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	.....	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	.....	6 1/2
Ivoryine Starch in cases of 40 packages	.....	\$3 00

SUGAR.		c. per lb
Granulated	.....	4 1/2
Paris Lump, bbls and 100 lb. bxs	.....	5 1/2
" 50 lb. boxes	.....	5 1/2
Extra Ground, bbls	.....	5 1/2
" less than a bbl	.....	6
Powdered, bbls	.....	5 1/2
" less than a bbl	.....	6 1/2
Extra bright refined	.....	5 1/2
Bright Yellow	.....	3 1/2
Medium	.....	3 1/2
Brown	.....	3 1/2

SALT.		
Bbl salt, car lots	.....	1 00
Coarse, car lots, F.O.B.	.....	0 65
" small lots	.....	0 85
Dairy, car lots, F.O.B.	.....	1 00
" small lots	.....	1 25
" quarter-sacks	.....	0 40
Common, fine car lots	.....	0 75
" small lots	.....	0 95
Rock salt, per ton	.....	12 00
Liverpool coarse	.....	0 75

HIGGINS' EUREKA SALT.		
F.O.B. Montreal—		Per Sack.
Full sacks, 22 1/2 lbs	.....	2 30
Quarter sacks, 56 lbs	.....	0 58
Sacks con'g 16-14 lb. p'kts.	.....	2 76
F.O.B. Toronto—		
Full sacks, 22 1/2 lbs	.....	2 60
Quarter sacks, 56 lbs	.....	0 67 1/2
Sacks con'g 16-14 lb. p'kts.	.....	3 00

SYRUPS AND MOLASSES.		
SYRUPS.		Per lb.
D	.....	2 1/2
M	.....	2 1/2
B	.....	2 1/2

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

We Advertise Extensively in Newfoundland
AND IN THE PROVINCES OF
NOVA SCOTIA, NEW BRUNSWICK,
PRINCE EDWARD ISLAND,
ONTARIO, QUEBEC, MANITOBA,
and BRITISH COLUMBIA.

This should encourage the Wholesale and Retail to keep
and push the Sale of

Johnston's Fluid Beef.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss" Kingsford's
(Others so-called are imitations of our brand.)
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5 pound Glass Jars.

"PURITY, PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	23	2 1/2
E. Superior	23	2 1/2
XX	23	2 1/2
XXX	23	3
Crown	23	3 1/2

MOLASSES.	Per gal
Trinidad, in puncheons	0 35 0 37
" bbls	0 38 0 46
" 1/2 bbls	0 40 0 40
New Orleans, in bbls	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb	7
Do. 2, 6-16 and 3 lb bars	"	6 1/2
Primrose, 4 1/2 lb bars, wax W	"	6 1/2
John A. cake, wax W. per doz	42	
Mayflower, cake	42	
Gem, 9 lb bars per lb	5 1/2	
" 13 oz, 1 and 2 lb. bars	7	
Queen's Laundry, per bar	2 75	
Pride of Kitchen, per box	6 50	
Sunshine, boxes, 100 tablets	3 40	

MORSE'S SOAPS.

Mikado (wrapped)	0 06
Eclipse	0 06 1/2
Stanley Bar	0 06 1/2
Defiance	0 06 1/2
Toronto, 12 oz.....	Per doz 0 50
Ruby, 10 oz	" 0 30
Monster, 8 oz	" 0 24
Detroit, 14 oz	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.....	" 0 72

Mottled in 5 box lots, 100 bars	5 00
Do. 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	3 50
Royal Laundry	3 25
Octagon	4 00

Royal Magnum	Per doz	0 25
Do. 25 doz per box	0 20	
Anchor, Assorted	0 40	
" Castile	0 50	
Morse's Assorted	0 45	
Morse's Roso	0 45	
" Windsor	0 45	
" Castile	0 45	
Bouquet, paper and wood	0 80	
Prize Magnum, White Castile	0 72	
" Honey	0 72	
" Glycerine	0 72	
" Oatmeal	0 72	

" Honeysuckle	Per doz	0 72
Sweet Briar	0 85	
Extra Perfume	0 55	
Old Brown Windsor Squares	0 30	
White Lavender	1 00	

White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85

Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise	5 75
Sunlight	3 50

TEAS.

Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

CEYLON.

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67 0
Ingots, rough and ready, 8's	64
Laurel, 8's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 40 lb boxes	51

Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 1/2 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	54
16 1/2 lbs	53
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	51
St. Lawrence, 2 x 3, 7s. caddies	45
about 17 lbs.	46
Banner, 2 x 3, 7s. caddies about	46
17 lbs.	46
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	42
Louise, Solace, 12s. caddies about	47
16 lbs.	46 1/2
Florence, Solace, 12s. caddies	
about 17 lbs.	
Hawthorne, 8s. butts 23 lbs.	
Something Good, 6s. butts 21 lbs	

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	61
4 lbs.	60
Top, 16 oz. spaced 8s. boxes 4 lbs	52
Joy, 3 x 12s., 14 1/2 oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	50
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20 1/2 lbs.	
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	50
Kentucky, 1 1/2 x 3, 13s. Caddies	49
about 21 lbs.	
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs.	

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs.	47
Morning Star, 12s. Butts about	
22 1/2 lbs.	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M.
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vict., Especial	50 00
" " Conchas de Regalia	50 00
" " Bouquet	50 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Olgarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOS.	per lb
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb. boxes	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb. boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malt	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" " " " " "	No. 2	1 00
Pails, 2 hoops, clear	No. 2	1 60
" " " " " "	"	1 80
" " " " " "	"	1 80
Tubs, No. 0		9 50
" " " " " "		8 00
" " " " " "		7 00
" " " " " "		6 00
Washboards, Globe		\$1 90
" " " " " "		2 00
" " " " " "		1 40
" " " " " "		2 25
" " " " " "		1 70
" " " " " "		1 60
" " " " " "		1 50
" " " " " "		1 30
" " " " " "		1 85
" " " " " "		2 75
" " " " " "		2 25
" " " " " "		1 90
" " " " " "		1 75
" " " " " "		1 30

Matches, 5 cassettes, single case	
Parlor	1 60
Telephone	3 60
Telegraph	3 90
Safety	4 20
French	3 60

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb.	per doz	1 25
Butter tubs	\$1 60	\$3 20
Butter Bowls, crates as'd		3 60

HOUSEKEEPER'S QUICK WASHING COMPOUND	
Housekeeper's Quick-Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

FEERLESS WASHING COMPOUND.

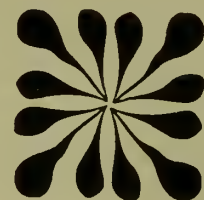
1/2 lb packages, 12 doz in case	\$4 50
1 lb " " " "	3 90
5 lbs " " " "	3 60
5 lbs " " " "	3 50

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
" " 2 doz. 10c. "	1 00

BREADMAKER'S	
per box	
5c packages 36 in box	1 00
2c " 45 in box	0 50

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,
Proprietor.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glasware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

Add
Add-let
Advertising
Advertise
Advertisment
Advertisers

... EXPLANATION ...

ADD
Put together

ADD-LET
Your Advertisement

ADVERTISING
When Spending Money

ADVERTISE
To give Notice

ADVERTISMENT
The Goods You have For Sale
(So you will class with)

ADVERTISERS
Those Who Make Money

GOOD
ADVERTISING
PAYS

NO BETTER MEDIUM THAN

+ THE - - -
CANADIAN
+ GROCER -

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE 36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

SMOKED

Choice
Retailing
Godfish.

HERRING.

JOHN PETERS & CO.,
General Commission Merchants
and Brokers,

Halifax, N. S. and
Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,
HULL, P. Q.

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PUBLISHED WEEKLY
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VOL. VII.

TORONTO, MARCH 3, 1893.

No. 9

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Mild, Sweet, Delicious Flavor.

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Be sure you have fresh stock

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Everybody



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NOTICED . their store front all day? What
do you think that smoke comes from? Why—a
fire! That fire runs their coffee roaster. A new
thing for a retail grocer. The latest kink! It
means not only the best coffee but always fresh
roasted.

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THE HUNGERFORD CO.

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MARCH 3, 1893.

No. 9

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
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Excessive taxation seems to be the bane of Montreal merchants. The Province of Quebec is in the position of a stock company whose finances have become so depleted that repeated calls have to be made on the shareholders in order to keep the concern afloat. The Quebec Government finds itself at the moment with a \$300,000 shortage staring it in the face, and in order to provide for this it recently made a further call upon the business men of the Province in the shape of what is commonly termed a new tax. Under the prevailing condition of small margins the increased tax was bad enough, but when it is imagined that there is not an equal distribution of the burden it is made still more irksome. This is just how it is with the Montreal merchants. And it is their Quebec confreres who they claim are not bearing an equal share. If there is one thing more than another against which the ordinary everyday man revolts it is the carrying of more than his share of a burden. Of course if his partner in the undertaking happens to be decrepit or—well, his girl—it may be different. But that is an exception. It is the rule that is now being considered. And then the specific gravity of a financial burden is greater than that of any other kind. The Montreal men have held meetings, and some of them have affirmed by all that was earthly that they would

not pay the tax. But inexorable governments in search of money are not put off in this way; and so the better plan of sending a deputation to interview the Government at Quebec was decided upon. This deputation visited the provincial capital last week and urged Premier Taillon and Treasurer Hall to put them on an equal footing with the merchants of Quebec city as regards the new taxes. As far as the alleged anomaly between the merchants of the two cities was concerned Mr. Hall inferred that its presence was not apparent to him, and as for the taxes there was no alternative but for the Government to impose them, as the shortage of \$300,000 must be provided for. These taxes would consequently have to be paid, under protest if necessary. About all the solace that the deputation could get was an acknowledgment from the premier that the tax was too high, and that an effort would be made to lighten it another year.

Under the provisions of the reciprocity treaty between Canada and France, our canned lobsters will be admitted into that country free during the coming season. France is one of our best customers for lobsters, and the prospect of the larger trade which the removal of the duty tend will to stimulate is naturally a source of satisfaction to canners. At present she is our third largest customer for canned lobsters. Last year she took 776,520 pounds valued at \$134,944. The previous year the figures were 328,126 and \$59,946 respectively. Great Britain is our largest with 4,994,695 pounds valued at \$807,814 and the United States comes next with 4,253,016 pounds valued at \$680,477. Germany stands fourth, but she only took 113,160 pounds valued at \$17,915. The total lobster export to all countries for the year ending June 30,

1892, was 10,219,868 pounds valued at \$1,655,062. Compared with the totals of the previous year this is a decrease of 1,780,868 in weight and of \$96,688 in value, but this is more than accounted for by the falling off in the exports to the United States, that country having taken from us over \$2,600,000 worth less. Great Britain on the other hand took nearly half a million pounds more, and France, as already noted, increased her purchases appreciably. With a freer market in France and a growing trade with Great Britain, the prospects for the Canadian lobster canner are anything but dark.

An editorial which appeared in THE GROCER some three weeks ago regarding the advance in soap appears to have been much to the taste of certain trade journals. Anyhow a number of them reproduced it, but few of them deigned to give credit, and among the transgressors noticed is the Dominion Grocer.

Because the Quebec Legislature has struck lager beer from the list of beverages accounted as intoxicants it is no guarantee that the man who imbibes too freely of the liquid will not become inebriated. Of course it is the Ontario man we have in our mind at the moment. Environment may make all the difference in the world. And then lager beer in Quebec and lager beer in Ontario may be two different things.

An exchange offers some advice regarding "the nicest and most convenient way of serving watermelon." What Torontonians at the moment want to know most is how to serve up the water without the melon.

The list of foods and liquids that we are allowed to eat and drink in their natural

state is gradually becoming more limited. Those of us who live in Toronto are enjoined to cook city water at least seven minutes, on pain of contracting typhoid fever or some other equally dreaded disease. And people everywhere—that is in civilized countries—are urged to boil their milk because of the terrible tuberculosis germ that may be lurking therein. The London Lancet has just added another article to the list of goods that should be cooked before eating. And, strange to say, said article is nothing else than butter. The Lancet says that according to recent researches there were contained in one gramme of butter (as much as would go on the point of a knife) 2,465,555 micro-organisms from the centre of the pat, and as many as 47,250,000 on the outside. Just imagine taking into the system several millions of these microbes! But what the eye doesn't see the heart won't grieve over. There is that much satisfaction about it, anyhow. And then, too, the afore-said experiment was probably made in Europe. "In fact," continues our authority, "in some cases it is tolerably certain that the number of organisms swallowed with a moderately large piece of bread and butter may exceed that of the whole population of Europe. Butter that had been kept in a refrigerator was also examined and showed a marked reduction in the number of bacteria (a pointer here for grocers who desire to keep their customers healthy) and the same result was also obtained by the addition of common salt. Samples of artificial butter, curiously enough, were invariably found to be much poorer in bacteria than ordinary butter; thus while the smallest number found in one gramme was 747,059, in real butter considerably over two million microbes was the minimum. Bacilli are evidently as partial to good butter as we mortals. Two varieties of bacilli were isolated and described, and inasmuch as they were found to be constantly present in butter it is thought they were probably specific micro-organisms of a non-pathogenic character, or, to put it in ordinary lay parlance, microbes of a character that may not create disease. "But," concludes the Lancet, "at any rate, it seems clear that butter as well as milk is capable of carrying and fostering organisms, and on this account it behooves us, under certain circumstances, to melt our butter to boiling point in addition to boiling the milk." Melted butter! Whew! It may be all right on fish, but on bread it is quite

another thing. This generation hasn't been raised that way. Try it on the next.

* * *

While on the bacilli line it might be just as well to mention that recent experiments in Europe have demonstrated that the cholera bacillus does not live beyond three hours in Pilsener, Patzenhofer or Munich beer, two hours in Berlin white beer, and five minutes in white wine, fifteen minutes in red wine and twenty minutes in cider. In boiled milk it succumbed in the tenth day. Coffee and tea infusions proved fatal in from two to four hours. The bacillus flourished in chocolate.

* * *

There are signs that the Ice King will soon release the firm grasp he has had on nature. The sun is getting stronger, the days longer, and somebody claims to have even seen the first spring robin. To the live grocer these things are a reminder that the period is swinging around when he should overhaul and take an inventory of his stock. During the winter months many articles have probably accumulated that it is not at all desirable that he should carry over. Some of them he is aware would spoil, and then he does not forget that every dollar's worth of goods carried over means just so much dormant capital. Losses from perishable goods or dormant capital are not to be cultivated at any time; in these days of keen competition they are to be studiously avoided. There are some people who are always to be caught with the bait of bargains. The wide awake grocer knows this, so he gathers together the odds and ends, and aided by a little judicious advertising, rapidly works off the undesirable stock. He is thus left with proportionally more money wherewith to secure new goods and additional space wherein to place them.

* * *

A well dressed window is something that every grocer or general merchant should aim at maintaining at all times and at all seasons. At the period when spring is evolving from the departing winter this is most desirable. In some stores winter appears to have put the goods in the window asleep as well as nature in the fields, forests and gardens. The time devoted to arranging the store window is never misspent. An attractive window catches nearly everybody. In spite of what anyone may say to the contrary, we are all more or less of an æsthetic turn of mind, and it is the pretty things that please

us. This characteristic is not confined to dress, architecture, painting, etc., but it includes the arrangement and display of goods in stores. This is seen in the way in which people gather day after day around the windows of certain merchants in particularly the larger towns and cities. These stores are known to practically every person in the respective towns who goes shopping. Some of them may not even know the name of the merchant who runs it, but they know the location of the store; and the ladies talk about it during their little tete-a-tetes. All this means so much advertising; and a business man needs all the advertising he can get these days.

* * *

A number of Halifax business men are asking the Dominion Government for an appropriation of \$10,000 for the development of the Canada-West India trade. In pursuance of this they have sent a copy of a pamphlet to each member of the House. If their desire is granted they promise as a result an increased trade between the two countries within the next two and a half years equal to \$2,500,000 annually, presuming that freight and the fiscal policy of Canada are favorable to a development of the trade. To secure the West India market has long been the ambition of Canada, but it has not been until during the last few years that anything really practical in the way of attempting to acquire it has been done. It will be remembered that the Minister of Finance made a trip to that part of the world two or three years ago with that end in view. Much fruit is yet to be seen as a result of this trip. The Jamaica exhibition did a good deal towards bringing about the desired state of affairs. The Canadian food products opened the eyes of the people of Jamaica, many of them, they confessed, were superior to what they were in the habit of getting from other sources. And the fact that Canada and the West Indies owed allegiance to the same flag was a further incentive for the two peoples to trade with each other. Unfortunately for Canada the United States got into the West Indian market to all intents and purposes before we had much more than thought of it. In addition to this Uncle Sam is not only a larger customer, but, and what is even more advantageous, he has better facilities for carrying on the trade. Between the boats running out of the ports of the respective countries there has heretofore been practically no

comparisons. So bad has the Canadian service been that but few even of our own people patronized it either when they wanted to visit the West Indies themselves or desired to send freight. Then the inadequacy of the postal and telegraphic services between Canada and the islands was another serious drawback. Notwithstanding these untoward circumstances, however, Canadians are not disheartened, as is evidenced at the moment by the action of the Halifax merchants. As a result of the agitation the prospects are brightening. A better class of steamers are getting into the trade, and the volume of business is enlarging. Manufacturers, canners, lumbermen, millers are particularly interested in the matter, and all that is wanted in order to secure a larger share of the West India market is perseverance and care in selecting goods and in shipping them. Last year there was an appreciable increase in the sale of flour to the islands, but unfortunately, through the carelessness of our own millers, who probably forgot that they were not shipping to a lot of savages, neglected to follow the instructions that Commissioner Brown was so particular to give them. As a result a cloud has been cast upon the good name that Canadian flour earned at the exhibition. Climatic influences and how to cope with them are among the chief things that exporters to tropical countries should always consider.

A UNIQUE COFFEE-CHICORY TIN.

Mixed food products are not objectionable to a good many as long as the fact is known and the ingredients are not unhealthy. It is when the foreign substance has been surreptitiously put in with a view to cheapening the cost that the consumer protests. There are some people who prefer a little admixture of the foreign. Coffee drinkers, for instance, like a little chicory with their favorite beverage, but at the same time some even of these would object to the mixture being palmed off upon them for the pure article. People want what they pay for.

It is said that necessity is the mother of invention. At the moment we have before us an evidence of the truthfulness of this. The English retail grocers, it seems, have been having a rather hard time of it lately steering clear of the courts regarding the sale of mixed coffees, there having been no fixed standard for the legal admixture of coffee and chicory. But in the midst of the emergency a London firm has issued a one pound tin containing, in separate compartments, a half pound each of coffee and chicory, the contents and weight being plainly

stated on the label, thus securing the trade against any risk of legal proceedings. The tin, judging by the advertisement before us, is neat and attractive, and something like it would, we should fancy, take well on this market.

A DEAL IN TALLOW.

Tallow has been attracting considerable attention of late in Montreal provision trade circles, and the dealing in it during the past few weeks makes it look as though a speculative deal was being worked. The demand for it has been so brisk of late that prices have advanced considerably, and stock which could be bought a fortnight ago for 2c. could not be touched to-day for 4c., while rendered stock has advanced from 5 to 7½c. during the same time. The latter is perhaps an extreme figure, as one house in Montreal claims to have disposed of about three tons recently at 7c. One large soap manufacturer is said to be picking up all the tallow he can find, having already secured a very large stock which he considers as "gilt edge" property. No definite reason is apparent on the surface for the activity and advance, and the general assumption is that it is a purely speculative move, for if there is any special news to affect the market it is being kept pretty dark by those who know anything about it. One reason advanced is that one of the large railroad corporations is substituting tallow for crude oil for lubricating purposes. The public cable on Monday week reported stocks in Liverpool exhausted, 36s. being a nominal quotation. It may be also that the firmness in seal and lard oil may have something to do with the state of affairs, but the principals in the deal, as we have said, are not giving out any particulars.

A HEAVY HERRING MARKET.

Owing to the strict observance of Lent enjoined by the Roman Catholic hierarchy this season the fish market in Montreal has been a remarkably active and firm one, and the fish dealers have been recouping themselves for the two previous bad seasons due to the prevalence of "the grippe." An exception has to be made, however, in the case of pickled herring, which is the single sore spot of the market. Dealers say there are fully 2,000 barrels in Montreal on which the holders stand to lose a pile of money. Some of this stock was held a short time ago for \$5.25 on spot in Montreal, but holders now would be glad to sell at \$3.80, some of the stock being very unreliable. The secret of the peculiar situation of this line of fish seems to be the imposition of a heavy duty in the French West India Islands which made it unprofitable for Halifax dealers to ship to those markets, the result being that an important outlet was shut off. The only available market therefore was Western Canada and the American markets, and of

course a much larger supply was diverted in this direction from the cause above mentioned, receipts increasing from week to week until Montreal dealers could not make out where all the fish were coming from and frequent telegrams from Halifax correspondents offering car lots at \$3.90 to \$4.00, only added to their curiosity. Briefly some 8,000 to 10,000 bbls. of herring which should have gone south from Halifax came here, and at last the facts coming out prices fell off very rapidly. The very low prices however has greatly increased the consumption so that there has been more herring turned over in Montreal this season than ever before owing to the special circumstances under comment. Whether the demand will prove sufficient to absorb all the stock remains to be seen, but at present the herring market is very easy.

STOCKS OF TALLOW IN LONDON.

The position of tallow, writes a correspondent of the Grocers' Chronicle deserves particular attention at the present time, owing to the lowness of stocks. On December 31st, there were only 4,544 casks in London warehouses, compared with 8,396 casks at the end of 1891. Taking the total quantity in London, Liverpool, Antwerp, Havre, and Paris, the figures were 3,233 tons, against 7,936 tons on December 31st, 1890, and 15,581 tons on December 31st, 1890. The chief reduction in the stocks has taken place during the last quarter of 1892, for on August 31st. there were 17,437 casks warehoused in London. To the scarcity of home supplies both here and on the continent may be attributed the great demand for colonial produce, which has so reduced stocks. The 4,439 casks offered at public sale in London up to Friday last have been readily sold at advanced rates. In September, "fine colonial mutton" was selling at 26s. 6d. and "beef" at 25s. per cwt. At the end of December both descriptions were quoted 2s. higher, but since that the best "mutton" has fetched 31s. per cwt. and "beef" 29s. Other descriptions have also participated in the improvement. Not since March, 1891, have London stocks been so low as at present.

CONSUMPTION OF CANNED GOODS.

The fact that all canned vegetables have met with ready sale the past season is doubtless influencing the establishment of canneries throughout the country, says Interstate Grocer. The consumption of canned goods has enormously increased, and it is doubtful if all the new factories being established will be able to increase production sufficiently to meet the demand next season. Prices have advanced heavily this season on canned corn and tomatoes, the great staples, and jobbers do not think that supplies will be sufficient to go round even at the higher prices, and, in spite of the fact that last year's output was the largest ever produced.

CHATS WITH BUSINESS MEN.

Coming down Jarvis street the other morning—I occasionally get down town mornings—I fell into conversation with Mr. H. W. Cuff regarding the all-absorbing topic—the weather. Now Mr. Cuff ranks among the pioneer business men of the city, and consequently has seen a good many winters. After the usual salutations, he remarked, with something almost akin to a sigh: “Well, there was a time when I was delighted to see such winters as this; but not now. My memory carries me back forty years, and I don’t remember a winter during that time when we had so much snow and such continuous hard weather. I think it was in the winter of ’51, when, however, we had a terrible lot of snow. To give you an idea: In King street, after the snow had been shoveled from the sidewalks and into the middle of the road, we actually could not see the people walking on the other side of the street from where we happened to be standing, so high were the intervening snow banks. And when we sat in an upstairs window the sleighs passing by seemed to be almost on a level with us as they rose and fell in the gullies and hills that had been formed. I can tell you there were lots of flooded cellars that spring, but nobody thought of suing the city for damages in those days. Probably it was because the City Council was too poor to pay damages,” he concluded, as he pulled his cap closer down over his ears and dodged across King street in front of a trolley car.

* * *

“This fellow who is going around selling new maple sugar tried to work his little game on me,” said an east end grocer to me the other night; “but he wasn’t smart enough to catch me. I am too old a bird for that. My early days were spent on a farm, and I knew that new maple syrup could not be obtained in February. When I asked him how it was possible to get new maple sugar now, he remarked in an off-handed manner, ‘Oh, we had a few very mild days up in our county, causing the sap to run, and we took advantage of it, don’t you see. How much would you like?’ he said, turning the line of conversation. I told him I didn’t want any of his trash, and furthermore that if he didn’t get out pretty quick that I would kick him out. He got.”

“That puts me in mind of an experience I had in Port Perry,” remarked a bye stander. “I was walking down the principal street a few years ago in the month of January, when in one of the store windows I saw the words: ‘New maple syrup for sale here.’ My curiosity was awakened and so I entered the store and asked for ten cents’ worth. ‘We are just out, sir,’ replied the little urchin who was minding the store, ‘but if you’ll

wait a few minutes we will have some. We’re just making it and it is nearly ready.’”

* * *

A clerk in a downtown grocery store recently sold a woman a large quantity of saltpetre washing soda. The woman’s wash did not turn out as well as usual that week; in fact it turned out anything but well. The next week she had the same experience. After the third attempt it dawned upon her that something might be wrong with the washing soda. When the discovery was made there was an irate woman and an apologetic clerk. It is dangerous to mention salt petre or washing soda to that clerk, for a strong man is he and brave, even though an indignant woman did humiliate him before his compeers behind the counter.

BYSTANDER.

THE FIRST PRICE-CUTTER.

It is a curious fact, for a fact it appears to be, says Tobacco, that the art of cutting prices is an imported luxury.

Many years ago it appears to have been comparatively unknown in the trade of this country, and at that time, when business was conducted upon steady, old-fashioned conservative lines, it would not have been considered respectable for any man to deliberately undersell his neighbors in the barefaced way practiced by some individuals at the present time, whose conscience must be as hardened as the hide of a rhinoceros.

When the first cutting store (for it was called a store in distinction to the regular respectable shop) was introduced into the English trade, long credits were given as a matter of course by tradesmen to anyone who asked for them, and a man who paid cash for his supplies paid the retailer just as heavy a profit as the man who paid once in three years.

A dealer in Regent street, London, about 1870, issued placards and circulars stating that he had seen the injustice of this practice, and that he intended henceforth to discriminate in favor of his cash customers, allowing them a discount of 10 to 15 per cent. He put his head into a hornet’s nest, for his credit customers insisted on paying the new cash price instead of liquidating their long standing bill, and the poor man became insolvent from sheer pressure of dead capital sunk in his business according to old fashioned orthodox methods.

He should have collected his outstanding accounts before inaugurating any departure.

Dating from this, the large co-operative associations began to be formed, admitting the public as shareholders and subscribers, and the prices at these stores were cut down to a cash basis in contradistinction to the old scale of large profits and long credits. The success of these institutions is now a trade proverb, and it is stated by our older merchants that it was owing to the success of these institutions that cutting was first imported into the United States.

A PRODUCT OF VENEZUELA.

“Caracas chocolate,” as the product of all Venezuela is called, writes a Caracas correspondent in the Philadelphia Record, is certainly the best in the world, and the best of it comes from Chuao plantation, belonging to the University of Caracas, which derives a fine revenue from its annual output of 2,000 pounds, or thereabouts. The whole country exports some 75,000 pounds a year. Strange to say, chocolate costs more here, where it is grown and manufactured, than in New York city, for the simple reason that very little, if any, of the genuine article is sold in the latter market. You may buy what is said to be “Caracas chocolate” in New York for fifty cents a pound, while here, at the factories, before any duties or costs of transportation have been added, it sells for 65 cents a pound. The best cocoa beans cost 40 cents a pound on the plantation; but American manufacturers have a way of increasing the weight of the beans and correspondingly reducing their value by a process of “simple addition”—of that cheap, heavy and harmless substance known as pipe clay. It weighs about five times as much as cocoa and does not materially change the taste of the beverage—for those who do not know the difference. To learn what chocolate really is, one should drink it where it grows, amid surroundings in accord; in a Caracas patio, for example, reclining in a hammock, half intoxicated by the odor of orange flowers and orchids, and served by some dark-eyed, round armed Dolores, Panchita or Mercedes. It constitutes the universal desayuno, taken immediately on arising, with a bit of crusty bread to sustain one’s inner man until the noonday almuerzo. The Venezuelan producer dries his cocoa beans thoroughly in the sun, then ships them in gunny sacks to market. The manufacturer grinds them into a fine gray powder that looks like Graham flour, mixes them with plenty of papelon (native sugar), and flavors the compound with the juice of the vanilla bean. It is then boiled again, poured into moulds, and when hardened in the chocolate of commerce.

HOW TO INSURE SUCCESS.

An English journal gives the following directions for insuring success in business:

Buy cheaply,
Pay smartly,
Cry loudly,
Sell quickly,
Cash only.

“Buy cheaply,” that is, in the best market.

“Pay smartly,” and take your discount.

“Cry loudly,” that is, advertise well.

“Sell quickly,” at a fair profit.

“Cash only,” and save bad debts.

An advance in paper bags is expected in the United States.

IT IS NOT CREDITED.

Reports have been wired to some sections of the country claiming a failure of the Ecuadorian coffee and cocoa crops, but the trade here heard nothing of importance from that locality, and think the story is simply a revival of very old "news." The cocoa crop of 1891 was 150,000 quintals, or 46 per cent. less than that of 1890. This reduced the exports by at least 35 per cent. and has also, of course, affected the import trade, the general prosperity of the country, and the revenue of the Government. The rice crop was also a failure, not enough being produced for home consumption. This want was supplied by Peru and India. Sugar was a better crop, and some was exported to Central America, but little being sent to England, which had taken the greater part of the surplus of 1890. The cultivation of coffee is not extensive, and methods of growers are unsatisfactory, but there is a general tendency toward improvement and plenty of land available for the industry.—N. Y. Bulletin

A QUESTION OF PACKAGES.

The style of package has a great deal to do with the sale of most classes of goods, remarks the Winnipeg Commercial. Manufacturers who do an extensive trade well understand this. In undertaking to cater for a new market, the first move of the manufacturer should be to learn the style of package required for that market. Neglect of this point frequently leads to failure and loss, where a little regard for the peculiarities of the market would have brought about success. Superior products are sometimes passed over, and an inferior article taken, simply because the style of package does not suit the requirements of the market. The manufacturer who would do an extensive and widely distributed trade in package goods, must, therefore, study the peculiar requirements of each market.

Even in our own country there is a wide difference in the requirements of various markets, in the matter of style of package of some of our most staple goods. To show this we do not require to go beyond the leading commodity of flour. Beginning at the extreme east, we find that the trade demands that flour shall be put up in barrels. Millers who do a maritime province trade understand this. Coming east to Montreal the trade calls for 140 pound sacks principally. Toronto and west requires 140 pound sacks, and a considerable number of 98 pounds sacks. In Winnipeg the trade takes 98 and 49 pound sacks. In British Columbia, the Victoria market calls for 49 pound sacks, but they must be in jute only, whereas the usual rule is to make 98 pound sacks of jute, and 49 and 24 pound sacks of cotton. On the mainland of British Columbia the 49 pound sack is what is wanted also, but, un-

like Victoria, a cotton sack only is wanted. This shows some of the peculiarities of our own market in such a staple commodity as the staff of life. Manufacturers in other lines of goods have also to provide for similar conditions. When it comes to the export flour trade still further styles of packages have to be provided. The export trade is usually done in jute sacks, and the British market requires 280 and 140 pound sacks. A barrel of flour is always net weight but a sack is always gross weight.

VIEWING THE RICE SITUATION.

Commenting upon the rice situation, the Louisiana Planter says: "When we come to look into this matter we find that Louisiana cleaned rice is not unusually cheap, and that it is rough rice alone that is selling at such distressingly low figures. The margin between rough and clean rice being greater than during similar periods of depression some years back. There is evidently an excessive margin of profit in milling rice, considering the present difference between the prices of rough and clean rice, and this can be remedied by the encouragement of the proposed new rice mills in various parts of the state. Increased competition in milling would increase the price of rough rice or lower the price of cleaned rice, either of which results would benefit the rice planter by excluding all competing foreign rices."

CANNED FRUITS IN THE WEST.

The O'Kell & Morriss Fruit Canning Co. held its annual meeting in Victoria, B.C., last week, and it was stated that the financial statement showed a profit of 25 per cent. on six months' operations. Ten per cent. of this was paid in dividends and 15 per cent. carried forward to reserve fund. Considering all the difficulties surrounding the fruit canning business in B. C.—the dearth of labor, lack of fruit of the right varieties, the limited market, etc., etc.—this seems to be rather remarkable.

Out of the directors' report the following extracts are taken:

"One of the first problems we have had to devote attention to has been to find a market for our products. Our principal sales so far have been in Victoria and Nanaimo, but we find that every year some \$15,000 worth of jams and jellies are imported for consumption in Victoria alone. We shall use our utmost exertions to develop the local market, and intend to go all down the line to Winnipeg, the Northwest districts not adapted for fruit culture offering a fine field for the distribution of our products. As we are the only manufacturers of orange marmalade in Canada, we expect to sell it from the Pacific coast through to the Atlantic.

"But we have another important branch which should be carefully developed, and that is the putting up of whole fruits in cans with very rich syrup. California has had

this trade principally in the past, for she sends to England every year about 140,000 cases and receives back some \$700,000. Anxious to build up an export as well as home trade, we sent four small cases, each containing six cans, to four large buyers in England. They were whole fruits put up in cans and we have received flattering notices concerning them from the greatest market in the world."—Winnipeg Commercial.

CANNED GOODS GOSSIP.

The Delhi Canning Co. intend putting up a silo to cure the pea vines and corn husks, at a cost of \$800. Formerly this refuse has gone to waste.

The Strathroy Canning and Preserving Company recently sold ten carloads of their goods to a Canadian firm for shipment to Britain. The amount of the transaction figured up to \$10,400, which pretty well clears out the stock put up last season. The balance will be held to supply the trade in the neighborhood.

A London report, February 11th, says: "Canned lobsters are difficult to find, even at the high quotations ruling. Oysters are both scarcer and dearer, and are now worth from 3s 6d to 5s 6d per case. The demand for salmon is by no means brisk, yet holders confess to have unbounded confidence in the article. California canned fruits are of slow sale, arrivals of last season's pack were entirely worked off, and to promote business, rather easier terms have in some instances been accepted, especially for apricots at 6s to 6s 6d per dozen tins. American apple rings are in good request at stiffer prices, and ordinary to fine quality have fetched 48s to 55s, with choice up to 60s. The boom in American tinned meats continues to extend itself.

The Lulu Island Canning Co., have dissolved partnership. B. J. Short, and J. J. Crane have retired. Geo. S. Dutcher will continue under the old style.

The scarcity of canned asparagus is becoming more pronounced, in New York, and former "asking" prices are not "inside" figures. Sales have been made to the jobbing trade at \$3.65 to \$3.75 for whole and \$2.75 for tips.

The latest in the way of estimates of stocks of California raisins is 25 carloads for the Fresno district and 50 car loads for the entire Pacific Coast, or about 25 per cent. of the quantity held there a year ago. New York holdings are put down at about 80 carloads, against 125 or more at the corresponding period last year.

Prime red Alaska salmon commands \$1.17½ on spot and up to \$1.20 is realized for choice brands. It is understood that "outside" as well as Association brands will be closely controlled the coming season. Indications at present are that the entire 1893 pack will not exceed 600,000 cases.—N. Y. Bulletin.

GROCERS' ADOPT PROFIT SHARING.

Sharing profits with employees on the part of the employers is not a new idea. In one form or another it has been practised for some considerable time. But the more recent phase of the system is that which includes all the employees of an establishment. When a salesman is engaged on a salary and commission basis, that is profit-sharing; and when a department manager is given an interest, not in the business, but in the profits, that is a direct example of profit-sharing which has been practised for years. But recently—that is, within the last score of years—many prominent firms throughout the country have adopted a system whereby all of their employees are given an interest in the business in the shape of a share of its profits. Beginning with the present year, several retail houses have adopted the system, notably two large concerns in Chicago, whereby every employee, from the cash boys and girls, to the department managers, are to have a sum at the end of each year in addition to their wages, which sum is dependent both on their individual efforts and on the success of the business as a whole.

The first class to adopt profit-sharing were the manufacturers, and almost without exception those who have taken this course are loud in their praise of the system. They claim that it is the best preventative of strikes known; that it insures good conduct, prevents hands quitting on slightest pretexts, since by so doing they forfeit their share of the division to be made at the end of the year, and gradually attracts to the factory the best, most reliable and steady hands. The same facts are reported by those who have tried the system among jobbers and retailers.

Among the latter class there are many ways in which the system is applied. But whatever the system it is usual to allow only those who have been connected with the establishment for a certain length of time to share in the profits, and good conduct is also essential. One method pursued is to take a portion of the total profit, which sum is an easily ascertained percentage of the total wages paid to employees, and then allot to each a percentage in addition to his salary for the year. Another is to pay to the clerks a percentage on the sales to each; and sometimes the two are combined, since the system based on the sales alone would not offer an inducement to employees of a large retail establishment other than clerks behind the counter; a manifest injustice to many employees. That the system is a success there can be little doubt, and its more enthusiastic advocates claim that but a few years will elapse before it will be generally adopted, and that in this adoption will be found a solution of many of our present labor troubles. While this may be too rosy a view, the favorable results that have attended its adoption in many parts of the country, and in all lines of trade should incline all merchants to view it favorably. That it increases the willingness and content of the employees must be certain, while it is asserted by those who have tried profit-sharing for a considerable term of years, that the business is made more profitable there-

by. With such testimony from nearly all who have tested the principle there can be little doubt of its finding a recognition more and more general. If its adoption depended upon philanthropic motives it wouldn't stand "a ghost of a show" in this practical business age, but as it pays, the probabilities are all in its favor. It is the far-seeing merchant who takes advantage of it—the man who can do a little "philosophizing."—*Commercial Enquirer*.

THE CALIFORNIA PRUNES CROP.

Last season's crop of California prunes yielded a return of about 18,000,000 to 20,000,000 pounds, or a quantity say about one-third less than the previous year. It has been said in the past that the outturn of California fruits could always be depended upon, that the annual results would always be one way, viz., onward and upward, this claim being based upon the uniform character of the weather on the coast, and the perfect system of irrigation that would always insure sufficient moisture to the soil to provide nourishment for the growing crops. This theory has now been upset, as results show that there is as much uncertainty as to the harvest in that section as in any other portions of the country or world. During the maturing season last year the fruit was seriously affected by the prevalence of an exceedingly dry atmosphere, together with other unfavorable weather conditions, with the result as aforesaid. Singular to relate, the crops of other countries were similarly affected, that of France being much smaller than usual, and the products of Bohemia, Bosnia and Servia less than the anticipations that were entertained at the opening of the season. During the summer months of last year when negotiations began to be opened for fall shipments of the California product, growers and packers, observing the prospects for the fruit, placed what was then regarded very extravagant ideas upon contracts. Eastern and western buyers were informed of the condition of the growing fruit, but they accepted the information tendered in the light of a scare, and declined to be led into what they regarded as a scheme to bull the market for big returns. The season advanced, and the tune from the coast continued of a doleful character, so to convince themselves of the true situation, several of the leading houses of this city, Boston, Philadelphia and Chicago, sent representatives out to inspect the field, with the result of a full confirmation of the reports previously forwarded by the local authorities. Though the grounds for the full figures then asked were generally acknowledged, yet there was a hesitancy manifested to plunge deeply into contracts, as reliable information was lacking from the growing sections of Europe, and nothing positive was known regarding the probable opening prices of French, Turkish, etc. The season progressed, and the California packers, as a rule, held their ground. Contracts were occasionally made at the prices demanded, but buyers made their purchases with an inward protest, being unable to see their way clear for a profitable turn upon the goods they were contracting for. When France began cabling fancy quotations, and was seemingly indiffer-

ent to orders from this side, followed by extreme values for the Turkish and Bohemia crops, it became evident that the article prunes were to be accepted this year in the light of a comparative luxury. Those who purchased California began to change their ideas, and from believing themselves victims, they reversed their charges of folly to congratulations that they were able to secure the goods they did upon so reasonable a basis. During the winter season thus far there has been no consumptive demand that has appeared of a general character, yet the stock has gone out to a very liberal extent, as evidenced by the small supplies that are held in the various markets. Certainly this market is very lightly supplied, and Chicago and other points are not credited with holding any considerable quantity. Reports from the Pacific Coast state that the available quantity there is indeed small, as the fruit has been distributed and consumed by the people of that section, a very considerable portion going up the coast to Oregon markets, the crop of the latter state the past year having been sufficient to supply a very small percentage of the requirements. To sum the situation up we may say that though quotations of the several varieties of domestic and imported goods sound high as compared with previous years, the trade will undoubtedly find that they will be compelled to meet materially higher figures for the fruit before the spring season has far advanced.—*N. Y. Bulletin*.

FOOD ADULTERATION.

The bread we eat is no doubt sound when bought at the shops of bakers doing a large trade, but there is a certain quality of flour which deteriorates more and more. This is what an English contemporary has to say on the subject. The improved (?) system of grinding the corn in cylinders heats the flour before it is ready for kneading; the ovens are heated too rapidly, and there is the practice of using damaged corn, which is most reprehensible. In the golden age our forefathers were content to use water for the purpose of strengthening the milk; now it is adulterated with rice flour and pounded bullocks' and calves' brains, and slightly sweetened with a saccharine substance. Used as a substitute for butter, even margarine is often adulterated, and is simply some fatty substance colored with carrot juice and flavored with essence of nuts, and having only the appearance of sound margarine. Not only is chicory usually mixed with ground coffee, but there is an artificial berry manufactured and sold as coffee to a great extent. Frozen meat is taking the place of fresh meat; and any quantity of wine is sent into the market as claret and Burgundy which has not a single drop of grape juice in it. Many brewers have learned to dispense with barley, and several kinds of mineral waters are nothing more than river water disguised by the use of chemicals. A quantity of alcohol is distilled from some kind of wood, and even from coal; and olive oil is adulterated with rancid oil. No doubt there are numerous staples of food which are unadulterated by dealers who are scrupulous and honest, but they are becoming scarcer every day.

BOARDS OF TRADE.

The London Board of Trade will tender a banquet to C. P. R. officials on the completion of the new passenger station there.

The following were the officers elected at the sixth annual meeting of the Lindsay Board of Trade: President Mr. John Kennedy; Vice President, Mr. F. C. Taylor; Sec'y Treas., Mr. J. D. McMurchy; council—Messrs E. Flood, R. Sylvester, A. F. D. MacGachen, G. W. Beall, J. H. Sootheran, D. Ray, J. B. Knowlson and Col. Deacon. Messrs. Kennedy, Taylor, Deacon, MacGachen, and Sam Hughes M. P., were appointed a railway committee.

Kaslo is attempting to form a Board of Trade to aid in developing local industries.

The Owen Sound Board of Trade has elected these officers: President, Jas. McLauchlan, of the firm of James McLauchlan & Sons, by acclamation; vice-president, B. Allen; secretary-treasurer, James H. Rutherford; council, S. J. Parker, C. Eaton, J. C. Patterson, M. Kennedy, W. B. Stephens, John Wright, S. Lloyd, William Kough. After the appointment of arbitrators the question of the new fishery regulations were introduced and after some little discussion was referred to the council to take action.

A GOOD SUGGESTION.

The Baltimore correspondent of the Chicago Grocers' Criterion says:

"Tis a great pity that a large industry like that of canned goods cannot be put upon a solid footing, like provisions, grain, etc. It is impossible to know either here or elsewhere. Several have tried to get the statistics, and one has made special effort to do so, and to give it to the trade, but he is often duped by the packers. In a short season when prices are good, country packers like to magnify their importance by doing the same to their output. City packers count in their product all they sell, though most of it may have been purchased and counted at least once before. Brokers often report the sale of so many thousand cases, when in reality they have merely resold several times the same lot. The output of corn, so far as can be estimated, is almost equal to that of tomatoes, and is a more certain crop. There are three or four gentlemen in this market, whom experience would qualify—if they put their heads together—to make a nearer accurate estimate of a pack, than can be made from so-called packers' reports. The reports for 1892 would give an average for each packer in Maryland (counting them as 250), of corn about 3,000 cases, and of tomatoes about 4,000 cases. Rather small when it is well known that some of the city packers can a hundred thousand cases of tomatoes, and several as many as thirty and fifty thousand. Iowa's pack of corn is reported as only about a third of a million cases, when it is well known that three or

four of her houses have a greater capacity than that. It is time to stop guessing, and one of the most important things for the next national convention of canners to consider should be the means of accurately ascertaining and compiling the new output each year of canned goods, of each kind, as well as of knowing the quantities carried over."

THE EVOLUTION OF FRUIT.

Many of our best fruits and vegetables are the result of carefully cultivating wild plants of the same general character, says an exchange, and adds that the nectarine is a variety of the peach, and the latter a development of the almond. The shaddock, citron, orange and lemon are products of the common wild lime; celery is a development of smallage; filberts of hazelnuts; the plum tree has its origin in the sloe; apples of every kind are developments of the common wild crab; asparagus was originally an insignificant marine plant, and the marine Brassica oleracea, a leafy seaweed, is the original of cabbage, cauliflower, savory, kale and half a dozen allied plants.

CHINA FLAVORED WITH VANILLA.

A few have it that vanilla, used as a flavoring, is intoxicating, but those are only the people whom a piece of underdone steak makes tipsy, and to whom green vegetables give all kinds of complaints. On some parts of the continent a small piece of vanilla is put into the teapot together with the tea.

But there is yet a daintier way of taking your vanilla flavor with your tea, and this "raffine" manner is English and not continental, says the New York Tribune.

When the tea or coffee service is being made, vanilla flavor is added to the china when it is in the potter's hands, and thus it is baked into every article of the set.

Whenever afterward the tea things get hot as they are being used they exhale a faint aroma of vanilla which, to the fastidious, may be preferable to the actual infusion into beverages of a piece of the square stem of the aromatic vanilla plant.

THE LEAD LINING OF A TEA CHEST

It is often said that tea chests are lined with tinfoil, but just as there is no lead in a lead pencil, so there is no tin in this tinfoil. The thin lining consists of lead, and is said to be the purest lead that can be found. Among the countless undeveloped resources of the Celestial empire is a supply of lead which would yield millions annually if properly worked, and from the inexhaustible supply the Chinese take what they need for making linings for tea chests. The lead is melted in small vessels and poured out while hot.

Before it has time to cool it is pressed into a sort of mold, and when enough

squares have been produced they are soldered together, and the sheet thus formed is placed in the chest as a lining. Then the top layer of lead is soldered on, and all possibility of the tea losing strength on the voyage is at an end. The lead is so pure and the solder used is so fine that the lining of an empty chest is worth more than the chest itself, and is in great demand for making the best quality of solder.—St. Louis Globe Democrat.

SOLDIERS CARRY COLD TEA.

Universal experience teaches us that tea exhilarates without intoxicating, stimulates the circulation, excites the brain to increased activity, promotes wakefulness, and banishes the sense of weariness.

It also deadens the sensation of hunger and increase the power of fasting. It will cool the body when hot and warm it when cold.

In tropical countries it has been found to be a most valuable restorative when taken by soldiers on long and fatiguing marches.

Lord Wolseley, who is a great advocate for tea as a beverage on which to do hard work, gave orders that the water bottles of the soldiers whom he led on the two famous and exhausting expeditions of the Red river, and up the Nile to Khartoum, should be filled with cold tea, and he is convinced that, whereas alcohol induces fatigue, tea will give power to endure and overcome it.—The Hospital.

ANCIENT SUGAR REFINING.

The modern system of sugar refining with improved machinery and an expensive plant, when compared with the methods of the ancients, presents a striking contrast, remarks Winnipeg Commercial. The early mode of making white loaf sugar is simple. And travellers in eastern countries occasionally witness sugar making in a primitive and economical way, that might be worth a trial by the maple sugar manufacturers of Canada. When the syrup is cleansed, boiled, and cooled to an extent that it is ready to mould into black or brown cakes, instead of emptying the molten sugar into cold pans, it is poured on little pan-shaped hills of fresh earth, covering them to the depth of one or two inches, after which the sugar is dried and caked on the hills under the rays of the sun, and what would have been very brown sugar by the maple sugar method, becomes almost as white as the best loaf when the earth side of the thick cake is scraped off.

The approach of the maple sugar season suggests this information; and should a manufacturer desire to try the experiment of making white sugar in this way, all that will be necessary is to take a compliment of fresh earth the size of a potato or corn hill, and flatten it out to the depth of six inches, and pour a thin layer of the molten sugar on the hill top as described, and let it dry in the sun. On the south coast of Spain this ancient method still obtains at Denia, where refuse pickings from raisins furnish the syrup to make loaf sugar in the open air on the ancient plan.

CRITIQUES ON ISSUE FEB. 24.

Yes, long hours! How little we city men know of the delusion and snare connected with the charms of keeping the average country store. The only time I have any desire to keep country store is when it is raining cats and dogs. Then the insane desire comes over me for the liberty to put my feet on top of the stove, smoke all day and incidentally argue politics or anything else handy. The eight hour movement can't move too quickly in the direction of store-keepers anywhere.

Indian teas are crowding the China fellows very much and very properly. It is a wise idea however not to loose sight of the charm attached to many of the heathens' productions.

Discussing the important points of want of principles in every day life and also the law of garnishee and its faults in mongrel Irish will not improve their chances of beneficent alteration. This complaint about garnishee is well taken, as most of us know by experience. As to the others mentioned, so long as men are human I suppose, just so long will they try to buy in the cheapest and sell in the dearest market. Their conscience not troubling them, they ought, as in the case of using phosphate powder, to feel some stomach inconvenience, which, while not profitable to the storekeeper, is surely satisfactory.

Those articles on chemistry and food and canned goods are very cleverly put together and worthy of all study possible.

That Unionville man who wants uniformly sized packages ought to want uniformly weighed sugar. Experience shows that sugars vary as much as fifty pounds in a barrel, some varieties being much heavier than others. I am afraid that very much of a kick will bring the greatest calamity we could have—viz., bags; so let well enough alone.

In 1869 hard sugar was worth about 12 to 13 cents wholesale, not 16 cents; otherwise that "Study on Sugar," with some alterations, is interesting.

Grocers may with profit and satisfaction adopt the idea of the Dry Goods Inventory by using an invoice book, into which every invoice should be entered. By means of a simple index different goods may be entered by themselves, so that at the end of the year after taking stock you can easily see which goods are falling off, and the reverse.

Yes, the rich have much to answer for in

that, having the money, they temporise and exasperate in paying their just bills.

I liked that article on consolidation of interests between wholesaler and retailer. A good joint dinner for the trade once a year would do much to perfect that good feeling which, after all, is so necessary to complete and mutual understanding between traders.

STRAIGHT MOYUNE.

BUYERS AND SELLERS IN TOWN.

C. E. Colson, Montreal, is here on his semi-annual tour for Crosse & Blackwell, London, England. If the appearance of the gentleman is any criterion of the business, it must be very prosperous.

Not many country buyers have been in town during the week. They are deferring their visits till the millinery openings, when accompanied by their pretty milliners they are expected to swoop down in strong force. Messrs. W. H. Smiley, of Sterling, and Mr. Notter, of Notter & Scott, Owen Sound, are among the outside merchants who have been touring the wholesale trade the last few days.

W. J. Zoeger of Newton, Ont., was on the street last week.

THE McCONNELL TROUBLE.

The stock and book debts of Michael McConnell, the insolvent wholesale wine and spirit merchant of this city, has been sold to Henry S. Mara at 60 cents on the dollar. The statement presented at a meeting held a few days ago made this showing:—The statement of assets was as follows: Unincumbered assets, \$28,900; thirty large parcels of property, all mortgaged, in which there is a nominal surplus over mortgages of \$33,000. The liabilities outside the mortgages and direct claims are \$18,666; indirect claims, \$15,416; secured claims, \$6,488; contingents, \$4,812; preferred, \$1,043. These figures show that the assets are some thousands above the liabilities if the assets can be realized on to fair advantage.

INDIAN TEAS IN CANADA.

THE GROCER of last week, in referring to the extraordinary increase in the consumption of Indian and Ceylon teas in England, said that probably much the same result could be shown on the Canadian market. This week we have obtained figures substantiating this statement.

In 1890 the consumption of Indian and Ceylon teas in Canada was 15,570 half chests, while last year it was 28,056 half chests, almost double what it was two years ago.

The consumption of these teas in Canada has been heretofore practically confined to the cities and to the larger towns, Japans having been the favorite in the country districts. Now, however, they becoming well known in the places where they were at one

time almost strangers, hence the rapidly increasing consumption of Indian and Ceylon teas in this country. Promising indeed is the outlook for these teas in Canada.

BACK AT THE LUMBER CAMPS.

Mr. John D. Hay of Davidson & Hay has just returned from a three weeks' tour of the lumber camps north. "The outlook," said he to THE GROCER, "is bright, and a good deal of lumber is being got out notwithstanding that the unusual deepness of the snow is interfering considerably with operations. There is a good deal of sickness in the camps this winter, partly owing, I presume, to the severe weather. One of the most common complaints is what they call German measles, while what seems to be a sort of catarrh is giving them a good deal of trouble," concluded the gallant major as he whirled around on his chair and resumed his neglected correspondence.

UP THE NORTHERN.

W. Green, an old Montreal boy and a resident for many years of Thornbury, has commenced business in that town in the store lately occupied by J. F. Gibson. Mr. Green understands the general business, also the wants of the people in and around Thornbury, having been in the employ of D. Long & Bro. for nearly seven years. He was also with our friend, J. E. Hutton, for about the same length of time. We wish brother Green a prosperous voyage on the sea of commerce.

J. S. Boddy, of Boddy Bros., Bradford, has fears for good snipe shooting the coming season on the marsh, the winter having been very severe on small birds. J. & Bro. have been a target of low prices for people in and around Bradford, and patrons of above firm don't grumble about them shooting.

Hunter & Co., of Gravenhurst, had the snap of the season on sale for past two weeks. Customers claim that 3 lbs. of H. & Co.'s ginger nuts for 25c. is cheaper than paying doctors bills. They are hot and warm up the little folks.

Deputy Reeve Caldwell, of Barrie, the popular proprietor of the "palace grocery house," has been booming Chase & Sandborne's seal coffee and milk during the cold snap, to the delight of the patrons of the Queen's hotel and others. D.

A committee testified before the committee investigating the Whiskey Trust that the adulteration and sale of imitation goods were on the increase and caused a large loss to the government. The imitation goods paid an internal revenue tax of about ninety cents a gallon. The imported paid about \$2 a gallon. The production of rye and Bourbon was greatly decreased last year. Rye decreased 1,004,949 gallons and Bourbon 913,618 gallons. The increase in spurious goods increased accordingly.

The Best Obtainable

That is what you will say if you examine our fine line of **Oolong Tea** just to hand. Do you handle these Teas? If so send for sample. Have fine lines of Japans to offer at 12½, 15 and 28 cents, extra value. We are offering the above at a small margin, and each line is a bargain.

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton, Ont.**

A steadily increasing Trade is the best evidence that our Standard Lines of Teas

Mallawalla, Dalukola

Imperial Congou and Russian Congou

Give entire satisfaction

Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases. Dalukola and Imperial Congou and Russian Congou are bulk (not package) teas, and put up in 80 and 100 lb. metal lined cases.

If you are desirous of extending your Tea trade order a sample package and watch the result. We have a perfect system of advertising and guarantee satisfaction. Try it and be convinced.

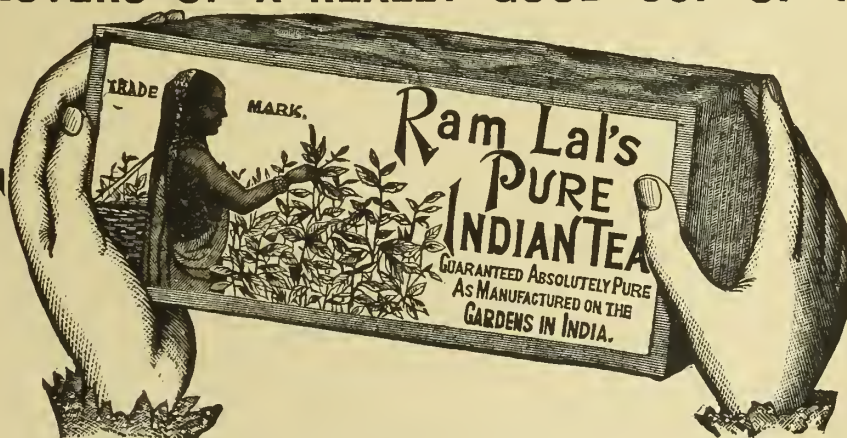
A full assortment of "WANZER SOAPS" in Stock

W. H. GILLARD & CO WHOLESALE GROCERS **Hamilton, Ont.**

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

RAM LAL'S.

Wholesale Agents, JAMES TURNER & CO., Hamilton.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

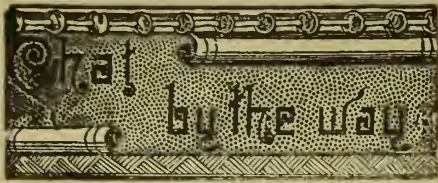
STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

Apples and turnips are being sent from Whitby to St. Louis, Mo., in heated cars.

The stock of sugar in four Ports of the United Kingdom is 77,000 tons against 94,000 tons the same time last year.

California almonds are now an important factor in the trade. California is producing a larger variety than any other country.

A bill is to be brought before the House of Commons, Ottawa, prohibiting the catching of frogs.

The raisin crop of California in 1892 is officially announced at 42,000,000 lbs. The imports of foreign raisins into the United States last year were 23,564,679 lbs.

Fruit growers in southwestern Michigan say that the recent cold weather has not damaged the peach buds as yet, and there are fair prospects of a large crop this year.

A Chicago court has decided that rebates cannot be legally withheld from buyers because the latter have failed to observe a contract prohibiting the purchase of competing goods.

The Fraser shows signs of breaking up. The steamer Princess Louise has made one trip as far up as the river was open and is expected up again to-day. There is a big accumulation of freight waiting transit to the Island.

The eighth annual supplement of the Winnipeg Commercial is to hand. It is creditable in appearance and the information it gives its readers is interesting and valuable, as in fact is the characteristic of every issue of the Commercial.

According to the Shipping List, an organization entitled the National Fruit Association, with a capital of \$3,000,000, is being formed for the purpose of controlling the marketing of California fruits, and an office has been opened at Sacramento.

An attractive catalogue is lying on our desk. It is issued by the seed house of John S. Pearce & Co., London, Ont., and in its seventy odd pages is much that is of interest to those who either handle or use seeds.

Stocks of sugar at the principal European ports during January were raised about 6,500 tons, as compared with 11,600 tons in the same period last year, making the total 77,000 tons, which shows the smaller relative surplus of 20,000 tons. The visible supply of the world on Feb. 1 was 183,500 tons,

showing a decrease of 5,000 tons for the month; last year the total was 163,500 tons.

A St. Louis wholesale grocery firm has a female drummer on the road, a young lady who is reported to be successful in making sales. There are several good travelling saleswomen employed in New York, but not in the grocery trade.

Kindred is the feeling that exists between the members of the Newark Retail Grocers' Association. Recently one of their members was killed on the Pennsylvania railway, and now the association is seeking to recover \$25,000 from the railway.

The wholesale destruction of coffee plants in Ceylon by an insect some years ago has given a great impetus to the raising of tea. In 1875 only a hundred acres in Ceylon were devoted to tea raising; to-day the number is 250,000. The export of tea in 1891 was 68,000,000 pounds.

A new law in the State of Maine prohibits the packing of sardines by the "snip" process, and requires the removal of the head and entrails of the fish with a knife. The effect will be, it is thought, to retard the opening of the packing season for domestic sardines and restrict the volume of the pack.

The Ontario Fruit Growers' Association is asking the Government to amend the General Inspection Act so as to allow the lowering of the standard of first and second grade apples. The fruit growers claim that the Act at present fixes the standard so high as to be practically unworkable and there is no profit for them in consequence.

Certain varieties of the oyster are very sensitive to extreme cold, and the recent severe frost so seriously threatened the 20,000,000 oysters stored for the winter in the ponds at Hayling Island that for several days a steam engine was employed to keep the ponds thawed and supplied with water, and large coal and coke fires were kept burning night and day upon the banks.

The newly-formed Alaska salmon combine is composed of thirty-eight canneries, and the capital of the concern is said to be 5,000,000. The object will be not only to regulate and control the output, but to advertise salmon so as to increase the consumption of it, and thoroughly introduce it as an article of staple food.

The Southern Wholesale Grocers' Association has issued a circular calling for co-operation on the part of the wholesale grocers of other sections in stopping the sale of goods to retailers by manufacturers at wholesale prices, and the payment of commissions to the salesmen for "pushing" certain brands of goods.

According to statistics collected by Editor Barrett, of the American Grocer, 1,200,000 cases of corn were canned in the Western States during the past season, including 500,000 cases in Illinois and 250,000 cases in Iowa. Only 40,000 cases remained unsold

on December 1st. The same authority places the Western pack of tomatoes at 350,000 cases, with but 20,000 cases left in canner's hands.

It is generally understood that the Grand Trunk Railway Company are about to make considerable improvements in the manner of handling the enormous fruit traffic which the company has in Toronto. It is said the old freight-shed at the foot of Yonge street is to be taken down and a commodious fruit market erected thereon, with facilities for conducting all the fruit trade of the city.

The Toronto City Travellers' Association held an interesting meeting in Richmond Hall Friday night. Among the items of business transacted was the striking of a committee to secure a suitable place for the annual summer excursion. Business first and pleasure afterwards is the characteristic of the average "commercial," and so the balance of the evening, after business was finished, was spent in songs, readings and some enjoyable selections from the bagpipes. Mr. J. Sharp, Mr. R. M. Corrie and Mr. J. Owen were the artists.

The retail grocers of Missouri are making a very decided effort to have the state garnishment laws so amended as to give them a better opportunity for collecting their accounts. Petitions have been circulated widely throughout the state, and every effort has been made to convince the legislative bodies of the state that the grocers are in dead earnest in this matter. These signed petitions were recently poured into both houses in session at Jefferson City, and the general impression is that the measure stands a good chance of ultimately being adopted by the state.

Reports by mail from Havana have the following on the tobacco crop: Growers have already commenced to cut the tobacco leaf in the Remedios district, and it is generally anticipated that owing to the persistent drought there will be a decrease of 50 per cent. in the yield of the fields sown early in the season, whereas the crop of those planted last will be rather large and of excellent quality. The prospects for the next



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

Look Here!

Butter salted with Diamond Crystal Salt also took Grand Sweep Stakes at Belvidere Ill., in 1891.

Office of
THE DIAMOND CRYSTAL SALT CO.

ST. CLAIR, MICH., Feb. 17, 1893

At the National Butter and Cheese Makers Association Convention held at Dubuque, Ia., February, 7th, 8th, 9th and 10th, 1893, the Grand Sweep Stake Prize for the Best Butter in the show was awarded to Jefferson Colvin, Colvin Park, Ill., and he used Diamond Crystal Salt. The score was as follows:

Flavor	-	-	-	-	-	-	-	-	47
Grain	-	-	-	-	-	-	-	-	25
Color	-	-	-	-	-	-	-	-	10
Salt	-	-	-	-	-	-	-	-	10
General Appearance	-	-	-	-	-	-	-	-	5
Total	-	-	-	-	-	-	-	-	97

Over 300 Competitors in the Contest, from all the Dairy Sections in both Eastern and Western States, and butter salted with Genesee, Warsaw, Kansas, Athton, Higgins and all the Dairy Salts known in this country; the biggest show of this kind ever held. The Greatest victory on record for a Dairy Salt.

H. P. Eckardt & Co. WHOLESALE GROCERS **Toronto,** Selling Agents for **DIAMOND CRYSTAL SALT**

**FOOD
FOR
INVALIDS**



STERILIZED.

Doctors recommend it for the sick as it is

**Easily
Digested.
A PERFECT FOOD.**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., **Sole Agents.**
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

{ Lenten Season. }

Barrels and Half Barrels Labrador Herrings.

Barrels and Half Barrels B. C. Salmon.

Boxes Boneless Codfish.

Kegs Lochfyne Herrings.

Crates Scotch Ting.

CAVERHILL, ROSE, HUGHES & CO.

.. MONTREAL ..

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGEN, WHITE & CO. - - - **Montreal.**

crop continue so far highly favorable in the Vuelta and Partido regions; some rain, however, is now needed for the yield of fillers, which will be more or less abundant according to the whims of temperature.

The backwardness of the season for vegetables in the South seems to be very cheering to handlers of the canned products, since it practically extends the season for consumption of the canned product at least 30 days.—N. Y. Bulletin.

The banking house of J. T. Owen & Co., Ailsa Craig, have suspended payment. The suspension was brought about, it is said, by the Shipley failure a week ago. Deposits to the amount of \$10,000 are said to be in Owen & Co's hands, and a run on them was made, with the result stated.

The employees of Park, Blackwell & Co., St. Lawrence market, held their annual assembly in McKay's hall, corner King and Sherbourne streets, Thursday night. Mr. James Park, sen., Mr. C. S. Blackwell and Mr. Andrew Park gave speeches. Songs were given by Mr. and Mrs. Hayden, Mr. Hollingsworth, Mr. Owens and several others. For the success of the evening's enjoyment much praise is due the committee, Messrs. C. Hollingsworth, S. Smith, G. Fitzgerald A. Owens and A. Thompson.

A man named Jackson keeps a little store in the outskirts of a small Texas Town. He has a little of everything in his store, but his strong card is putting up bundles in a compact shape. One day a well-known citizen bought a pound of coffee. "I'll bet," said Jackson, "that I can put a pound of coffee in a smaller package than any other man in this town." "I believe it," was the reply, "for I know you can put a quart of whiskey in a smaller bottle than any man I ever saw."—Texas Siftings.

Grocer—What the Sam Hill are you idling for! Don't you see that man waiting for his dollar's worth of potatoes? Clerk (righteously indignant)—How can I wait on him while you're using the quart measure?—Chicago Tribune.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

A SALESMAN OF GOOD ADDRESS.

The carefully prepared and timely advertisement has been aptly described as an all-accomplished salesman, who goes about his business with unlimited patience, and with a stock and variety of information that charms by its freshness and extent; one who is welcomed in the banker's office, the merchant's store and the study of the student, and is moreover welcomed by the cultivated woman at the family fireside. Very naturally the value of this very valuable agency depends on the number whom he addresses who have ready money and are willing to spend it to satisfy their wants, and, perhaps, gratify their tastes. The sole office of this most useful of all missionaries is to do his master's will, and both introduce him and commend him and his wares to as wide an audience as possible. Sometimes he describes his master's wares, their quality, and names their prices, or tells you the mark by which they are distinguished from all others of their class; all these are very valuable services. He is, moreover the herald of new inventions, the latest fads in fashions, and invariably the first to notify you of where you can get special bargains in almost everything you need. Multiply this office a hundred thousand-fold, and ask yourself whether, as manufacturer of any article, with trade-mark, or a retail seller of anything required by the people at large, you can dispense with his services, or make money without them. Remember, he has made the fortunes of thousands, he has taken men and women from obscurity and endowed them, as it were, with his magical virtues, making them rich, popular and respected ornaments of society.—B. C. Commercial Journal.

PRICES IN 1866 AND 1893.

It may be interesting to many of our younger grocers to know that twenty-seven years ago the prices of groceries differed very materially from the prices governing the same articles to-day. On a recent visit to Oneida we had a pleasant chat with Mr. Theodore Carter, the leading grocer of Oneida, who engaged in the grocery business in that village in the year 1866 says the editor of American Grocer.

Mr. Carter has saved every bill of goods he ever purchased, and from a long statement we find at that time that he paid for Porto Rico molasses 84 cents a gallon; coffee sugar, 15¼ cents; cut loaf, 17¾ cents. Gunpowder tea at that time cost him \$1.60 a pound; pepper, 34 cents, while he had to pay 65 cents a pound for cotton twine. Cranberries cost him \$24 a barrel.

From a newspaper advertisement we find that at that time apples were selling for \$2.50 a bushel; potatoes sold at \$1.75 a bushel; crate of peaches brought \$8, while lemons sold for \$1 a dozen; flour brought \$4.50 a sack, while a can of tomatoes sold

for 40 cents and canned corn sold for 50 cents. Mr. Carter at that time paid the government \$50 as a tax for doing business.

It will readily be seen from the above quotations what goods cost those days. The wage-earner is earning at the present time proportionately as much as then, and yet he can purchase now nearly three times the amount of goods that he did then; while the grocer finds that while prices have decreased, expenses in many cases have increased, and he is not making the money he formerly did. The above will furnish food for reflection, and cause the thoughtful man to consider how he can decrease his expenses in the handling and giving credit.

A MIGHTY HAUL OF SALMON.

A salmon fisher and packer from Alaska told a fellow patient in a New York hospital the other day a story of what is perhaps the greatest single salmon haul on record. The company to which the narrator belongs has its headquarters at San Francisco, and sends each year to one of the Alaska rivers a schooner bearing sixty men, all of whom are busied in making tin salmon cans during the voyage. The point at which the camp was made last season is 300 miles from the nearest post office. The season lasts from May to October, and the pack of the particular company on that particular river was 1,500,000 pound cans.

On the day of the great salmon haul enormous schools of salmon were discovered in a reach in the river. The stream was guarded at three points with traps, and the fish were driven towards three great nets. The school was so thick presently that it was difficult to run a boat through the enclosed pool. Great fish leaped out of the water and struck the oars from the hands of the rowers. At length the haul was made, and at least 75,000 fish were drawn ashore. Two-thirds of the fish were liberated, as it was impossible to cure more than the 25,000 that were saved. The fish averaged nearly eight pounds each.

The salmon pack of this concern goes chiefly to Europe, and is sold especially to British workmen. The fact that there is a demand for a delicacy of this sort among English mechanics leads the narrator of this story to believe that the workmen of the British Isles are better paid than the Americans suppose.

The salmon syndicate of the northwest, the State of Oregon and the United States Government are all busied in encouraging the Pacific Coast salmon. The syndicate alone turns loose into the rivers of Oregon 50,000,000 salmon annually, and as the industrious salmon lays 900 eggs to every pound of her weight the prospect of the fish seems good. Throughout the whole Pacific northwest the salmon is about the cheapest fish going, and is not esteemed a delicacy. The Alaskan salmon fishermen still make a mystery of the salmon though its habits have been pretty well cleared up by scientific investigation. According to popular belief nobody knows what the salmon feeds upon. It is also firmly held that the salmon returns to its hatching place but once, at the age of five years, for the purpose of spawning, and then goes back to the sea, there to die, or at all events never again to visit the river of its birth.—New York Sun.

To The Trade:————

In taking up increased space this week we beg to thank our friends and customers for their numerous favorable notices of our goods advertised, and to assure them that every article advertised by us is as represented, either equal to any in the market or the premier of its kind.

We strive at all times to secure such articles as are worthy on their own merits of being advertised and sold and profitable to our customers. We are all in the business for the money there is in it, and it is to our interest to sell **Good Articles** and such as are profitable to our friends. **What pays you, pays us. Watch our Advertisements it will pay you.**

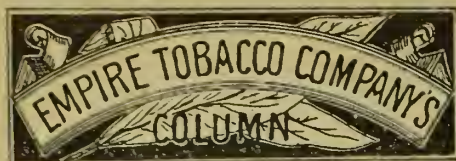
“Reindeer” (CONDENSED) COFFEES

Are known from the . . . **ATLANTIC** to the **PACIFIC**



Their unqualified merits have secured to them the trade of every first-class merchant. If you have not handled any send us a trial order. **Don't be without them.**

EBY, BLAIN & Co. WHOLESALE GROCERS **T**oronto, Ont.



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

~
**EMPIRE
TOBACCO
Co.**

MONTREAL

DRY GOODS.

House trade in this city has been brisker than usual on account of the millinery openings. Buyers from all parts of Canada have visited the markets and some very large parcels have been bought. All classes of spring goods have been in strong demand.

The millinery houses are scenes of unusual brilliancy. The trimmings for spring are of many and bright colors, and hence the displays rival the finest July flower shows. Bright colors seem to have permeated every class of goods. Buying has been brisk and substantial. There has been a freedom about the placing of orders which denotes very light stocks in retail stores and a strong confidence in prospects for spring trade.

The past week has been marked by a very small influx of money. Payments are very indifferent. The amounts due were not large, nor were they well met. Very little advantage was taken of cash discounts. This tightness of money is due partly to a very meagre trade in country districts on account of bad roads. Houses whose trade is mostly with such districts have felt the stricture more than others. Still, dealers are not fearing March 4th.

A novelty shown on the market is a new celluloid collar and tie combined. The tie is simply an extension of each end of the collar which overlaps and forms an imitation bow tie.

Most of the woollen buyers are back from Great Britain and are full of ideas for fall trade. Mr. O'Hara, of Gordon, Mackay & Co., and Mr. Johnston, of Wyld, Grasset & Darling, have just returned. Mr. Auld, of W. R. Brock & Co., returned over a week ago. Mr. Begg, of John Macdonald & Co., has not yet returned.

NOTES.

W. R. Brock & Co. made an extra display on the dates of the millinery openings. The haberdashery department under the control of Mr. Smallpiece was especially well decorated. The stock was very full and displayed to great advantage. Lace curtains were hung in various places; spring parasols hung half opened in prominent positions; long rows of new style suspenders were displayed to advantage; and spring neckwear in great profusion was very noticeable. Their exhibit of embroideries, art silks, spring underwear, ribbon, umbrellas and parasols was worthy of the reputation of the house.

During the coming summer ladies' belts will be greatly worn, owing to the popularity of the blouse. Gordon, Mackay & Co. show ranges from 85c. up, in plain leather, embossed leather and perforated leather; also silk and lustre.

A special line of lace curtains $3\frac{1}{2}$ yds. in length and in new designs, that can be retailed at 80 cents and \$1, are being shown by

W. R. Brock & Co. The sale of these is very rapid.

For summer wear Gordon, Mackay & Co. show an exceptionally low line of ladies' vests, unbleached, with long sleeves, which they can sell at a price enabling a purchaser to retail at a quarter. They claim to lead the trade in these goods.

In Hermsdorf's absolutely stainless black hosiery, W. R. Brock & Co. are showing several special lines. One number called D. O. with fashioned foot can be retailed with a good margin at 15 cents per pair. Another called Buster, they claim, leads the market, being the lowest line of full-fashioned goods imported. This line can be retailed three pairs for 50 cents.

A special shipment of laces is being passed into stock by Wyld Grasset & Darling. They are the balance of a manufacturer's stock and will be sold at about half regular price. They include cream, natural and two-tone Pointe D'Irelandes and Guipures.

Tambor embroidered lap robes are shown in abundance by John Macdonald & Co., they having bought up a manufacturer's stock of these. They are also showing an extensive line of fancy linen lap robes; they run in the lowest grades to retail at 50c., and also in other qualities. Their stock of overalls is very complete, embracing all the different kinds, such as jeans, cottonades, pointed moles, denims and duck. A fine lot of men's cashmere and cashmere and silk vests are shown. These goods have been very successful in the hands of the travellers. Their stock of umbrellas includes lines from \$4.50 to \$48 per dozen, and includes many special features, such as elastic frames, double ribs, sixteen-ribbed, Titania tubes, and many novelties in handles.

Mr. J. W. O'Hara, woollen buyer for Gordon, Mackay & Co., has returned from his European purchasing trip and reports having placed some very special contracts on staple lines, fancies and novelties. He has treated the samples with unusual care and patience, and his customers may look for a range of woollen samples for next season of unusual merit and excellence.

W. R. Brock & Co. are showing some six-quarter Scotch suitings in hopsacks, twills, checks and stripes, in new fawn and drab shades, which are among the neatest things on the market. Their new tints in spring overcoatings in cheviot-finish, worsteds and West of England venetians, include silver greys, blue greys, blue and black mixes and slates, as well as the staple colorings. They have a very large assortment of black and blue serges, British and Canadian, rough and smooth surface, large and small twills and small fancy effects in all makes.

In the silk and dress goods department John Macdonald & Co. made an extra display this week for the millinery openings. Silks in surahs, tartans, Bengalines, pongors and other lues were shown in great range. Their stock of ribbons in staples was the largest in the trade if appearances were not deceiving. Their stock of laces has met with much appreciation from the trade in all lines. The movement has been extra large. Embroideries are shown in great profusion, and they claim to be offering special value in carton lots and in regular Swiss and Cambric goods. In dress goods their range is very complete; in shot effects, shot lustres, and other fancy effects they show some very taking varieties.

John Jamieson & Co's LOCHFYE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY . . .
BUTTER
OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

1/2 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Also at
Liverpool and Glasgow. **Manchester,
England.**

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are lower at 25c. to day; Butter is scarce
and firm at 20 to 24c. for good to choice; Dried
Apples 5 to 5 1/2c.; Green Apples 1.00 to \$2.00;
Beans 1.30 to \$1.50 per bush.; Potatoes 90c. to
\$1.00 per bag; Honey 5 to 8c.

Consignments of Above
Solicited.

J. F. Young & Co.

[Produce Commission Only,
74 FRONT ST., EAST
.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON, TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, March 2, 1893.
GROCERIES.

Nothing particularly new seems to have developed during the week. Outside canned goods the market is quiet, but a healthy feeling prevails. Sugars continue firm and syrups are stronger. Coffees remain much about the same as a week ago, and fruits are without change. Firmness still characterizes the tea market, and demand is active.

COFFEES.

Local demand continues moderate and it is the general opinion that should there be any advance on present prices there will follow a falling off in consumption. Rios are quoted here at 21 to 22c. and stocks are low, good grades being very scarce. Options in Rios took an easier turn outside last week, but prices have since recovered and they are now higher than before.

DRIED FRUIT.

Currants continue to attract the most attention, the movement being freer than in any other kind of dried fruit. There are not many Valencia raisins moving here; prices are unchanged, but they are firmer in New York. Prunes are in moderate demand at from 8c. up. Dates are selling in small quantities at 5½c. up.

RICE AND SPICES.

Spices are in good demand at unchanged prices. Rice is quoted as before and demand is light.

SUGAR.

A moderate business only is being done, and the situation appears to be as sharp as ever. Refiners will not contract for one day ahead, and the agent of one refinery refused to even submit an offer for 1,000 barrels at 1-16c. less than the quotable price. Outside markets are also steady.

SYRUPS AND MOLASSES.

Syrups are scarce and higher, refiners having advanced prices at least ¼c. during the week. Local demand is good. Molasses is in fair demand at unchanged prices.

TEAS.

Demand continues fairly active at firm prices. The situation has not materially changed during the week. The retail trade is buying more largely of low grade Japans, Assams and Ceylons than for some time. A few of the better grades of Ceylons are offering from England, but medium grades are very scarce. The market seems to be in better shape than for five years past, and with the consumption increasing and stocks low it looks as if there will be further advances.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Prunes are held higher in New York.

Smith & Keighley are offering a nice bright raw sugar at 3½c.

Eggs are retailing in Halifax at from 35 cents to 37 cents a dozen.

Diamond Baking Powders will now be found in the list of Prices Current.

T. Kinnear & Co. are offering special bargains in Japan teas at from 17 to 19c.

A local flour and feed man offered to exchange a car of wheat for one of bran a few days ago.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

The trade here have received an engraving showing a partial view of Crosse & Blackwell's very handsome new factory Charing Cross Road, London, W. C.

The Trust, unable to force its effort to make customers take 50 per cent granulated in bags some time ago, rescinded the order. Now the bags have piled up into a surplus accumulation, and any one who will handle that style of package can do so 1-16c less than regular rates on standard grade.—N.Y. Bulletin.

BUTTER AND CHEESE.

Receipts of butter are larger and there is more disposition to sell. There is still a good deal of creamery butter being held here on speculative account, and as the quantity has sadly deteriorated it is likely to be held, particularly if the present prices are persisted in. Good creamery butter will sell well at 23 to 25c. for tubs, while extra choice brings 26 to 27c. Good dairy and bakers butter are in good demand, and supplies are about equal to the demand; large rolls sell at 18 to 20c., and dairy tubs are taken at 20 to 21c., and pastry at 15 to 17c.

Cheese continues in fairly good demand at firm prices, but there is considerable difference in values. Stocks held here are still light.

PETROLEUM.

The Petrolia Advertiser in its weekly report says: Reports of development from all parts of the territory the past month show marked changes in comparison with previous months. There has been a large decrease in the number of wells completed, and consequently of new production. There are several reasons that have caused the above, the most prominent one, of course, being the unsettled state of the oil business throughout Canada in consequence of anticipated tariff changes, which, of course, has made a difference in the amount of new work under way and projected by parties holding leases of land here and outside property owners. And then again, the extremely cold weather has affected operations to a larger extent. Crude remains firm at \$1.18½ for Petrolia oil, with a shade better for Oil Springs. Activity in refined oil continues, and the manufacturer to-day is really put on his metal if ever he was. The market to-day may be said to be very sympathetic, each refiner watching the other and

manifesting, as a rule, a disposition to await the course of events rather than make any rash contracts ahead for future delivery. It is believed here among those who should be posted in these matters that there are not very heavy stocks of refined oil in the Eastern markets, and hence the manufacturer is not as eager, taking the general view of the situation into consideration, to grant the dealer any the best of it for the future. We hear that there has been some cutting in prices lately. Just exactly what were the causes operating to induce offerings of small lots of oil at prices lower than those generally demanded in a fairly firm market is of course more or less a matter of conjecture.

Following are the latest quotations at Toronto:—Canada refined oil, 13½ to 14c; carbon safety, 17½ to 18c; Canada water white, 19c; American water white, 21 to 22c; photogene, 25c.

COUNTRY PRODUCE.

BEANS—Scarce and firm with demand good at \$1.40 to \$1.50 for the good article.

DRIED APPLES—The market is a little firmer, but there is not much doing; 5¼ to 5½c. are the ruling prices.

EVAPORATED APPLES—There is a much stronger feeling in the market, but there is not much movement. Car lots are in demand, but for jobbing account there is not much request, green fruit being too plentiful and cheap. Prices are 8½c. higher at 9c.

EGGS—Supplies are becoming more plentiful and prices are easy at 25 to 26c. No large lots are moving, purchases made merely being for immediate requirements.

HONEY—Market remains much about the same as for some weeks; while clover, if it could be had, would sell well, but dark, which is plentiful, is not wanted. While clover, in sections, is quoted at 15c. and dark at 10c., extracted runs from 5 to 8c.

DRESSED POULTRY—Scarce and wanted. Prices unchanged. Chickens are quoted at 65 to 75c. a pair, ducks 85c. to \$1 a pair, turkeys at 14c. a pound, and geese at 9 to 10c. a pound.

POTATOES—The market is at the moment in a good healthy condition. Car lots have changed hands during the week at 80 to 82c. on track here. A good deal of trouble is experienced in getting cars. The ruling prices out of store are 90 to 95c.

ONIONS—Dull and unchanged at \$2 to \$2.25 per barrel.

HOPS—The market is quiet, the brewers managing to get along with what they have on hand; prices steady. A nice little lot of 92's offered at 19¼c., but we do not hear of any sales being effected at that figure.

HOGS AND PROVISIONS.

The market for dressed hogs is weak and lower. A good many car lots are offering, but transactions are few. Packers here are picking up market hogs at \$17 to \$17.40 per cwt.; \$8.25 seems to be the highest price that they are willing to pay for car lots this week, although dealers have paid \$8.55 to arrive. All hog products are in good demand. Lard is quoted slightly higher, and there is not much offering.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—In good demand and firm at 13 to 13½c.

LARD—Pure Canadian is 13c. in tubs and 13½c. in pails. Compound 10½ to 11c.



IT SPEAKS VOLUMES

For the good quality of "KENT" Pickles, when we state that, without the aid of travelling salesmen, the output last year was by far the greatest in the history of the Company. Quality does it. Uniformity holds the trade when once secured. Do you handle them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**

L. H. DOBBIN, - MONTREAL.

BEAVER BRAND PICKLES

Best Value
in Canada



Send for .
Quotations

T. A. Lytle & Co. VINEGAR MFRS. Toronto

UNDERSTAND THEIR BUSINESS

A. CAMPBELL, Esq.,
TORONTO, Dec. 15th, 1892.
TORONTO, ONT.

MY DEAR SIR:-

I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada. It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.

Yours sincerely,

A. WHITE,
D. G. F. A., G. T. Ry.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST, - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR
Epicure Corn and Sifted Select Peas
If not, send for Sample Order.



Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.

THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS—Continued

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8¼c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

GREEN FRUIT.

There has been no material change during the week. Oranges are active and firm, while lemons on the other hand are quiet but unchanged. There is not much doing in bananas, and the season is about over for grapes and cranberries. Mandarin and Tangerine oranges are about out of the market. We quote Valencia oranges at \$4.50 to \$4.75 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.50 per box, Palermos \$2.50 per box; lemons \$3 to \$3.50 for choice and \$3.75 to \$4 for fancy; bananas \$1.75 to \$2.50; pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket; apples, \$1.25 to \$1.75 for market stock and \$2.50 to \$3 per barrel for fancy.

FISH AND OYSTERS.

The demand for fish has continued good and better than usual, notwithstanding that prices are higher. While the demand is general, the smaller varieties, such as lake and sea herring and whitefish are the most sought after. The market is almost cleaned out of sea herring, and the few there are to be had are selling at \$2.85 to \$3. There have been a few ciscoes on the market during the week, and they have found a ready sale at \$1.50 per hundred. The market is pretty well cleaned out of smelts. A few flounders are on the market and they are selling at 5c. Oysters are dull and unchanged. We quote: 7 to 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$3 per hundred for frozen Lake herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 5 to 5½c. for had-dock, 4 to 4½c. for market cod, 7c. for steak cod, 5c. for flounders, 6½c. for skinned and boned codfish, \$3 per half bbl. for Labrador herring, \$2.75 per half bbl. for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 7c. for pike, 7c. for pickerel; oysters, \$1.50 for stds., and \$2 select.

HIDES, SKINS, WOOL, TALLOW.

SKINS—There are not a great many coming in and prices are unchanged at \$1.25 to \$1.40 for shipskins, and at 5 to 7c. for calf skins.

HIDES—Demand continues fair and prices steady, car lots of cured are moving at 5¼c. We quote No. 1 green cows' 4½c., cured 5¼ to 5½c.

TALLOW—Continues in active demand, with offerings light. Prices are ½c. higher, dealers paying 7 to 7½c. and selling at 7¼ to 8c.

WOOL—Not much to note, very little moving and prices are unchanged. There will

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

be no blanket wools on this market till the new clip comes in. Fleece is nominal at 18 to 19c. Pulled is selling moderately well at 22 to 23c. for supers and at 26 to 27 for extra.

SEEDS

Red clover is somewhat easier in sympathy with the further decline in the United States market, prices here being from 35c. to 50c. lower than a week ago at \$8.50 to \$8.90. A week or so of fine weather would undoubtedly have a stimulating effect on the market. There is not much timothy offering and the demand is light prices are unchanged at \$1.50 to \$2.25. Alsike quiet and unchanged at \$5.50 to \$6.60.

MONTREAL MARKETS.

MONTREAL, March 2, 1893.

GROCERIES.

There has been no great stir in groceries, although a moderate movement is reported in refined sugar at steady prices. The tea market holds as firm as ever, and there have been further calls for Japan on American account which further reduces the stocks here. The strength in coffees and spices continues notable, in fact, all lines, from sugar down to fish are strong, so that it does not seem as though holders would gain anything by deferring their purchases; rather the reverse, in fact. In the main, however, they show indifference, and take

(Continued on page 22.)

CANNED GOODS.**TORONTO.**

The situation continues to gather strength. Demand for canned tomatoes continues active and while quotations are unchanged, one leading house is holding prices 10c. a dozen higher. No shipments are reported this week to the United States, although the Lakeport cannery is at the moment engaged in consigning a round lot to Liverpool. Corn is in good demand and stocks are getting light. The market has a firmer feeling, and sales were made last week to a local buyer at 90c. An active enquiry is reported for peas at from 85c. to \$1. Beans are moving well at steady prices. Canned fruits are in active demand and stocks are getting lighter. Canned salmon is also in good shape, and little or nothing is expected to be in stock when the new pack arrives. Some houses at the moment are cleaned out of packages of both trout and white fish, and Buffalo is reported to have absorbed everything on this side. There is the usual seasonable demand for sardines.

MONTREAL.

The canned goods trade is very quiet at the moment. Some of the large houses are said to be selling staple lines considerably below quotations but the movement generally is small.

ST. JOHN, N.B.

Canned goods are moving freely and some lines are said to be scarce, gal. apples are quoted at \$2.25 to \$2.40; corn sells at 90c. to \$1.05; peas 90c. to \$1.05; tomatoes 90c. to \$1.; salmon \$1.60 to \$1.75; lobsters \$6.75 to \$7.25 per case.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5c.
F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

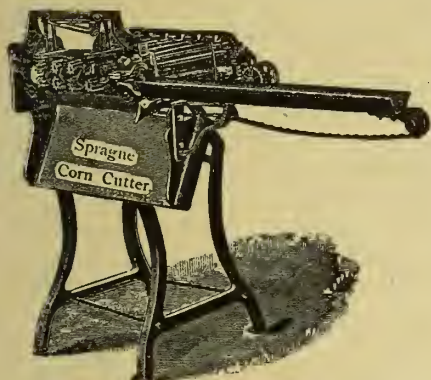
QUALITY—Bright, dry, and sound new-crop stock.

WE AIM AT—

THE **FRUITS**
BEST - AND -Lowest Possible Price.
CLEMES BROS.

Phone. 1788

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

*We have now about sold
out and our Goods are
in the hands of whole-
salers.*

Ask for them, and if you can-
not get them, we will supply you
with a small order.

The **STRATHROY CANNING AND
PRESERVING CO., Ltd.**

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

SEEDS - Everything for the
Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD. TORONTO, ONT.**

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.

It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

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BELLEVILLE CANNING CO.

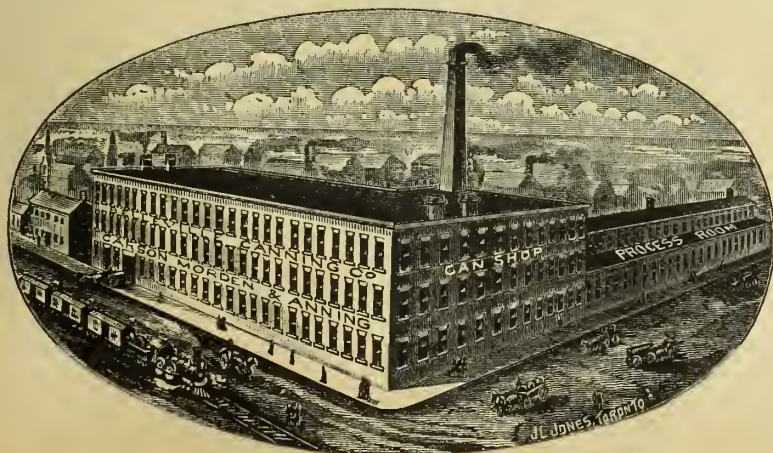
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MONTREAL Markets Continued.

supplies sparingly, but this may be due to the high freights ruling rather than any disinclination about buying. Payments seem to be favorable on the whole.

SUGARS.

No marked change has occurred in raw sugar. There has been no cost and freight business during the week, refiners here not being anxious. Advices from the Philippines state that stocks are completely exhausted, Hong Kong and Australian refiners having been heavy buyers. A shortage is reported in Cuba also. In refined stock there is no special change, a fair business moving at steady prices. Yellows are quoted at 3 1-2c. to 3 7-8c. and granulated 4 5-8c.

SYRUPS.

Grocers report an active demand for syrups, the consumption being large owing to the high prices both of lard and butter. Supplies are small, one refinery at least being completely out of stock. Refiners say that 22c. per gallon is about their idea of value. Molasses is moving fairly well in small lots at 34 1-2c. to 35c.

TEA.

The market has been quiet during the past week in Japan teas. There is still an enquiry for low grades on American account, and lots have been placed at 12 1-2c. to 14c. Medium to good have changed hands at 16c. to 18c., and fine at 19c. to 21c., with finest 25c. to 31c. Advices state that blacks are very firm in England, and importers have experienced great difficulty in securing goods on which offers have been made.

COFFEES.

The coffee market maintains its firm tone, and higher prices are looked for. We quote Jamaica, 19 to 20c.; Maracaibo, 21 to 22c.; Rio, 19 to 21c.; Java, 25c. to 27c.; and Mocha, 25 to 28c. These figures are only possible on straight wholesale lots, business in a jobbing way necessitating an advance on these prices.

Spices are in fair demand at the advance sale sales of black pepper in lots transpiring at 8 to 9c., and Pimento 6 1-2c.

DRIED FRUIT.

The market for Valencia raisins has been quiet, although holders are exceedingly firm as offerings of common stock have ceased to be pressed on the market. We quote Valencia off-stalk 4 1-2c. to 4 7-8 according to brand; layers, 6c. to 6 1-4c. Currants are quiet at 5c. to 5 3-4c. as to package.

NUTS.

Nuts are quiet and unchanged. We quote Pecans 11 to 12 1/2c., Terragona almonds, 10 1/2c., Grenoble walnuts 13 1/2 to 14 1/2c., filberts 10 to 10 1/2c., Ivica 14 1/2c., Brazil 15c., marbotts 12 1/2c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

RICE.

A very good movement is reported in rice, and prices rule firm, as reports from primary markets indicate higher values. A recent report says: "Madras is in a state of famine. There is a large demand in China for the commoner kinds of Saigon and Siam. The Burmah harvest was proceeding satisfactorily, and steamers are busy loading except at Akyab, where rice is being taken at high prices for the Madras coast." Local quota-

tions are: Standard \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina \$7.50.

FISH.

The fish market is in a very satisfactory condition, the demand being good, and the supply of herring has been worked down to a sounder basis. We quote:—Haddock, 4 to 4 1/2c., cod 4c., lake trout 7c., white fish 7 to 7 1/2c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12 per brl.; do. \$7 per half brl.; C.B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$1.75 to \$2.00 per brl.; fresh herring, \$2.00 to \$2.50 per hundred; haddies, 7 1/2 to 8c.; Yarmouth bloaters, \$1.00 to \$1.25; frozen mackerel, 8 1/2 to 9c.; smelts, 4 to 5c.

APPLES.

The apple market is dull, with a few sales in a jobbing way at \$2.50 to \$3.

ASHES.

The ash market is firm at \$4.25 to \$4.35 for pots. Pearls nominal at \$5.20.

HOPS.

There is nothing doing in hops, holders asking 20c. for Canadian.

BEANS.

Beans rule steady and quiet at \$1.35 to \$1.56 for picked, and ordinary \$1 to \$1.20.

POTATOES.

Car lots of potatoes have changed hands at \$1.06. The quality continues disappointing and receipts run light.

EGGS.

The egg market rules easier, as receipts of fresh stock are more liberal. The stock of limed is exhausted, but some lots of American stock are on their way here, and will cost 29c. laid down here, which in the present state of the market means a loss to the holder. We quote 30c. for fresh stock.

BUTTER AND CHEESE.

The cheese market is quiet and unchanged. There is very little stock here, and what there is held firm by holders at 11 1/2 to 11 3/4c.

Butter rules steady and is fairly active in a jobbing way for all grades. Choice parcels of creamery sell at 23c. and over, while Townships dairy is scarce and firmly held at quotations: Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 19 to 20c.; Western rolls, 18 1/2 to 20c.

PROVISIONS.

Provisions remain very quiet, but smoked meats are receiving some attention. Pork is neglected. The market holds very firm, however. We quote the following quotation: Canadian short cut pork, per brl. \$23 to \$24; Canada mess pork, per brl. \$23 to \$24.00; Hams, city cured, per lb. 13c. to 14c. Lard, Canadian in pails, 12 1/2 to 13 1/2c.; Bacon, per lb., 12 to 13c.; Lard, com. refined, per lb., 10 1/2 to 12c.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., March 2, 1893.

The week has been uneventful in the grocery line, prices have ruled steady and trade quiet, though a little more activity is noticed the last few days, as orders are coming in for spring trade. Sugars are firm. Oatmeal is quoted higher. Flour is steady. Molasses is somewhat easier. Collections are slow.

Sugars—Holders of stocks are firm in price, though buyers do not seem inclined to

take more than for immediate wants. Quotations are granulated 4 3/4 to 4 3/4c., yellows 3 1/2 to 3 3/4c., extra C 3 3/4 to 4c.

Molasses—The market is some easier, and as crop prospects are good prices will likely rule low for some time. Barbadoes is selling at 31 to 33c., Porto Rico 31 to 33c., and Antigua 29 to 30c.

Provisions—Mess pork is selling at \$21.50 to \$23, as to quality. Smoked hams are selling at 14 to 15c.; do. rolls at 12 to 13 1/2c. Lard, compound, 12 to 12 1/2c.; pure, 13 to 14c. Tallow, 6c.

POINTS FOR CLERKS.

It was the saying of a wise man, long ago, that everything has two handles, by one of which it can be easily carried, while by the other it cannot be. This suggestive phrase might be often brought to mind by the perplexing problems which arise in the life of every young man and by the ways in which they must be met. A writer in the Golden Rule says that it might not take a sage to discover the truth and utter it, but a wise man indeed would he be who would always know just how to apply it.

A very unenviable gift it is that leads one always to take things by the wrong handle, and there is always opportunity for exercising it if one chooses to do so. When the sun is not shining, it is easy to notice the gloom; when the sun is shining, it is just as easy to complain that the light hurts the eyes. When a cloud is turned with the silver side out, no one can deny that it is only a cloud, after all. But skill in detecting the right handle, however it may be hidden, may become, also, almost a positive instinct; and there are just as many opportunities for exercising that. If the flower is bitter, it is delightful to have the bee's secret for finding honey in it somewhere. If one has only nettles to depend on, it is a fine thing to have the talent of the cook that boasted of the number of dishes that he could make from a nettle top. Happiness in life turns largely on the ability to take things by the right handle.

Men, as well as things, have two handles. It is possible always to stroke them the wrong way. An argument can be begun by stating either the points of agreement or the points of disagreement, by arousing antagonism or by conciliating prejudices. One may approach the other with a black flag or with a flag of truce; and the flag can be seen farther off than can its bearer. Much is said about "reaching" people, but it makes a great difference what one reaches with. Setting out on the most excellent of errands, with the best of intentions, is not enough. Success in winning men lies largely in the tact that grasps the right handle.

Discouragement over frequent failures in good causes might lead one to question whether success for him is possible; but a large part of education consists of training in recognizing the right handles, and in this training even failure has its part. There are two handles; if you have tried the wrong one first, take the other.

FLOUR AND FEED.

TORONTO.

Dulness is the predominating feature of the flour market. The feed market however is firm with demand good; bran is wanted on track at \$15.50 with \$16 asked and in ton lots it is quoted \$1 higher at \$17.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.50; strong bakers' \$4 to \$4.10; white wheat patents, \$4.25; straight roller, \$3.40; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.40 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$3.10; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.25 Cornmeal is \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$15.50 to \$16., shorts (ton lots) \$18; mixed feed \$22, feeding corn 57 to 58c., oats 34 to 35c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market is dull and unchanged, buyers only taking enough to meet immediate requirements and wholesale prices are more or less nominal. We quote:—Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4.15; strong bakers' \$3.90 to \$4.00.

ST. JOHN'S N. B.

Flour.—Market steady and prices are held firm. Manitoba is quoted at \$5.20 to \$5.25 high grade Ontario, \$4.35 to \$4.45; medium patents, \$4.15 to \$4.30.

Oatmeal.—Very firm in price and likely to advance is quoted \$4.30 to \$4.35.

Cornmeal.—Not much movement, market steady, price \$2.70 to \$2.80.

Feed.—Very firm, late advices are reported higher, is selling here at \$22.50 to \$23.50 per ton.

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

**Embro
Oatmeal
Mills**

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.**Pincombe & Sutherland,****STRATHROY, ONTARIO.**

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dried Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL**Dominion Mills,
LONDON.****Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.
WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

Also Oatmeal, Rolled Oats, Rolled Oatmeal
Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS:**KLEBER, MAY BLOSSOM.****AGENTS:****J. L. SMITH & SON, - Montreal.****EPHRAIM ERB, - Halifax.**

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.**Pincombe & Sutherland,****STRATHROY, ONTARIO.**

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dried Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.



GREEN AND BLACK TEAS.

It is not my intention to enter into an account of the different processes of manufacturing black and green teas, but to find a reason for their chemical differences. By green tea I do not mean the highly colored article which is sold in this country, but the pure green teas of the Northern tea-growing districts of China, to the Namuna teas of India, very little of which, if any, are ever seen here.

To those who may not be acquainted with the term "Namuna" used in the above sentence, I wish to offer a few words of explanation. The word "Namuna" means in Hindustani "sample," and its application to the peculiar description of teas which now go by this name happened in the following manner:—A planter sent to England some boxes of this tea ticketed "Namuna," and the London brokers being unacquainted with the meaning of the term, have always since applied the name "Namuna" to this class of tea. They are made from the unfremented leaf, as is the case with Oolongs and Greens. The leaf is generally of a dark olive-green, though some incline to a greyish-black tinge. The liquor is very pale and slim looking, but its quality is stronger by far than ordinary Pekoe (Indian or Ceylon); in flavor, it is between a Flowery Pekoe and a green tea, quite distinct from Flowery Pekoe, possessing something of the rasping catching of the green tea class, with the flavor a little refined. The out-turn is generally green, sometimes with a brownish leaves mixed. These teas are often called "Indian Oolongs" or "Indian Mandami Pekoes." They are chiefly produced in the Darjeeling and Kumaon districts. The indigenous plant of India is unsuited for the production of Namunas, nor is the hybrid suitable, but the pure Chinese plants which have been transplanted to India make fine Namunas, and with this variety of the tea bush are the estates of Darjeeling and Kumaon chiefly planted the original, having been brought there by Messrs. Bruce and Fortune in "Fifties." These teas are invaluable for blending purposes.

I may also state that the finer grades of Formosa Oolongs are really green teas, and they are often spoken of in the trade as "a black tea with a green tea flavor." It is a curious fact that the tea bushes grown in the colder and higher altitudes produce the finest green teas. The word green, to the Chinese and tea growers of India, has no reference to color, but means "immature," "not of full growth," and is used in somewhat the same sense as we say "green corn."

The characteristic differences between green and black teas—the difference of color and flavor, and the effect produced on some constitutions by green tea, such as nervous irritability, sleeplessness, etc., which are distinct from those produced by black teas

are so marked that they need no comment, but they possess peculiar chemical properties which have always been attributed to the effect of high heat in the process of manufacture.

From whence do these distinguishing peculiarities arise, and what are they to be attributed? It is found that many medical herbs, principally those of a nitrogenous nature, such as atrophebelladonna, hyoscyamus-niger, etc., when brought in fresh and cool by the grower or collector, dry a bright green color, but if they had been delayed in transit, or remain in a confined state for any length of time, they become heated from a species of spontaneous fermentation, and when loosened and spread open emit vapors and are sensibly warm to the hand. When such plants are dried, the whole of the green color is found to have been destroyed, and a red-brown, and sometimes a blackish brown, result is obtained. When a clear infusion of such leaves is evaporated to dryness, it is not all indissolved by water, but there is left a quantity of brown oxidized extractive matter, which is denominated apothene. A similar result is obtained by the evaporation of a clear infusion of black tea. The same action takes place in the infusions of other vegetable substances when exposed to the oxidizing influence of the atmosphere. They become darkened on the surface. This gradually spreads through the solution, and on evaporation an oxidized extractive matter remains which is insoluble in water. If green tea is wetted and redried with exposure to the air, it will be found to be nearly as dark in color to ordinary black tea. The conclusion then is, that the peculiar characteristics and chemical differences which distinguish black tea from green tea are to be attributed to a species of heating or fermentation, accompanied with oxidation by exposure to the air, and not to being submitted to a higher temperature in the process of manufacture, as has generally been thought. Those who have seen tea manufactured, I think, will agree that this is the rational result of the process. For the purpose of black tea the leaves are allowed to remain in bulk exposed to the air for some little time before being fired; whereas, for green tea, the freshly picked leaves are fired at once, without delay, at a high temperature, fired and rolled again and again, assisted sometimes by a fanning operation to drive off the moisture, and always with brisk agitation until the drying is completed. It is during this firing that the green powder is added that produces the green color of the so-called green teas sold in the European and American markets, about one pound of coloring matter being required for every hundred pounds of tea leaves. That the color of black tea is not owing to the fire is evident from the following facts:—When the leaves are dried in the sun the same color is obtained, and on the other side, if roasted by fire, without the process of fermentation or withering, and then finished in the Poy-long, a kind of green tea is produced.—Robert O. Fielding in American Grocer.

THE BANANA MARKET.

The New Orleans Picayune gives the following table of banana imports into the United States and Canada for each of the last two years. The figures show that the city near the mouths of the Mississippi leads all the rest, with New York a good second, Philadelphia racing with Boston for the honor of third place on the list, and Baltimore doing but about a third part as much as either of the two:

	1892.	1891.	Increase.
New Orleans	4,483,351	3,735,841	747,510
New York...	3,715,625	3,567,768	147,857
Philadelphia	1,818,328	1,019,234	799,094
Boston	1,840,519	1,710,005	130,514
Baltimore...	625,077	609,668	15,409
Savannah...	190,000	73,209	116,791
Mobile	150,000	130,000	20,000
Montreal...	30,019	.....	30,019
Galveston...	3,000	92,515	*.....
Tampa	.....	48,000	*.....

Total.... 12,855,919 10,986,240 2,007,194

*Decrease—Galveston, 89,515; Tampa, 48,000.

The total increase of about 18 per cent for last year is astonishing in view of the fact that fear of cholera tended to reduce the consumption of the fruit, and it is cited as a reason why the imports at New Orleans were not much larger as some cargoes which would otherwise have gone to that port went to Philadelphia. The wonder grows when we consider that the figures given above represent bunches, each of which contains from 70 to 150 bananas. A hundred for each would be a very moderate estimate, but gives more than one and a quarter billions of bananas for consumption in the United States last year, or nearly twenty per head for all the men, women and children in the country. As many do not touch the fruit from one year to another, and many others touch it but occasionally, there must be great numbers with whom the banana may also be described as a regular article of diet during several months in each year. It is used by them not simply as a relish but as a nourishing food, which it is well known to be. In the tropical countries where it grows most abundantly it constitutes a large part of the food of the people, and the nourishment is very great. The plant is so prolific that according to Humboldt the same area that produces 1,000 pounds of potatoes will produce 44,000 pounds of bananas, and a surface bearing wheat enough to feed one man will grow enough bananas to feed twenty-five. The principal sources of banana imports to the United States are Jamaica, Honduras, and Baracoa.—Ex.

H. P. Eckhardt & Co. have just received another shipment of Mortin's kippered herrings.

Perkins, Ince & Co. are offering Malaga raisins, in good condition, at \$1.50 to \$2.50, according to quality.

H. P. Eckhardt & Co. are offering a consignment of Eleme figs packed in one and two-lb. boxes, full weights, at 7½c. for the ones and 18c. per box for the twos; quality the best.



Specially
Adapted
for Lenten
Season,

Containing no Meat Extracts.

WRIGHT & COPP,

DOMINION AGENTS, TORONTO.

ESTABLISHED 1851.

WE OFFER:

200 BARRELS

No. 1 Labrador Herrings

At \$4.45

Write us for other Prices
of Groceries.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

**SPECIAL TEA
SALE**



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices
and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

SEASONABLE GOODS

"Clover Leaf" Salmon, flat tins.
"Royal" Lobsters, XXX.
Pure Codfish, 1lb. rolls in 5lb.
boxes, 12 in Crate.
Also Prime Herrings in barrels
and Halves.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

.. TEAS ..

Japans, Medium Grades,

Best Value in Market.

ALSO

Darjeelings and Ceylons,

Specially Selected for Blending Purposes.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,

TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUE

IN **Raw Sugars,**
Syrups and Molasses.



**Smith and
Keighley**

9 Front St. E., Toronto.

TEAS - -



A SPECIALTY.

PERKINS, INCE & Co.,

41-43 Front St. East,

TORONTO.

JOHN BURGESS & SON
SAUCE

AND

PICKLE

MANUFACTURERS,
107 STRAND

Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

FOR LENT.

FRESH ARRIVALS --

Barrels No 1 Labrador Herrings.
Half Barrels No. 1 Labrador Herrings,
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

T. KINNEAR & CO.,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

PUSHING THE TEA TRADE.

There is no department in a grocer's business that needs to be more carefully looked after and intelligently worked than his tea trade. It is assailed from all quarters. Proprietary packet teas have made such serious inroads upon it that some grocers question the wisdom of stocking such goods. Great advertising houses have found the parcels post system so convenient that they have attracted even family trade to their own centres in the great cities, while the multiplication of agencies and canvassers in the rural districts have in that way attracted the tea trade from its legitimate channel—the grocer's shop. Worse, however, than these attacks is the outrageously misleading statements made by some of the largest advertisers who appeal to the public for support. Their advertisements deserve epithets more forcible than parliamentary, and have exerted a bad influence on the public mind. Passing over a form of announcement which we dealt with some months ago,—"the finest tea the world produces 1s. 6d. per lb.," when fine Pekoes were fetching 2s. 5d. per lb. in the public sale—we notice that to-day finest Ceylon tea is advertised to the public by one well-known house at 2s. per lb., whilst a reference to our market reports will show that this week Ceylon tea has been fetching prices which, with duty, make the price in public sale pence more per pound than that at which alleged finest tea is offered at retail. In the face of such statements it is not surprising to learn that some of the trade organizations are crying out for some way of stopping such advertisements, at any rate of producing a counterblast which they desire shall be more effective than the famous one King James promulgated against tobacco. Which is the best way to produce such an effect if, of course, a debatable question which should be very carefully considered before action is decided on, as we think it will be found that some retail grocers have been imitating the bad example set in the advertisements complained of. Not long ago we saw a handbill issued by a grocer in which he offered to give 24 ounces of finest Ceylon tea for 1s. 10d. Nor is this an isolated case. We have many times noticed very extravagant statements about tea, and prices in the windows of grocers who ought to have known better. Therefore it is important that we should see that this much complained of practice is cured at home before invoking the gods to smite and utterly destroy our outside foes. And this craze of trying to persuade the public not to pay more than eighteen pence per pound for tea is the more unreasonable because there is really a good demand for "a cup of tea," the cultivation of which should prove profitable. Those who have made the experiment say that when a high-class tea has been put before their customers it has been readily taken up, and though of course in poorer neighborhoods the cheapest article finds favor, the better classes are willing to pay fair price for a good article. And this proves what we have before held, that if a grocer gives care and study to his tea trade, learning the peculiar tastes of his own district, he cannot fail to do better for his clients, and enlarge his tea trade when he provides a suitable blend, than can

the great advertising houses who manifestly cannot put on the market an article suitable for all districts. And it is just at this point that the prospects of the grocers' tea trade may be said to look hopeful. Let a grocer master for himself the art of tea tasting and tea blending, then study the tastes of his neighborhood, and give his customers a good article for their money, and we believe his tea trade will be almost invulnerable to the attacks of the outside firms whose advertising misstatements we all so much deplore.—Grocers' Chronicle.

PECAN CULTURE IN TEXAS.

As this branch of fruit industry has had very little attention paid to it, from the fact that it is a nut that is hardly known outside of the United States, and very little known of it outside of the States of Louisiana, Mississippi and Texas, where it grows in its natural state, I will endeavor to give an outline of my success and failure. This nut bids fair to outrival the English walnut, as it has a superior flavor and will withstand the reverses of the season better. The tree thrives best on alluvial valley lands. My orchard, which consists of nearly 600 acres, has 16,000 from 1 to four-year-old trees. I can safely say that the four-year-old trees will come into bearing in another five years.

They have in this section of Brown County, bordering on Pecan Bayou, been known to have begun bearing at from 7 to 8 years old. Very few embark in the enterprise from the fact that it takes so long for them to come into bearing. But this can be obviated by cultivating the land in corn and cotton until the trees begin bearing. And then it ought to be put into some orchard grass, which will if cut off before the nuts begin to fall, almost defray the cost of gathering. Now this gathering can be done by machinery on the order of street-sweepers, so that the nuts, when they begin to fall, which they do when the first heavy frost opens the burs, can be swept and thus be gathered off the ground. The trees will produce from one to fifteen bushels of nuts, according to age. There is a tree in our neighborhood which began bearing at 8 years, and at 16 it produced ten bushels; now the tree is 19 years old, and produced last year eleven bushels, for which the owner got \$3 per bushel. I paid him three years ago \$5 per bushel or \$50 for the product of his tree. Now right in this connection let me state I have no nuts or trees for sale, now will I have any nuts from my orchard for market for four or five years. As the supply of nuts is scarce, I may assert that if there were 1,000 more orchards planted, as large as mine, during the coming year, the better it would be for the grower of the nuts, as then they would be better known, and the supply would be great enough to create a demand. I have known Pecans to sell at \$1 per bushel years ago, but to-day choice nuts command from \$4 to \$5. Now figure the profit of an acre of nine-year-old trees, which will produce a bushel to the tree; that, at \$4 per bushel, would be \$108, as it takes twenty-seven trees to the acre, forty feet each way. Now, as I said before, the cost would be nominal for gathering, so that \$8 would be more than enough to pay all expenses, which would leave a net profit of \$100 per acre

for the first year. Now, when the tree is 18 years old, and produces ten bushels to the tree, that will give \$40 per tree, or \$1,080 to the acre. Now deduct the cost of gathering, \$80, which would leave a net profit of \$1,000 per acre. But say just half of that, \$500; now what investment can beat that? The editor of one of our Texan papers, after seeing my place, commented on it by stating that he would rather have my pecan farm than any national bank. First, because the returns would be greater, and secondly, the owner would have a clear conscience. Now, to plant an orchard one must begin by having the choicest nuts, as they will always command the highest market price, and be in demand when scrubby pecans will hardly bring any value.

My advice to those starting is to plant the seed and not young trees, for they are harder, and will withstand the reverses of the seasons better. Plant the nuts three in a hill and about 6 inches in the ground, then thin out to one and then protect from the ravages of rabbits and other rodents by crated boxes made of cypress wood tarred at the bottom.

Do not plant alfalfa or small grain between the rows. I lost the first year I planted nearly my entire crop of trees from rabbits, which are very fond of the young sprouts. To protect the trees from these ravages I put yellow pine stakes around them, but this was detrimental in that as soon as they began to rot at the bottom they harbored the wood house, which made its way to the nut and thus injured the tree. I then made crates out of cypress wood, and tarred bottom, and from that day to this I have not been bothered with the wood house or rabbit. After consulting the Agricultural Department I put 100 acres in alfalfa, clearing the ground around each tree about four feet, but I soon saw that would not do, for the alfalfa grew so thick and absorbed all the moisture that it killed out a good portion of the trees, and last year I cut up that 100 acres of alfalfa and the trees that are now set out on that patch are thriving and doing well. The balance of the trees, where corn and cotton have been planted, made rapid growth, some measuring from six to eight feet. It is true that all things have their disadvantages and enemies, and with the pecan the above enumerated pests are all I have to contend with. In some sections the squirrel will unearth the nuts before they come up, but we do not have them in this vicinity, nor field rats. It is important that these crates should be cleaned out every year, as rubbish and dirt from the plow accumulate so that it will breed insects and grass will grow within the boxes. The ground naturally forms a high place as the ploughs plough to the tree. This year I am beginning to plough from the trees, which will be quite an advantage to them.

Now, as to insects, the pecan tree has only three that I know of; the first two are in advantage, the third can easily be eradicated. They are as follows: First the bud worm, which deposits its eggs in the bud early in the spring, thus injuring the bud early in which it has been deposited. But this is nature's pruner and has a partial advantage, and can be got rid of by spraying the tree with Paris green. Second, the saw beetle comes along and saws off a twig here and there, which is no disadvantage. To get rid of them, burn the twigs that they saw off, as they deposit eggs on the same. Then the third insect is a caterpillar, which forms a web of eight

to 12 inches long, deposits eggs in same, which can be burned out by applying a torchlight. They have never done any damage anywhere that I have heard of. Now, when the trees get to be three or four feet high, carefully tie some corn against the boxes. Do this every year and burn the old shucks so that it will keep from breeding insects. These are the only disadvantages I know of, except the complaint that in sections they don't bear any more than once in three years. That is probably caused from the excessive rains washing off the pollen so that it does not come in contact with the stamens and thus fructify.

Plant an ear of corn by itself and you will see nothing but a nubbin. This applies to all plants whose pollen is waited.

In this section which I have been living in for nearly ten years, I can safely say that we have never had a failure, although at seasons they do not bear as much as others.

I would not advise persons planting where the water stands on the ground for two or three days, as it is liable to drown out the trees.

The California orange groves have been the ideal of fruit-growers for profit. But a pecan grove, I venture to say, will be more profitable to its owner, from the fact that the commission man gets most of the profit out of oranges, as they cannot be kept any length of time, and when they come into bearing they come all at once, thus glutting the market. But not so with pecans, for if the market glutted they could be held for three or four years, and consequently the commission merchant could not regulate the market so as to get the cream out of the business. And now I will close with the following extract, and leave the reader to see what a profitable field is now open for the enterprise:

"Rivera produced in English walnuts alone, within a radius of three miles, \$80,000, netting \$200 to \$500 per acre. In August, 1890, the Horticultural Commissioners in Los Angeles county counted the orange, lemon, olive, English walnut, in orchards and nurseries, over 10,000,000 trees, this in only one county. A 12-year old orange grove in Panama valley earned a net profit of \$936 per acre, the groves of English walnuts and almonds from \$300 to \$500 per acre. All this on higher priced land than ours, and with higher wages than we pay. These are large profits, but they do not equal what Texas pecans can be made to earn by cultivation.—F. A. Swinden, in Brownwood, Texas, Bulletin.

A CARELESS YOUTH.

The doctor, the author, the farmer and I were talking of travel in far foreign lands, the most entrancing topic of conversation on earth, and the doctor told this story: In the Spanish American countries, it is customary for servants and young people to go about in the hot weather almost literally naked, although they usually wear hats on account of the glaring sun.

One day a Costa Rica grocer sent his boy to deliver some goods purchased by a family newly arrived from a more inclement latitude. The boy was wearing a sore toe and a brunette smile. When he returned he brought the grocer a note, vigorously objecting to his attire, or lack of it.

"Caramba!" said the grocer sternly. "You young villain, don't you ever go to that house again without putting on your hat."—Ex.

STICK TO HIGH-CLASS GOODS.

A prominent grocer in a great city—let us assume Washington, D.C.—sold a line of high-grade goods which carried a well-advertised label. His customers were pleased, no complaints came, and his trade in the article increased. There came along a persuasive salesman from a competing house and offered a similar line in equally attractive style, but at much lower prices. The assertion was made that the goods were of equal, if not better quality. The grocer yielded to the temptation, and bought a line of the new goods. Weeks rolled along, and his trade in the article did not grow, but still there were no complaints lodged against the article noted. It soon came to notice, however, that the account of one of his best customers—let us imagine the White House—had come to a standstill. No complaints from that quarter, but simply no more orders. Investigation proved that the favorite customer had received some of the newer goods, and, finding the quality inferior to that formerly provided, simply stopped the account, evidently believing that the grocer lacked reliability—the one element necessary to build up and retain a first-class trade.

Did it pay to yield to temptation and leave a reliable line of goods for an untried line?

Another grocer in—let us say Peekskill—built up a paying trade in the George Washington brand of flour from the mill, and which brand was his individual property. It was uniform in grade, always gave satisfaction, being like F. A. Ferris & Co.'s meats, "A little higher in price, but—" A glub-tongued agent of another mill induced this Peekskill grocer to buy fifty barrels of another brand, guaranteeing it equally as good as the George Washington, and fifty cents per barrel less. The grocer took the bait, was hooked, and landed. The flour was put under the grocer's private brand and distributed. Nearly every barrel came back, and in a month the reputation of the flour was so damaged that the brand had to be discontinued, and the labor of years in building it up sacrificed.

Did it pay to yield to temptation and leave a reliable line of goods for an untried line?

The above items of everyday history could be duplicated indefinitely. Grocers build up a trade on favorite brands of canned goods, baking powder, flavoring extracts, certain varieties of coffee, grades of tea, special or other brands of fine soaps, high grade flour, etc., and then risk the work and expense of years by trying some new competing brand, simply because of a lower price. There are other considerations than lower cost that are lost sight of, and which have a greater money-making power than is lodged in untried goods or inferior goods at lower prices. A grocer must live up to the standard of his best customers or else he cannot suit a first-class trade. He must be epicure enough to determine for himself which is the best article; be prepared to say which line of soups show the best seasoning or flavor, the best consistency and slightness; which brands of meat are the finest in texture and flavor; which canned peaches can be relied on for uniformity and excellence of syrup,

flavor and appearance; which canned peas are the most uniform in size, color, and are the most tender and of the sweetest flavor. When convinced that the best is in stock, and the trade is satisfied and steadily grows, stick to that brand and let price be the last criticism.

Said a prominent merchant: "I always buy R. & R.'s peaches, and willingly pay more for them than any other sort, because I am certain there is no variability in quality—it's always the same, year in and year out." When customers talk like that, what good reason can be assigned for trying experiments with a satisfied trade?—American Grocer.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada.

THE car of Java Coffee bought last June, came in Tuesday, the 21st, inst., this with what we had in stock makes twelve tons of Java Coffee now in our warehouse

The Snow Drift Co.
BRANTFORD

GENERAL STOCK OF MERCHANDISE
AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

OWAN'S
OCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers.

PISCATORIAL HISTORY.

This is the season when fish receives more attention than during any part of the year, and a little history regarding it may prove interesting. The information is gathered from a pamphlet recently issued by Leggett & Co., New York, a brief notice of which has already appeared in THE GROCER.

Among the ancients, fisheries were carried on extensively from a very early period, and formed a valuable branch of industry. Byzantine, a modern Constantinople, and Sinope on the Black Sea were especially valuable for their fisheries, and fishermen on the Mediterranean pursued their prey, not only on the coast, but in the open sea, making long voyages, and often passing the pillars of Hercules. The fisheries of Egypt, although justly celebrated, were restricted to the smaller confines of inland bodies of water, since the Egyptians regarded the sea with peculiar abhorrence. On the ninth day of the first month every Egyptian was obliged to eat a fried fish before the door of his house, except the priests, who burned instead of eat the fish. The revenues arising from the fisheries of Lake Moeris were given to the Queen of Egypt for pin money, and are stated to have amounted to something like \$400,000 annually.

The Hebrews recognized fish as one of the divisions of the animal kingdom.

The Mosaic law pronounced unclean such fish as were devoid of fins and scales. The Hebrews doubtless became familiar with the remarkable fecundity of fish while in Egypt, where the abundance of fish on the Nile, the lakes and the canals rendered it one of the staple commodities of food. The destruction of the fish was on this account a most serious visitation to the Egyptians.

The most usual method of catching fish was by using the net. Angling was a favorite pursuit of the wealthy in Egypt and was followed by the poor who could not afford a net. The requisites were a hook and line.

The development of the fisheries during the middle ages was greatly promoted by the demand for fish that was created by the fasts of the Church, but the discovery at the end of the 15th century of Newfoundland, and its fisheries, which, to this day surpass all others in magnitude and value, gave a greater impulse to the business.

In 1548 Parliament to encourage the fisheries, passed an act laying heavy penalties on persons convicted of eating flesh on fish days. In 1563 another act was passed providing that "for the maintenance of shipping, the increase of fishermen and marines, and for the sparing of the fresh victuals of the realm, it shall not be lawful for anyone to eat flesh on Wednesdays and Saturdays, unless under the forfeiture of £3 for each offence."

In 1660 Charles II. issued a proclamation for the strict observance of Lent, signing as one reason, the good it produces in the employment of fishermen. In the same year Parliament passed an act

remitting the duty on salt used in curing fish, and exempting all fishing materials from customs and excise.

Among other European nations the Dutch for centuries took the lead in the fisheries, and the herring fishery was one of the chief sources of their wealth. There is also a productive cod fishery carried on upon the Dogger bank which lies between Holland and England. The Norway cod fisheries are extremely valuable, and are carried on chiefly from the province of Finmark. There is also a salmon fishery carried on in the rivers of Norway. The inland fisheries of Russia are among the most productive in the world. The waters of China abound in fish, and it is said that one-eighth of the people of that empire derive their food from the water.

In addition to its sea fisheries the river and lake fisheries of the United States are of great importance. There are valuable shad fisheries on the Connecticut, Ohio and Potomac, and other rivers falling into the Atlantic. The great lakes, Erie, Huron and Superior, abound in white fish, which is the chief object of pursuit, though trout and pickerel are caught in large numbers. The fisheries of the Pacific coast are also important, and the rivers of that region abound in salmon of the finest quality as well as many other species of fish. The number of living species of fish may be set down at 10,000, of which more than 6,000 are described in ichthyology.

They are described as vertebrated animals, breathing through the medium of water by means of gills, cold blooded, they are little sensitive to changes of temperature, and the sexes care nothing for each other. There is not a color of the rainbow which may not be seen in the bands, spots, or scales of fishes. Their beauty, therefore, as well as their utility as food, early drew attention to these inhabitants of the water. Many tribes of men obtain their principal nourishment from the sea. Countless numbers of cod, mackerel, herring, and other migrating fishes give employment to thousands of men and prove important items of national wealth.

When we consider that more than two-thirds of the surface of the globe is covered by sea, and that a large part of the continents is occupied by lakes, rivers and marshes, we may understand the importance of this class of animals in the economy of nature.

Norwegian history shows that Mackerel was an article of commerce as early as the year 600, and how many thousand years before that no one knows.

The history of the Irish fishery for mackerel as followed on that coast by English, Dutch, French and Spanish fishermen, dates back over 600 years, and how long before this can only be a matter of conjecture.

As salt and its curative qualities were known to the ancients, the use of salt fish probably dates back to the first inhabitants.

A large proportion of the fish caught off the coast of Ireland, Norway and France are shipped to this market, while England and the provinces also consign a great many. The Norwegian fish are of good quality, while the bulk of the Irish mackerel show lack of care in handling, due to the fact that the fish, as a rule, lie too long before being cured. If the curers of Irish mackerel would exercise more care in packing, and leave out all soft fish, the goods would compare favorably with our native shore fish.

As early as 1652 the mackerel fisheries

were carried on here in a small way by small boats off our shores, and there is no record of anything in that line until 1809, when the business increased, and our vessels began to catch them in the Gulf of St. Lawrence, and for ten years from 1809 to 1819, the total catch was only 18,000 barrels. In 1819 the catch amounted to over 100,000 barrels, and continued to grow until 1831, when there were packed in New England about 550,000 barrels, an amount which has never been reached in any one year since. From that time, for some cause which cannot be satisfactorily explained, the catch has gradually decreased.

The method of catching mackerel in former years was by hook and line from the deck of the vessel, each vessel carrying a crew of about twelve men, but in 1870 the purse seine or net was employed, and has continued in use up to the present time. In the past year the number of vessels employed in the United States was over 200, with a crew of 3,500 men, and representing a value of several million dollars.

The earliest mention of the herring fishery dates from A.D. 709.

The eastern coast of Scotland is the chief seat of the herring fishery, the annual production of which is computed at 700,000 barrels, worth several millions of dollars. Thousands of barrels of herring are also shipped to this market from Holland, Norway, Newfoundland and Labrador. The latter fish in point of flavor and quality being the finest of any.

Sardines are abundant in the Mediterranean and the Bay of Biscay, and are also found in the Atlantic ocean, although not so far north as England.

But a portion of the little fish that are sold as sardines are entitled to the name. Sprats, herrings and pilchards, all inferior in delicacy to the true sardine, are imposed upon the consumer under false colors. They are excellent and valuable articles of food, but they are not sardines. The excellence of so-called sardines depends first upon the genuineness of the fish itself; and next, upon the quality of the oil in which it is preserved. Pure olive oil is an essential; with any other the delicate flavor of the fish is destroyed. Adulterated and inferior oil is used to a great extent in the preservation of sardines, and a rank and coarse flavor results. The buyer should always select brands whose reputation is a guarantee of quality.

As early as 1504 the French fishermen were the pioneers in the cod fisheries of the western Atlantic, and within twenty-five years after the discovery of America by Columbus there were fifty vessels sailing from France, Spain and Portugal, engaged in the cod fisheries on the banks of Newfoundland, and as early as 1577 the French had no less than 150 vessels employed in this business. The fish were made hard dry cured, and most of the product was shipped direct from here to Bilbao, Spain, for a great many years. Eventually other fishing banks were discovered nearer home, and as the country grew the fishing increased, and now our catch is mostly used in home markets. About 1820 the "Georges Banks" were discovered, and on these grounds are caught the finest codfish found on the North American continent.

These fisheries have been carried on continually since then up to the present time, and they are gradually being worked out, the catch being less each year.

The principal grounds for the trawl or bank cod are known as the Grand Banks of Newfoundland.

These banks have been fished over for

JUST ARRIVED - -

Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

DAVIDSON & HAY,

36 Yonge St., TORONTO.



...  **HIGHLAND** ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
...  **EVAPORATED**
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

... PREPARED BY ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

BATTY AND CO'S

PICKLES . . .
SAUCES . . .
MARMALADES

JAMS
and—
JELLIES

A TRIAL ORDER WILL SATISFY THE BUYER
THAT BATTY'S ARE THE BEST.



Are of the . .
Finest Quality
and
Guaranteed .
Pure

123 and 125 Finsbury Pavement, London, England.

WRIGHT & COPP, Dominion Agents Toronto

more than three centuries, and have seldom failed to furnish an abundance of codfish. They are fished over by French and Canadian fishermen and by the fleet from the United States not engaged in the shore fisheries. In 1892 there were 559 vessels employed in the cod fisheries in the United States, employing about 9,000 men. The total catch of codfish for that year was about 600,000 quintals.

THE SARDINE CATCH.

It was confidently predicted last year that the catch and pack of sardines on the French coast would be one of the smallest on record, with the probabilities very strongly in favor of high prices for this popular fish. During nearly the entire fishing season the reports of the catch were of the most gloomy character, the advices constantly received from the packers being that the fish were not to be found on the coast in the usual number, and that an actual scarcity threatened. The prospects were indeed so unfavorable that French packers hesitate to name firm prices at which they would contract for fall delivery, while on the other hand our importers were rather reluctant to open negotiations for a line that promised a high cost, when the chances were against getting back a corresponding increase in the value from consumers. As the season progressed, however, it became evident that Portuguese packers were doing much better than usual, as the offerings from that locality began to increase, and gradually the fears of the scarcity were dispelled. Purchases were made there of quantities for forward delivery upon about the same basis of values current the previous year, and subsequently with an improvement in the take on the French coast, the market finally assumed its normal condition, and the threatened material advance in the goods was not realized. The French fish are in every way superior to those taken off the Portuguese coast. The former are usually secured at a time when the fish are of a more desirable size, and, being taken within a very short distance of shore, the catch is handled quickly, retaining their flavor and sweetness, whereas the Portuguese fishermen are compelled to put well out to sea, and it is often found necessary to salt the fish to insure the keeping quality until the catch can be placed into the hands of packers. For several years past the French pack has shown a gradual falling off, the habits of the fish there having changed in a manner similar to the mackerel upon our own coast. Observing the drift of affairs, and the fact that more southern waters have been invaded by the sardine, many French packers have been compelled by the force of circumstances to remove their plants to Portugal, hence the industry there has increased to a remarkable extent, and will undoubtedly continue to grow in the future. Previous to the enactment of the McKinley law the goods packed in Portugal were put up under French labels and sold as such, but now the cases come branded as a product of the country in which they are packed, and discriminating buyers are placed in a position to obtain either the French or Portuguese as their trade requirements suggest. Importers find that the consumers of this country are running upon a better class of stock. When

they want sardines they will not be satisfied with herring or other varieties of fish that are put up under the name of sardines, and when they desire a prime quality of oil, the substance that some packers in this country and Europe venture upon is promptly detected, and turned down as unfit for educated palates. The stock of sardines in this market today is fair, though not excessive. Prices appear to be well established upon a firm basis, and the indications point to a maintenance of same.—N.Y. Bulletin.

THE BUSINESS MAN'S MEMORY.

Such are the demands on the business man's memory that an easy way of cultivating it is a good thing to know, and if one tried and not found wanting, so much the better, says a contemporary. This description answers exactly to a mode of assisting the memory adopted by a good many railway postal clerks, who are engaged in a capacity rendering it highly desirable that they should know perfectly the routes on which post offices are located. The way they accomplish this apparently irksome and arduous task is probably as simple and as good a way as can be. It proceeds on the principle of the relation of ideas. But by means that, unlike some systems of mnemonics, are sufficient in themselves, without the intrusion of a medium foreign to the matter to be remembered.

A few words will make the plan plain enough. The clerk provides himself with cards, on each of which he writes on one side the name of an office, and on the other side of the same card, the name of the route by which that office is reached. Having accomplished this in as many instances as may be necessary, the clerk reads the back and front of each card with care. The next time he proceeds to do the same thing, he finds out to his great satisfaction, that the name of the office suggests the route in probably the majority of cases, if he is dealing with say fifty or sixty. It is not long before he knows all that he is wanting to know of places and connections concerning the entire area of the territory he is interested in serving with mail. Surprising examples are cited of the proficient use of this easy mode of assisting the memory, which commends itself to the judgment promptly, and without particular examination. Proofs of its great value are easily citable, and will become numerous as its efficiency shall be better known and more extensively tested, as surely will be the case. A postal railroad clerk learned the whole State of Ohio in four days, separating the mail without an error the fourth day after his adoption of the use of the cards, in the manner described, as an assistant to his memory. The mention of the railroad suggests that much might be done in training the memory, while travelling on the cars; and this, we submit, might be a better way of spending the time than looking out of the window, or reading the blinding type of the average newspaper, a continuous strain to which at least a partial let up would be a real advantage. Large writing on both sides of a supply of cards, that on the one side indicating the subject, and that on the other what is sought to be remembered relating to the subject, which make no serious demand on the strength of the eyesight, would, we feel sure,

prove to be an interesting occupation, and would infallibly yield results not only gratifying in a high degree, but of substantial and permanent value.

CANNING IN THE SOUTH.

The numerous canning factories being erected throughout the whole of West Tennessee will, says Industrial South, to a great extent wean the farmer from producing cotton. To illustrate, factories of from 10,000 to 20,000 capacity are being erected at Milan, Jackson, McKenzie, Sharon, Union City, and other places. Over 1,000 acres will be set aside for truck farming in Gibson county alone, and the same will probably prove true as regards the other localities. The people have at last learned that to realize from their products they must market them nearer home. A leading truck farmer will undertake this season to cultivate celery on a large scale—that which has hitherto been imported from Michigan. He claims that from experiment he finds that this vegetable can be grown in Tennessee, and a quality equally as fine as the northern product. Many farmers from Iowa and Illinois have moved to West Tennessee in the last few months and purchased farms to engage in truck farming—an industry which will eventually solve the cotton question and convert the country from mortgage and poverty to peace and prosperity.

SUGAR FROM COTTON SEED.

The Louisiana Planter says that a process has been discovered for extracting sugar from cottonseed meal, and though the details of this process have not been disclosed, it is said that the product obtained is of a very superior quality, being fifteen times sweeter than cane sugar and twenty times more so than sugar made from beets. It cannot, however, enter into competition as an article of commerce with ordinary sugar, owing to its peculiar tendency to ferment and sour. This peculiarity may be due to some chemical conditions of its extraction, and a German chemist is at present engaged on a series of experiments with a view of discovering some means of neutralizing this tendency.

ADVANTAGES OF A STORAGE EGG.

I am
a cold storage egg
and for extermination beg
I with others at a restaurant
was boiled, but sad to say we
turned out to be spoiled; so they
cut us o'er the lettuce, and the boarders
now regret us; then they put us
into the hash, mixed us in with
other trash. The boarders looked
awry when we showed up
next in the pie, which in spite of
various kickin' was imposed
on them as chicken; then
into the soup we got, which
we hoped would close our
lot; but even that was
boiled to grease
where they left
us to take our
ease.

—Kansas City Times.

GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - MONTREAL.
SOLE AGENTS FOR THE DOMINION OF CANADA.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

BUSINESS CHANGES.

SALES MADE OR PENDING.

The clothing stock of H. J. Goldstein, Montreal, has been sold at 40½c. on the dollar.

The general stock of Ducharme & Noel, Capeton, Que., has been sold at 52 cents on the dollar.

The grocery business of J. F. Copland, of King street east, has passed into the hands of Mr. Robert Peters.

FIRES.

The wholesale fruit store of J. F. Wood & Co., Sarnia, has been damaged by fire.

Fair's grocery store, King street, Cobourg, was damaged by fire Saturday night to the extent of \$3,000.

The frame grocery store and brick dwelling of W. Dyer, Belmont, Ont., has been destroyed by fire. The loss is heavy.

The flour mill and one storehouse of Wenger & Bros., of Ayton, was destroyed by fire Saturday night. The mill had a capacity of 200 barrels per day and was full of wheat and flour. Loss \$40,000; insurance \$18,000.

It has just been learned that Turner, Beeton & Co.'s cannery, in Varness, B.C., near the Skeena River, has been destroyed by fire. The value of the property destroyed is estimated at \$40,000, covered by an insurance of \$34,600.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Fortier, fruit dealer, Magog, has assigned to J. P. Royer.

H. Lee, liquor dealer, Vancouver, B. C., has assigned to C. H. Robson.

Mrs. A. Lenoir, shoe dealer, Montreal, has assigned to Charles Desmarteau.

Samuel Leggatt, grocer, Nelles' Corners, has assigned to David Blackley.

R. W. Wright, general storekeeper, Palmerston, is offering to compromise at 25c. on the dollar.

George Hutchinson & Sons, general storekeepers, Alliston, have called a meeting of their creditors.

R. W. Wright, general storekeeper, Palmerston, has made his creditors an offer of 50c. on the dollar.

J. & N. Dow, general storekeepers, Port Daniel, Que., are offering to compromise with their creditors.

The assignment of W. McKenzie, general dealer, Port Rowan, has been transferred to C. B. Armstrong, London.

Bean, Peltz & Bean, variety store, Hariston, are offering to compromise with their creditors at 50c. on the dollar, cash.

J. W. McDonald, of Carleton Place; Alex. Gibson, of Kilwaur; G. W. Bell, of Vars, Ont., all general merchants, have assigned.

George Hutchinson & Sons, general merchants, of Alliston, are said to be financially

embarrassed and they are conferring with their creditors.

G. L. Lemiere & Frere, general merchants of Drummondville, Que., have persuaded their creditors to accept 40c. on the dollar in lieu of 100c.

Pierre Drapeau, a general storekeeper at Sherbrooke, has assigned, and Joseph Fortier a Magog grocer has been compelled to follow his example.

General storekeeping has not proved profitable to Robert McIntyre, of Courtright, and he has handed over his stock to the care of M. A. Saunders.

R. Douglass a St. John, N. B., grocer, has been asked to assign, and D. S. Duplissir, general storekeeper, Fracey Station, N. B., has already done so.

A. O. Belodean, general merchant, Kingsey Falls, Que., has compromised at 50c. on the dollar; and D. Thibault, in the same line of business at St. Phillippe de Very, has got 60 cents on the dollar knocked off his account.

J. O. Brunet, general dealer, of St. Come, Que., is offering to compromise at 40c. on the dollar; Lebee & Co., in the same line of business at Ste. Flavie, want their creditors to accept 5c. less than this sum; while W. Hyman & Sons, of St. Grene, are merely reported to be asking for a composition.

At a meeting of Chown & Yarco's creditors, held in Mitchell, the liabilities of the firm were shown to be about \$2,200; those of Mr. Chown in the neighborhood of \$4,400, and Mr. Yarco's \$450. Assets \$2,200. Mr. Yarco offered 60 cents on the dollar for the estate, but it was refused, and orders given to sell it by public auction.

The customer—Let me have a couple of boxes of strawberries. The dealer—Er—did you wish to write a check for them?—Chicago News Record.

Visitor—Are you going to be a shoe merchant, like your father? Johnny—Naw. I'm going into some business where I can afford to give my little boy a dime whenever he wants it.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

A GROCERY BUSINESS FOR SALE IN THE town of Chatham; a choice business stand, good opening for an experienced, live man with some capital. John McClary, London, Ont. 10

TO RENT—A STORE AND DWELLING, with a small stock of boots and shoes for sale. W. S. H., care GROCER. 12

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

GOOD BUSINESS CHANCE.—FOR SALE—General Store, Building and Stock, Dwelling House and Grain Elevator, at Kippen, on London, Huron and Bruce R. R. Well situated in an excellent section and enjoys a splendid patronage. For further particulars apply to D. Weismiller, Kippen, Ont.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERI-ence in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

TRAVELLER:—WANTED, BY A YOUNG man who can furnish the best of reference as to character and ability, a position as traveller for wholesale groceries, or for any special line. Would go to Europe, Asia, Africa, or Australia, but is better acquainted with the trade of the Maritime Provinces. Address "M" P. O. Box 301, Halifax, N. S. 10

Strange & Co.

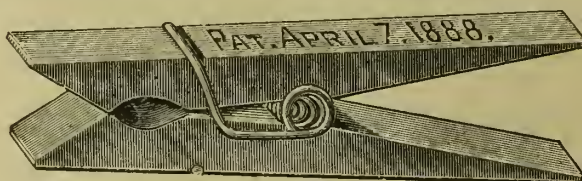
WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

Todhunter, Mitchell & Co.,
—DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.
RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:



Brantford Starches

REVISED PRICE LIST

Subject to Change Without Notice.

LAUNDRY STARCHES.

FIRST QUALITY WHITE LAUNDRY
 3 lbs. Cartoons, Boxes, 36 lbs, 4 cts.
 " Brls., 175 " 3 3/4 "
 " Kegs, 100 " 3 3/4 "

CANADA
 LAUNDRY, Boxes, 40 " 3 3/8 "

BRANTFORD GLOSS:
 1 lb. Fancy Boxes, Cases, 36 " 5 3/4 "

LILY WHITE GLOSS:
 1 lb. Fancy Cartoons, Cases, 36 " 5 1/4 "
 6 lb. Draw lid Boxes, 8 in
 Crate, - - - - - 48 " 5 1/4 "

BRANTFORD COLD WATER
 RICE STARCH:
 1 lb. Fancy Boxes, Cases, 28 " 8 "

CULINARY STARCH.

No. 1 PURE Prepared Corn:

1 lb. Packages, Boxes, 40 lbs. 6 "

CHALLENGE Prepared Corn:

1 lb. Packages, Boxes, 40 " 5 1/4 "

Two-Box Lots, assorted, Delivered at any Railway Station
 in Ontario or Quebec.

DISCOUNT OF 2 1/2% ALLOWED ON 40 BOXES
 OR MORE.

TERMS--30 DAYS NETT.

BRITISH AMERICAN
 STARCH CO.,
 LIMITED,

Brantford, Ontario.

E. LAZENBY & SON LONDON, ENGLAND.

EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our
 labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.

CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"

"Perfection."

} Made from Seville Oranges.

"Lemon Jelly Marmalade,"

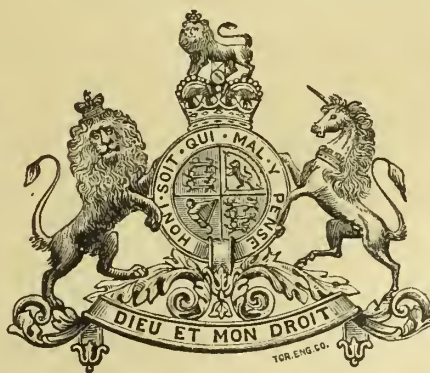
"Messina Lemons.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior
 Packet Concentrated Jellies, etc. etc. All goods having
 their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.



Crosse &

Blackwell

CELEBRATED FOR

Jams,

Pickles,

Sauces,

Potted Meats,

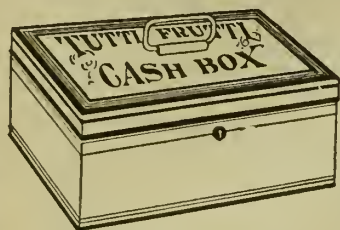
Table Delicacies.



—SOLD BY—

All Grocers in Canada

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING
(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE
Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

OUR TRAVELLERS

Are now on the road with an elegant line of Biscuits and Confectionery.

We are this year introducing many specialties. Ask to see them, or write direct to the house for samples.

Wm. Paterson & Son
BRANTFORD.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black Lead
CLEANLINESS NO DUST

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE
"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.
Always Bright & Beautiful. In Large Packets 1d. & 2d. each. Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.
Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others. 6d. and 1s. Tins.
NIXEY'S "INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

..Sanitary Soap..

A Great Disinfectant . .

A Great Washer

A Boon to the Laundry

SEE OUR TRAVELLERS, OR WRITE TO

Pure Gold Mfg. Co.

TORONTO

Prices Current Continued— CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 85 \$1 00	
" gallons.....	2 00 2 25	
Blackberries, 2's.....	1 00 1 10	
Blueberries, 2's.....	0 90 1 00	
Beans, 2's.....	0 85 1 00	
Corn, 2's.....	1 15 1 15	
" Epicure.....	1 30 1 60	
" Special Brands.....	2 10 2 10	
Cherries, red pitted, 2's.....	0 85 1 00	
Peas, 2's.....	1 15 1 15	
" Sifted select.....	1 75 1 75	
Pears, Bartlett, 2's.....	1 50 1 50	
" Sugar, 2's.....	2 75 2 75	
Pineapple, 2's.....	2 00 2 25	
Peaches, 2's.....	3 00 3 25	
" 3's.....	1 75 2 00	
" Pie, 3's.....	1 75 2 00	
Plums, Gr Gages, 2's.....	1 75 1 65	
" Lombard.....	1 50 1 90	
" Damson Blue.....	0 85 1 00	
Pumpkins, 3's.....	3 00 3 25	
" gallons.....	2 00 2 40	
Raspberries, 2's.....	1 65 1 65	
Strawberries, choice 2's.....	0 85 1 00	
Succotash, 2's.....	1 50 1 50	
Tomatoes, 3's.....	2 40 2 50	
" "Thistle" Finnanshaddies.....	2 40 2 50	
Lobster, Clover Leaf.....	1 90 2 00	
" Crown flat.....	1 80 2 10	
" " tall.....	1 00 1 10	
" Other brands.....	1 45 1 60	
Mackerel.....	1 70 1 70	
Salmon, talls.....	12 1/2 12 1/2	
" flats.....	10 10 10 10	
Sardines Albert, 1/2's tins.....	16 17 16 17	
" Martiny, 1/2's.....	23 25 23 25	
" Other brands, 9 1/2's.....	33 36 33 36	
" P & C, 1/2's tins.....	6 1/2 8	
Sardines Amer, 1/2's.....	9 11 9 11	

CANNED MEATS.

	(CANADIAN)	
Comp. Corn Beef 1 lb cans.....	\$1 60 \$1 75	
" 2.....	2 65 2 80	
" 4.....	4 80 5 00	
" 6.....	8 00 8 25	
" 14.....	17 50 18 50	
Minced Collops, 2 lb cans.....	2 60 2 60	
Roast Beef.....	2 60 2 75	
" 2.....	4 75 4 75	
" 4.....	8 00 8 25	
" 6.....	7 85 8 00	
" 12.....	3 25 3 25	
" 2.....	6 00 6 25	
English Brown.....	2 75 2 80	
Camb. Sausage.....	2 50 2 50	
" 2.....	4 00 4 00	
Soups, assorted.....	1 35 1 35	
Soups & Bouilli.....	2 25 2 25	
" 6.....	1 80 1 80	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60 1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35 1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40 1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25 2 25	
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50 1 50	
Ham, Chicken and Tongue, 1/2 lb cans.....	1 75 1 75	

CHEWING GUM.

	ADAMS & SONS CO.	
	To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20	
Pepsin Tutti Frutti, 235c. packets.....	0 75	
Orange Blossom.....	150 pieces 1 00	
(each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo, 180 pieces.....	1 80	
" (with brilliant stone ring)		
Sappota, 150 pieces.....	1 00	
Sweet Fern, 230.....	0 75	
Red Rose, 115 pieces.....	0 75	
Magic Trick, 115.....	0 75	
Oolah, 115.....	0 75	
Puzzle Gum, 115 pieces.....	0 75	
Bo-Kay, 150.....	1 00	
Mexican Fruit, 36 5c. bars.....	1 20	
Flirtation Gum (115 pieces).....	0 65	
Automatic.....		
Tutti Frutti Girl.....	800 pieces. 6 00	
Sign Box (new).....		
Tutti Frutti cash box 800.....	6 00	

CHOCOLATES & COCOAS.

	TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb	
French, 1/2's.....	6 and 12 lbs. 0 30	
Caraccas, 1/2's.....	6 and 12 lbs. 0 35	
Premium, 1/2's.....	6 and 12 lbs. 0 80	
Sante, 1/2's.....	6 and 12 lbs. 0 26	
Diamond, 1/2's.....	6 and 12 lbs. 0 22	
Sticks, gross boxes, each.....	0 00	
Cocoa, Homopatic, 1/2's, 8 & 14 lb boxes.....	25	
" Pearl.....	25	
" London Pearl 12 & 18.....	22	
" Rock.....	30	
" Bulk, in bxs.....	18	
FRY'S.....		
Cocoa—	per lb	
Case of 112 lbs each.....	0 35	
Smaller quantities.....	0 37 1/2	

BENS DORP'S ROYAL DUTCH COCOA.

	per lb	
1/2 lb. cans, per doz.....	\$2 40	
1 " " ".....	4 50	
1 " " ".....	8 50	

FRY'S (A. P. Tippet & Co., Agents)

	per lb	
Chocolate—		
Caraccas, 1/2's, 6 lb. boxes.....	0 40	
Vanilla, 1/2's.....	0 40	
"Gold Medal" Sweet, 6 lb bxs.....	0 30	
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40	
"Fry's" Diamond 1/2's, 6 lb bxs.....	0 26	
"Fry's" Monogram, 1/2's, 6 lb bxs.....	0 26	

	per doz	
Cocoa—		
Concentrated, 1/2's, 1 doz in box.....	2 40	
" 1 lbs. ".....	4 50	
" 1 lbs. ".....	8 75	
Homopatic, 1/2's, 14 lb boxes.....	0 34	
" 1 lbs, 12 lb boxes.....	0 34	

JOHN P. MOTT & CO'S

	per lb	
R. S. McIndoe, Agent, Toronto.)		
Mott's Broma.....	\$0 30	
Mott's Prepared Cocoa.....	28	
Mott's Homopatic Cocoa (1/2's).....	32	
Mott's Breakfast Cocoa.....	35	
Mott's Breakf. Cocoa (in tins).....	41	
Mott's No. 1 Chocolate.....	31	
Mott's Breakfast Chocolate.....	22	
Mott's Caraccas Chocolate.....	41	
Mott's Diamond Chocolate.....	23	
Mott's French-Can Chocolate.....	21	
Mott's Navy or Cooking Choc.....	27	
Mott's Cocoa Nibs.....	30	
Mott's Cocoa Shells.....	5	
Mott's Vanilla Chocolate stick 72 & 24.....		
Mott's Confec Chocolate.....	22c-40	
Mott's Sweet Choc. Liquors.....	21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—		
Hygienic, 1, 1/2, 1 lb. boxes.....	70 75	
Iceland Moss 1/2 lb in 12 lb bxs.....	35	
Soluble (bulk) 15 & 30 lb bxs.....	18 20	
Soluble (tins) 6 lb and 12 lb.....	20	
Cocoa Nibs, any quantity.....	30 35	
Cocoa Shells, any quantity.....	05	
Cocoa Essence.....	per doz 1 40	
Chocolates—		
Mexican, 1/2, 1/2 in 10 lb bxs.....	30	
Queen's Dessert, ".....	36	
Vanilla, ".....	35	
Sweet Caraccas.....	32	
Chocolate Powder, 15, 30 lb bxs.....	25	
Chocolate Sticks, per gross.....	00	
Pure Caraccas (plain) 1/2, 1/2 lbs.....	40	
Royal Navy (sweet).....	30	
Confectioners' in 10 lb cakes.....	30	
Chocolate Creams, in 3 lb bxs.....	30	
Chocolate Parisien, in 6 lb bxs.....	30	

WALTER, BAKER & CO'S

Chocolate—		
Premium No. 1, bxs 12 & 25 lbs each.....	45	
Baker's Vanilla in bxs 12 lbs each.....	55	
Caraccas Sweet bxs 6 lbs each, 12 bxs in case.....	40	
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30	
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00	
German Sweet Chocolate.....		
Grocers' Style, in cases 12 boxes, 12 lbs each.....	38	
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30	
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....		
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....		
8 Cakes to the lb., in cases, 21 bxs 6 lbs. each.....		
Soluble Chocolate—		
In canisters, 1 lb., 4 lb., and 10 lb. Cocoa—		
Pure Prepared, bxs, 12 lbs each.....	42	
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	35	
Cracked, in bags, 6, 10 and 25 lbs. each.....		
Breakfast Cocoa—		
In bxs 6 & 12 lbs., each, 1/2 lb., 1/2 tins.....	48	
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....	50	

Cocoa Shells, 12's and 25's.....	10	
Broma—		
In boxes, 12 lbs., each, 1 lb. tins.....	45	

MENIER FABRICANT DE CHOCOLAT.

	Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper.....	\$0 34	\$0 38
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42

Fancy Chocolates.

	per box	
Fingers—		
40 in a box.....	\$0 36	\$0 40
20 " ".....		
Croquettes—		
Yellow wrap. ".....	2 70	3 00
Pink ".....		
Green.....	3 75	4 20
Croquettes are packed 12 lb. packages in a box, and 8 boxes in a case.		
Pastilles—		
Yellow wrapper per lb.....	\$0 40	\$0 45
Pink ".....		
Green ".....	0 55	0 60
Each case contains 54 1 lb packages or 108 1/2 lb packages.		



"Highland Brand" Evaporated Cream, per case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75	
4 gross, ".....	0 85	
6 gross, ".....	1 20	
CHAS. BECKH & SONS, per box		
5 gross, single & 10 box lots.....	0 75	0 80
Star, 4 doz. in package.....	0 85	
" 6 " ".....	1 25	
" 4 " "cotton bags.....	0 90	

COFFEE.

	per lb	
GREEN		
Mocha.....	28, 37	
Old Government Java.....	25, 57	
Rio.....	30 22	
Plantation Ceylon.....	29, 31	
Porto Rico.....	24, 28	
Guatemala.....	24, 26	
Jamaica.....	22, 23	
Maracaibo.....	24, 26	
TODHUNTER, MITCHELL & CO'S		
Excelsior Blend.....	32	
Our Own.....	54	
Jersey.....	30	
Laguayra.....	28	
Mocha and Java.....	35	
Old Government Java.....	30 32 36	
Arabian Mocha.....	35	
Maracaibo.....	30	
Santos.....	27 28	

Jelly Wafers = Erie Biscuits =

Toronto Biscuit and Confectionery Co.

7 Front Street East

Prices current, continued—

J. W. OOWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	30
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	30 30
Say's Parisien, in ½ and lb tins	30

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 03½
Borax		0 12	0 14
Camphor		0 65	0 75
Carbolic Acid		0 30	0 50
Ceasar Oil		0 07½	0 08
Cream Tartar		0 28	0 30
Epsom Salts		0 01½	0 02
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
Gentian	boxes	0 15	0 17
Glycerine, per lb		0 10	0 13
Hellebore		0 17	0 20
Iodine		0 18	0 17
Iodine		5 50	8 00
Insect Powder		0 30	0 35
Salpetre		0 08½	0 09
Soda Bicarb, per keg		2 50	2 75
Sal Soda		1 00	1 25
Madder		0 12½	....

DURABLE PAIRS AND TUBS

WM. CANE & SONS, MANUFACTURING CO

NEWMARKET.

Steel hoops, painted and grain'd	Per doz.	2 20
Brass hoops, oiled and varnish.		3 25
No 1 tubs		9 50
No 2 "		8 50
No 3 "		7 50

EXTRACTS.

Dailey's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1, ½ oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	per doz	\$2 75	\$3 00
" No. 2, 4 oz tins		4 50	5 00
" No. 3, 8 oz tins		8 00	8 75
" No. 4, 1 lb tins		12 60	14 25
" No. 5, 2 lb tins		25 00	27 00

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	c. per lb	5½
" " " " bbls.		5
" Filatras, bbls.		5½
" " " " bbls.		6 ½

Currants, Patras, bbls	5½
" " " " bbls.	8
" " " " cases	7 7
" Vostizzas, cases	7½
" " " " cases	8½
" 5-crown Excelsior (cases)	8 8½
" " " " case	8½
Dates, Persian, boxes	5 5½
Figs, Elemes, 14oz., per box	11 11½
" 10 lb boxes	11 12
" 30 lb bxs. 7 crown	15 15
Prunes, Bosnia, casks	4½
" " " " cases, new	8½
Raisins, Valencia, offstalk	5½
old	3 4½
Selected	7 7½
Layers	7½
Raisins, Sultanias	5½
" Eleme	....
" Malaga:	
London layers	2 25
Loose muscatels	2 50
Imperial cabinets	....
Connoisseur clusters	4 00
Extra dessert	4 50
" " " " qrs.	....
Royal clusters	....
Fancy Vega boxes	....
Black baskets	3 60
" " " " qrs.	3 80
Blue	....
Fine Dehesas	....
" " " " qrs.	....
Lemons	3 00
Oranges, Jamaica	2 75
" " " " Valencia	4 50
" " " " Florida	3 00
" Seedlings	3 50
" Navels	....

DOMESTIC

Apples, Dried, per lb	0 05½	0 05½
do Evaporated	0 07½	0 08

FISH.

Oysters, per gallon	1 50
" select, per gallon	2 00
Picklerel.....per lb	0 07
Pike.....do	0 07
White fish.....do	0 07 1/2
Manitoba White fish do	0 7 1/2
Salmon Trout.....do	0 07 1/2
Lake herring.....p. 100	3 00
Pickled and Salt Fish :	
Labrador herring, p.bbl	6 00 6 25
Shore herring ".....	5 00
Salmon trout, per 1/2 bbl .....	.....
White Fish, 1/2 bbl.....	.....

GRAIN.

Wheat, White	0 66	0 68
" Red Winter	0 56	0 67
" Goose	0 60	0 61
Wheat, Spring, No. 2	0 64	0 65
" " " " No. 1	0 86	0 87
" " " " No. 2	0 83	0 84
" " " " No. 3	0 75	0 76

Our new Biscuits. Ask our travellers to show samples, they are great sellers. Our Sodas still continue to be the best made.

Oats, No 2, per 34 lbs	34	35
Barley, No 1, per 48 lbs	40	45
" " No 2 extra	38	39
" " No 3	55	55
Rye	57	58
Peas	57	58
Corn	00	00

HAY & STRAW.

Hay, Pressed, "on track	9 25	9 50
Straw Pressed, " "	5 50	5 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 20

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg .. 3 65

SOREWS: Wood—

Flat head iron 7½ p.c. dls	
Round " " 7½ p.c. dis.	
Flat head brass 7½ p.c. dis	
Round head brass 70 p.c.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 50 ")	3 70
5th " (51 to 70 ")	4 00

ROPE: Manila	0 11½
Sisal	0 09½
New Zealand	0 08½

AXES: Per box, \$5 to \$12.

SHOT: Canadian, dis. 12½ per cent.

HINGES: Heavy T and strap	0 05
" " " " Screw, hook & strap	0 04½

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons	per lb	....
No. 1	"	....
No. 2	"	....
No. 3	"	....

TURPENTINE Selected packages, per gal

LINSEED OIL per gal, raw	0 59	0 51
Boiled, per gal	0 52	0 64
GLUE: Common, per lb	0 10	0 11

INDURATED FIBRE WARE.

½ pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1	15 50
" " 2	13 25
" " 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " 2	9 00
" " 3	8 00
" " 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 35
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.	
6d	London 5s., Canada, \$2 00
"Cervus" boxes of 1 doz.	
1s	London 10s., Canada, \$4 00

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" " " " 100	0 72½
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in ½ and ½ lb tins	
" " " " per lb	25
" " " " Fine, in 1 lb jars	22
" " " " Fine, in 4 lb jars	70
" " " " Ex Sup., in bulk, per lb	30
" " " " Superior in bulk, p. lb	20
" " " " Fine,	15

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in ½ lb. tins	0 42
Pure in ¼ lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15	16
" Fornigetta	12	14
Almonds, Shelled Valencia	28	32
" " Jordan	45	50
" " Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12	13
" Marbots	12	13
" Chills	12	13

PETROLEUM.

to 10 bbl lots, Toronto	Imp. gal
Canadian	0 14 \$0 15
Carbon Safety	0 17 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 23
" Water White	0 24 0 25
Photogene	0 27 0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.	
Wright & Copp, Toronto, Agents.)	
Home Made Tomato Catsup, qts	6 00
" " " pts	3 50
" " " 1/2 pts	2 00
Chili Sauce	4 50
" " " 1/2 pts	3 25
Soups (in 3 lb cans).	
Tomato	3 50
Fancy—Chicken, Mock Turtle.	
Cream of Corn, Pea, Celery.	
Asparagus	4 50
Fancy—Chicken Gumbo, Oy	
Tail, Consomme Bouillon.	
Mulligatawny, Mutton Broth.	
Beef, Pea, Printanir, Julienne	
Vermicelli, Vegetable	4 25
LEA & FERRIN'S.	per doz
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" " pints	6 25 6 50

LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.

DAIRY.		Per lb
Butter, creamery, tubs	\$0 23	\$0 25
" dairy, tubs, choice	0 19	0 20
" " medium	0 15	0 17
" low grades to com	0 13	0 15
Butter, pound rolls	0 20	0 22
" large rolls	0 18	0 20
" store crocks	0 18	0 20
Cheese	12	0 12 1/2

COUNTRY

Eggs, fresh, per doz	0 28	0 30
" limed	0 23	0 24
Beans	1 25	1 50
Onions, per bbl	1 00	2 25
Potatoes, per bag	90	95
Hops, 1891 crop	0 13	0 15
" 1892	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb	10 1/2	0 11
Pork, mess, p. bbl		0 21
" short cut	22 00	23 00
Hams, smoked, per lb		0 13 1/2
" pickled		0 12
Bellies		0 14
Rolls	0 10 1/2	0 11
Backs		0 13
Lard, pure, per lb	0 13	0 13 1/2
Compound	0 10	0 10 1/2
Tallow, refined, per lb	0 06 1/2	0 07
" rough		0 02

RICE, ETC.

		Per lb
Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	6 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10
Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and brls	3 1/2
1st quality white, 3 lb. cartons	4
Lily White gloss, crates and cases	5 1/2
Brantford gloss, 1 lb.	5 1/2
Canada Laundry, Boxes	3 1/2
Pure Prepared corn	6
Challenge Corn	5 1/2

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb " "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb.	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings, Oustards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7
Durham corn starch	6 1/2

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry—	
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivoryine Starch in cases of 40 packages	4 1/2

SUGAR.

		c. per lb
Granulated		4 1/2
Paris Lump, bbls and 100 lb. boxes		5 1/2
" 50 lb. boxes		5 1/2
Extra Ground, bbls		5 1/2
" less than a bbl		5 1/2
Powdered, bbls		5 1/2
" less than a bbl		5 1/2
Extra bright refined		4 1/2
Bright Yellow		3 1/2
Medium		3 1/2
Brown		3 1/2

SALT.

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" small lots	0 85
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40
Common, fine car lots	0 75
" small lots	0 95
Rock salt, per ton	13 00
Liverpool coarse	0 75

HIGGINS' EUREKA SALT.

F.O.B. Montreal—		Per Sack.
Full sacks, 22 1/2 lbs.	\$	2 30
Quarter sacks, 56 lbs		0 58
Sacks con'g 16-14 lb. p'kts.		2 76
F.O.B. Toronto—		
Full sacks, 22 1/2 lbs.		2 60
Quarter sacks, 56 lbs.		0 67 1/2
Sacks con'g 16-14 lb. p'kts.		3 00

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D	bbls. 1/2 bbls	
M		2 1/2
B		2 1/2

W. C. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Nourishment versus Stimulants - -

Extracts of Beef Stimulates only
Johnston's Fluid Beef nourishes thoroughly
Stimulants make you feel good temporarily
Nourishment does you good permanently

Which would you choose to give you Strength,

Johnston's Fluid Beef or Extracts of Beef.

- - The Johnston Fluid Beef Co.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY; PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	24	24
E. Superior	24	24
XX	24	24
XXX	24	3
Crown	3	34

MOLASSES.	Per gal
Trinidad, in puncheons...	0 35 0 37
" bbls	0 38 0 46
" 1/2 bbls	0 40 0 40
New Orleans, in bbls	0 30 0 52
Porto Rico, hdds	0 38 0 40
" barrels	0 42 0 44
" 1/2 barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb	7
Do. 2, 6-16 and 3 lb bars	"	64
Primrose, 1 lb bars, wax W	"	6
John A. cake, wax W. per doz	"	42
Mayflower, cake,	"	42
Gem, 3 lb bars per lb.	"	5
" 13 oz, 1 and 2 lb. bars	"	54
Queen's Laundry, per bar.....	"	7
Pride of Kitchen, per box.....	"	2 75
Sunshine, boxes, 100 tablets	"	6 50
" 50	"	3 40

MORSE'S SOAPS.

Mikado (wrapped).....	Per lb	0 06
Eclipse	"	0 064
Stanley Bar	"	0 064
Defiance	"	0 06
Toronto, 12 oz.....	Per doz	0 50
Ruby, 10 oz	"	0 30
Monster, 8 oz	"	0 24
Detroit, 14 oz	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz	"	0 72

Per box

Mottled in 5 box lots, 100 bars...	5 00
" 60 bars...	3 00
Floater (boxes free).....	6 50
Electric	2 75
Hard Water Electric.....	2 50
Royal Laundry	3 25
Octagon	4 00

Per doz

Royal Magnum	0 25
Anchor, Assorted	0 10
" Castile	0 50
Morse's Assorted	0 45
Morse's Roso	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72

Per box

Sweet Briar	0 72
Extra Perfum	0 85
Old Brown Windsor Squares	0 30
White Lavender	1 00

Per doz

White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Hellotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85

Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise	5 75
Sunlight	3 50

TEAS.

CHINA GREENS

Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" seconds	17 19
" thirds	15 17
" common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19

JAPAN.

Half Chests—	
Choice	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	5 9

Congou—

Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64c
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 5 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16 1/2 lbs	54
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs	51
Banner, 2 x 3, 7s. caddies about	
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs	46
Louise, Solace, 12s. caddies about	
16 lbs	46
Florence, Solace, 12s. caddies	
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14 oz. Spaced 6s.	
Rough and ready, Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20 1/2 lbs	50
Currency, 3 x 3, 7s. Rough and	
ready, Caddies about 21 lbs	49
Kentucky, 1 1/2 x 3, 13s. Caddies	
about 21 lbs	50
Kentucky, 1 1/2 x 3, 7s. Caddies	
about 21 1/2 lbs	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs	47
Morning Star, 12s. Butts about	
22 1/2 lbs	43 1/2
Montreal Twist, 12s. Caddies	
about 23 lbs	44
Anchor Twist, 12s. Caddies about	
23 lbs	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	55 00
" Longfellow	55 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	65 00
" Reina Vict, Especial	60 00
" Conchas de Regalia	60 00
" Bouquet	55 00
" Pins	60 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MON-

TREAL.	
CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOOS.

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO

XX, W.W.	0 24
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" 3	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" 3	"	1 80
" 3	" painted	1 80
Tubs, No. 0		9 50
" 1		8 00
" 2		7 00
" 3		6 00
Washboards, Globe		\$1 90
" Water Witch		1 40
" Northern Queen		2 25
" Planet		1 70
" Waverly		1 60
" X X		1 50
" X		1 30
" Single Crescent		1 85
" Double		2 75
" Jubilee		2 25
" Globe Improved		1 90
" Quick and Easy		1 80
" World		1 75
" Rattler		1 30

Matches, 5 caselots. single case

Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75

Railroad (10 gro. in case)

Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handies, comb.

Butter tubs	\$1 60	\$3 20
Butter Bowls, crates ast'd		3 60

WASHINGTON COMPOUND.

Housekeeper's Quick-	
Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

PEERLESS WASHING COMPOUND.

1/2 lb packages, 12 doz in case	\$1 50
1 lb " 3	3 90
5 cts " 100	3 60
" 100	3 50

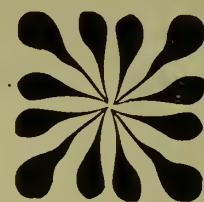
YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 10
1 " 2 doz. 10c.	1 00

BREADMAKER'S

per box	
5c packages 36 in box	1 00
2c " 45 in box	0 50

The St. Lawrence Sugar Refining Co's



**GRANULATED
and YELLOWS
and SYRUPS ..**

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

**THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.**

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.
H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.
LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men
H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.
JOS. RICHARDS, Proprietor.



OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all. Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary. Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

Add
Add-let
Advertising
Advertise
Advertisement
Advertisers

... EXPLANATION ...

ADD
Put together

ADD-LET
Your Advertisement

ADVERTISING
When Spending Money

ADVERTISE
To give Notice

ADVERTISEMENT
The Goods You have For Sale
(So you will class with)

ADVERTISERS
Those Who Make Money

GOOD
ADVERTISING
PAYS

NO BETTER MEDIUM THAN

+

+

THE - - -
CANADIAN
GROCER -

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE 36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by
Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHRUP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHRUP,
I. H. NORTHRUP.

Referring to above, H. W. Northrup has to thank the public for the generous patronage extended to the late firm, and wishes that the same degree of favors be shown the new firm of

NORTHRUP & CO.



TRADE MARK (Registered)

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SODA WATER, Etc., SYPHONS

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CHAS.
WILSONManufacturer
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MEDAL

Ginger Ale

-AND-

Mineral Waters

SODA WATER, Etc., SYPHONS

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Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
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DAWSON & CO.,

32 WEST MARKET ST.,

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Telephone 1471.

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.

BUY THE BEST.
SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.



Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,

AND TIN SIGNS,

LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE MCCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

Why don't
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Lamps



You sell Chimneys,

You sell Burners,

You sell Wicks,

You sell Coal Oil,

Why don't you sell Lamps, We mean nice Lamps.

They are just as staple and a good profit.

We have some nice Job Lots just now.

The very thing to make a trial with.
Write for particulars.

GOWANS, KENT & Co. Toronto and
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Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

-FOR-

MEXICAN FRUIT CHEWING GUM?

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, MARCH 10, 1893.

No. 10

Manufacturers' by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1882
Only Medal Dublin 1865

Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872 & 80

COAT OF ARMS OF THE PRINCE OF WALES
CROSS OF THE LEGION OF HONOUR 1878

COURT OF HOLLAND AND THE KING OF ITALY TO THE

Bull's Head Trade Mark

Butter Tubs

Just Received Car Load of
Best Quality 50 lb. Spruce.

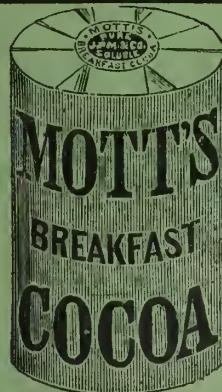
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BAKING
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
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The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
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OATMEAL — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
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Packed in assorted Boxes, 5-lbs., 10-lbs.,
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Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

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BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured
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Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

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: : Splendid Stock

MANITOBA WHITEFISH,
SALMON TROUT,
CODFISH, HADDOCK,
MACKEREL SMELTS,
FLOUNDERS, Etc.

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Promptly
Filled.

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Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
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Gives general satis-
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Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

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"GOLD MEDAL," SWEET.

FRY'S CHOCOLATE

¼ lb. cakes.

6 lb. Boxes.

Each cake moulded in 10 divisions.

RED and WHITE WRAPPER.

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GENERAL AGENT

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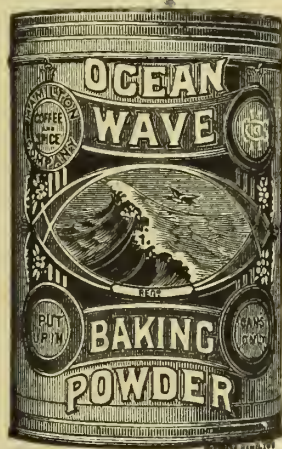
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Our best grades have separate Paper Cover on each Broom.

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Everybody



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**THE HAMILTON SPICE
AND COFFEE CO . . .**
HAMILTON, ONT.

COFFEE

HAVE YOU the puffs of smoke issuing from
NOTICED . their store front all day? What
do you think that smoke comes from? Why—a
fire! That fire runs their coffee roaster. A new
thing for a retail grocer. The latest kink! It
means not only the best coffee but always fresh
roasted.

67 Pearl Street, New York

THE HUNGERFORD CO.

AND

SPICE

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**SELL
EDDY'S
MATCHES**

INDURATED
FIBRE
WARE.

TO THE DEALER
THERE IS A GREAT SAVING
IN FREIGHT & STORAGE

**EDDY CAN
SELL YOU
WOODEN WARE
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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MARCH 10, 1893.

No. 10

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

The Patrons of Industry have just concluded their annual session in this city. With great flare of trumpets they told of great things accomplished in the way of creating new lodges and augmenting of membership. But the strength of an army is not in its numbers. The right of the farmers or any other class to organize is denied by no one who believes in the liberty of the subject. Where the Patrons of Industry incur disapprobation is in regard to some of its objects. And simply because these objects are calculated to deprive the subject of the very liberty which the Patrons themselves profess to so highly prize. Live and let live is an axiom that is, in theory at least, universally believed in, but which in practice is often overlooked. The farmers of this as well as any other country have grievances, but none of them have been created by storekeepers as a class in that they should be made the victims of the spleen of the Patrons. The storekeepers of this country are not getting excessive profits. There may be perhaps an odd one here and there who enjoys a monopoly, and makes all he can out of it. But mercantile profits, as a rule, are not too large. Whatever may be the inclination, merchants are prevented from charging unduly high prices for their goods by the keenness of competition. The great trouble is that they are not receiving sufficient remuneration in proportion to capital invested and energy

expended. We know the contrary is the opinion among a good many consumers. The bright young men, for instance, who forsake farm for mercantile life think so for a time. But they discover their mistake before long. The discovery to some comes simultaneously with the end of their business existence. Vide list of mercantile failures.

* * *

Any man in business will tell you that 12½ per cent. profit on invoice price is not sufficient upon which to successfully do business. There is freight, insurance, etc., not to mention loss from bad debts that should be taken into consideration. But throwing aside the contention that a merchant cannot successfully do business on a 12½ per cent. profit as per invoice, the Patrons are unjust when they compel a man to sell them on that basis or, in the event of his refusing to do so, transfer their patronage to his perhaps next door competitor who lacks the same stiffness of backbone. In the first place it is a well known fact that some of the patrons are not themselves just in keeping their part of the contract. For instance, there are numbers of storekeepers throughout the country who sell sugar at or even below cost. The Patrons know this, and some of them have no qualms of conscience about purchasing their sugar, and in fact all goods that they can buy cheaper at stores other than those with whom they have contracted with for all their supplies. Another unjust feature is that this agreement compels the storekeeper to establish two sets of rules—one for Patrons and another for those that are not. It is not doing unto others as they would have others do unto them when Patrons or any other class of the community demand privileges that are denied others.

* * *

Bitter is the fruit that the storekeepers generally gather as the result of

selling themselves to the Patrons in the haste to get their custom. It is said that last year out of twenty-four storekeepers who entered into an agreement with the patrons to supply them with goods on the 12½ per cent. basis that no less than twenty became bankrupt. And what was the experience last year has been the experience all along the line. In a word this invidious agreement, breeds deception, dishonest practices, class privileges and, as a rule, commercial ruin to the party of the second part—the storekeeper.

* * *

Every spring and fall the wheels of commerce are more or less clogged owing to the bad condition of the country roads. The question of how best to remedy the evil has been a burning one, particularly during the past few years, in both Canada and in the United States. As yet, however, there does not appear to be any appreciable benefit. In the cities modern methods of laying permanent pavements have done much towards facilitating vehicular traffic, while in country districts much the same conditions prevail as did ten years ago. And so it will be to the end of the chapter so long as present methods are adhered to. The farmer, in performing his allotted statute labor, merely has in view the completion of his task. Much literature has been circulated regarding the matter, particularly during the last year or so. This has now been supplemented by a special bulletin issued by James A. Bell, C. E., under instructions from the Minister of Agriculture for the Province of Ontario. It looks at the question from a practical standpoint, as its title, "The Making of Roads," indicates. In its opening remarks it refers to the excellent railway facilities possessed for shipping farm produce and urges the necessity of the roads leading to these railways being placed in first-class condition. "Good roads," it says, "enable the farmer to mar-

ket his produce at all times, to take advantage of changes in market prices, and to utilize time that cannot be given to other farm work; they enable him to market his produce and secure his supplies at less expense for hauling, with less wear and tear to vehicles, and with less injury to animals. The improvement of roads results in bringing more closely together the members of the agricultural community, and thereby increases the social intercourse of farmers." The writer then dives into the more practical side of the question, such as grades, foundations, width of road bed, material for surfaces, etc., adducing diagrams to illustrate how by carrying out his suggestions better roads can be secured. The bulletin is a valuable addition to the literature on this important subject, and it is to be hoped it will in time bear fruit. But much really cannot be expected in the way of better roads until either the Provincial Government or at least the county councils adopt more radical and aggressive measures. It is to the interest of country merchants to keep this idea ever before their agricultural customers as well as their own representatives in the county and provincial parliaments.

* * *

Exhibitions attract fakirs as well as the reputable and industrious. They are usually found in goodly numbers even at the country fall fair. In the natural order of things then it is only reasonable to expect that they will swoop down in flocks on the World's Fair to be held at Chicago. In fact some of them are already spreading their wings preparatory to doing so. One of them has been rather too previous and bold in his preliminary poise, and his expose is the result. The particular faker is a man signing himself the secretary of the darymen's department of the World's Fair, and it is the butter makers of Canada and the United States that he purposes making his tools. He has had the audacity to call, in his alleged official position, a meeting of butter-makers at the Dairy-men's Department, World's Fair grounds, on June 23-24 to organize a National Association, evidently to boom black pepsin for the making of butter. "Hundreds of farmers are using black pepsin," he explains in the circular which he has sent out, "a teaspoonful of which, added to each gallon of cream will more than double the yield of butter. Unfortunately for the man who is so anxious to bring into existence an association whose object shall be to promote the manu-

facture of butter a la black pepsin, one of the invitations fell into the hands of THE GROCER. From this office it was sent on to W. J. Buchanan, chief of the Department of Agriculture, Chicago, and he in turn informs us that "no person has been given authority to hold such a meeting, and the slip you sent me was the first information I had of the scheme; in a word, I know nothing about it whatever."

* * *

American money has never found grace in the eyes of Canadian bankers. Those in this city take the American bills over their counters on consideration of a small discount to cover cost of transporting them to the land of their nativity, it being the custom for each bank to send to the United States all the bills it has on hand when a certain amount has been reached. Silver they will have nothing whatever to do with. The entry wicket is closed against it. In the border towns and cities and in the western and newer provinces the antipathy has not been so pronounced. In fact in some places business men took it as readily as they did the legal tender of the country. Since the drop in the silver market and the attending unsettled condition of the American financial situation, not only have the Canadian banks exercised a closer scrutiny regarding the currency from across the border circulating here, but merchants who hitherto were not much concerned in the matter have developed a decided aversion to it. Some of them went to the extreme of refusing to have anything to do with it. This anti-American silverware has now reached the Pacific coast. In Vancouver, B.C., it seems that the chartered banks have not heretofore made any discrimination between Canadian and American silver, now they impose a discount of 20 per cent. on the American coin. The new regulations went into force March 1, and the bankers at Westminster will charge a similar discount after to-day. The merchants out there do not, however, seem to be in sympathy with the attitude taken by the banks. In fact they have taken a position practically in direct opposition to the banks, having, according to a despatch, decided to continue to take American silver at par and ship it to the United States. If the banks persevere in the position they have taken it seems little likely that the merchants will for long persevere in theirs. People soon get tired of doing unnecessary work. Not only is American silver not legal

tender in Canada, but there is 2½ per cent. more alloy in its composition than has the Canadian coin.

* * *

When children we wrangle over the sugar stick; when we reach man's estate, it is the sugar without the stick that we fight wordy warfares over. At least this is the condition of affairs in Canada. Editors of newspapers are the the most persistent combatants, but members of Parliament, in the House and on the stump join in the "squabble" with zest when an opportunity is afforded. One of these periodical harmless little tilts took placelast week in the House between Messrs. Langelier and Kenney. Mr. Langelier introduced the debateable question by moving "that it is expedient and to the interest of the great bulk of consumers to admit free of duty all foreign sugars, whether raw or refined." But what most incurred the ire of Mr. Kenny was the remark that the duty enabled the sugar combine to unnecessarily take \$3,000,000 a year out of the pockets of the consumers. Mr. Kenny is understood to have an interest in the sugar combine, and during his reply he used as strong language as parliamentary rules and regulations would permit in order to intimate that Mr. Langelier was not telling the truth. He also ventured the information that his refinery last year only made 1½ per cent. on its invested capital. Then the matter dropped and peace once more reigned.

* * *

If the Patrons of Industry succeed in driving out of politics proportionately as many as they have from storekeeping they will be conferring upon the country a benefit as great as is the injury they are now doing the mercantile community.

* * *

Statisticians, qualified and unqualified, occasionally turn their attention to figures regarding the proportion of successes to failures in business. One learned in the lore has just given the world the result of his investigations in the city of New York. Of every one hundred attempts in that city he says ninety-five fail absolutely. Of the other five three are so so, one excellent, and one exceptionally fine.

* * *

The Baltimore Trade proposes as a solution of the difficulty relative to the duty on tin, that a rebate be made on all food cans. "There is absolutely no use for them," it explains, "after they have been used as wrappers, and on such an article, which is for the benefit of the masses, it is working directly against their pockets, for to have any kind of a consumption of canned goods, you must be able to sell them cheap."

THE SMALL FISH TRADE.

The Toronto market has had a somewhat unusual experience this winter in the matter of small fish. Both salt and fresh water fish have been scarce commodities, and different reasons are assigned for the cause in each instance.

The heavy and almost continuous storms that have prevailed along the Atlantic coast are responsible for the falling off in the supply of small fish. On an average probable ten or a dozen car loads of frozen sea herring are brought into this market every winter, while this season one car is the sum total. All efforts made by local dealers to secure supplies met with practically the same reply: "Weather too stormy; no fish."

The light supplies of fresh water fish is due to quite another cause. A good many have been caught, but the trouble, if such it can be termed, has been in that the greater portion of them have been appropriated by the consumers in the vicinity of the fishing points. Two reasons are in turn advanced for this increase in the consumption in the north and north-western parts of the province. One of them is last fall's scarcity of white fish and trout prevented people salting down their usual supply of these fish, thus causing them to draw on the small fish now being caught for their supplies. Then the high price of pork is also credited with having something to do in the premises. As most people are probably aware, the farmers, particularly those in the settled portions of the country, depend largely upon the hog for their winter's supply of meat. This winter the unusually high prices ruling induced many of the farmers to sell their hogs, and to turn the attention of those of them living in the vicinity of the lakes more to fish than they have hitherto done. The influence of the hog is great. Who can tell where it ends? One thing at least is evident: Everything into the manufacture of which there enters fatty substances is becoming firmer in price.

Complaints regarding the short supply of small fish are not likely to be heard much longer, however. The members of the finny tribe are beginning to run, and during the last few days fairly good quantities of black bass and perch have arrived on this market.

The method of catching fish at this season is to cut a hole in the ice. Over this the fisherman places a hut. His fishing paraphernalia consists of a sort of harpoon, line, pulley and coal oil stove. The harpoon and line are attached to the pulley, which is fastened to the roof. The purpose of the coal oil stove is both to attract the fish and to warm the fisherman. All ready, the lone fisherman sits over the aperture in the ice. When an inquisitive fish pokes his nose up to learn the

cause of the light, the harpoon, which has been previously weighted, is allowed to drop upon its unsuspecting victim. Thus is the performance repeated until the fisherman is either satisfied or tired.

THE MONTREAL BOARD OF TRADE.

The Montreal Board of Trade at its last meeting on Tuesday, 28th ult., disposed of some important business. A report of the committee on the Government insurance of registered letters was read as follows:

Your committee on Government insurance of registered letters, having fully considered the evidence before it, and taking into account the great and increasing necessity for additional security being given to the business community of all registered matter, beg to report as follows:

That the revenue derived by the Government from the sale of registration stamps amounts to a considerable sum during the course of a year—while the proportion of loss is, comparatively speaking, very small.

That a guarantee by the Government of the safe delivery of all registered matter, or failing that, the reimbursement of the amount lost, would be of great value to all who use that means of conveying valuables, etc., and that in the opinion of your committee, the Government should be urged to adopt some means whereby the desired security could be given, provided such could be done without the imposition of any extra charge in the cost of registration.

Signed, James A. Cantlie, F. J. Hart, A. A. Thibaudeau and Thos. J. Drummond.

In response to a request from Comptroller of Customs Wallace for a conference with the Board in reference to the want of uniformity of the appraisement of goods at various ports, it was decided to arrange a conference with the Hon. Mr. Wallace in Montreal at an early date.

The following Boards of Examiners were appointed:

Flour and meal—A. E. Gagnon, O. E. Goulet, W. A. Hastings, James S. Norris and David Robertson.

Wheat and other grains—Auguste Girard, A. G. McBreen, Hugh MacLennan, Robert Peddie and A. G. Thompson.

Leather and raw hides—Thomas Ecroyd, Z. Lapierre, F. C. A. McIndoe, Thaxter Shaw, John Stephens.

Beef and pork—James Allan, Peter Laing, Stewart Munn, T. S. Vibond, M. J. McGrail.

Pot ashes and pearl ashes—D. T. Tees, Chas. H. Cunningham, Henry Dobell, John E. Kirkpatrick, James C. Sinton.

Pickled fish and fish oil—John Baird, Charles Chaput, J. Rendell, R. P. McLea, T. S. Vipond.

Butter—A. McKay, Cowie, J. A. Vaillancourt, D. A. McPherson, Thomas Shaw, Geo. Wait.

The resolution adopted at a recent meeting of the Toronto Board of Trade about a

necessary subsidy to a fast Atlantic service caused considerable discussion and the matter was referred to the following committee: Messrs. Jas. A. Cantlie, (convener), Edgar, Judge, J. B. McLea, J. D. Rolland and Jas. Williamson, who are to report at the meeting this week.

CANNED FRUITS.

Canned fruit has, for some time past, been the one particular line of goods with which receivers, commission merchants and brokers have had very trying experience during the past two months. Jobbers experience no difficulty whatever in filing orders promptly. As a matter of fact, not a few concerns in this and other cities have latterly carried a surplus for which cost price would not be refused, while receivers of California products have offered in a manner indicating some anxiety to exchange their goods for cash at comparatively low rates. In short, it looks as though that tired feeling has become chronic among the large holders. That the market has not utterly collapsed is, however, more than probable. In any event bargain hunters have manifested a little more interest the past few days and seem to be on the alert for anything cheap in the line of full standard goods at concessions from prices quoted of late. Pacific Coast goods, it is admitted, are pretty well out of packers' hands. In other words, the bulk of supply is in distributor's hands or held under advances made by banks, whose officials are well informed as to the general situation. That the demand for green fruit the coming season will be unusually large, particularly in Chicago and vicinity, is generally admitted, and it is almost a foregone conclusion that quarter will rival, if not exceed, the phenomenal shipments of eggs to Philadelphia during the Centennial year, when some merchants of the Quaker City had unenviable experience with the "hen fruit." This aside, the fact stands out boldly that most lines of canned fruit are cheap at present prices; that anything in the nature of crop failure would doubtless alien buying interest and that the trade would be likely to repeat the act of flocking together. For the present it can safely be said that the more popular lines of canned fruit are apparently the cheapest thing on the list.—N. Y. Bulletin.

BUYERS AND SELLERS IN TOWN.

Among the buyers and sellers in town during the week were noticed:

Mr. Kirkpatrick, of Kirkpatrick & Gilpin, Lefroy.

Mr. P. Rieder, of Rieder & Ruby, New Hamburg.

Mr. G. Hagarman, Zephyr.

Mr. J. N. Borsbery, eastern representative of Eby, Blain & Co., is in the city replacing his samples.

HANS UNBURDENS HIMSELF.

MISHTER EDITOR,—I hef daken your baber sum dime alretty und if I ton't vos make sum moneys py vat you tole me veek after veek, it vus de fault uf Katreena, mein frau. Katreena was bully shmart all de dimes, put like all de wimmins und ships, she hev one head frunt uf her own, und Katreena dells me: "Hans, ton't you bay no detention to that GROCER feller's baber, he vas not poshted. He shtands in mit dos wholesale grocers on Front shtreet; he vas vat you calls one 'pear' on de market ven he ought to have been a "pull" und ficee fersee."

Vell, Katreena, she runs de shtore while I looks after de samples from de brewery, und so I lishtens to de vurds uf de jarmer, put I finds me ou-et purty soon Katreena vas no brophet nor the son uf a brophet und I looses me sum moneys. I vill tole you how. Apout ein mont' zurueck I sees py your baber that pigs vas skarce und high, und de brice jumpin' up llke lidenings. I calls Katreena's detention to dis ting und says, "Katreena, bork is up und gonsequently lard vill rise mit simpady—we petter puy sum lards. Dot CANADIAN GROCER baber dells me brices vas pound to jump. Vot you tinks, Katreena?"

"Nein, Hans, vat you tink, you old peer parrel; ton't bay no notice to dot baber, it been shtuffed py dose Front shtreet fellers who hev put de lard in a corner. Neffer mind de lard, Hans, dere vas blenty uf gotten seed oil in de Shtates und dot Armour feller in Chicago, he been foolin de beebles again."

Vell, I ton't puy sum lards, put I finds me ouet, now I hev to bay dree-und-a-hallut cents more ber bound. Ein ander mal, I see py that baber uf yours dot on account uf de English market daking so much uf our cheese it vould pe vellfur beebles to puy sum cheeses. I dells Katreena, aber she only shake her Yale locks und say:

"Hans, I tinks you hev been reading dot baber sum more allewhile. Dere ish blenty uf cheeses in the country und so weiter."

Vell, I ton't puy again, und putty soon I finds me ouet dot de brice uf cheese is 'vay up und die market shtrong als Limburger and mildewed Rocquefort. I lose more moneys.

Now, Mishter Editor, I tink your baber vas purty right mit de whole, und I send you heremit zwei thaler fur annudder year's description. Put while I likes your baber very much efery veek more und more petter, I vans to oxbress ein few marks uf disapprobation mit de vay you hev been going on ladely. I mean apout de remarks ober de Grocers' To-Home py dot Irishmans, Dinny Callahan. I ton't take no sthock mit dose Irish, und I musht brotest mit my tying breath against having your valuable shpace daken up mit dot Irish question. Mishter GROCER, I tinks we vas gettin' too much uf

dese Irish letters, und I brobose now dot you vill bublish ein letter in Sherman oder one in your own Garlic dongue. You petter bublish one in Garlic. Nopody vill pe able to make it ouet, und denn dere von't pe no trouble, und a lot uf jay pirds drying to imitate dot Irishman Callahan, und drying to make pigger fools uf demselves tan nature has done already purty largely. Let up on dose Irish or de beebles vill pe tinkin you vos vorkin' hand in mouth mit dot dishabled Canadian batriot, Edward Blake, und sum fool "glue pot and schissors" babers vill copy you.

In conclushion, Mishter Editor, uf you let anyone write you letters in Sherman und make games mit me und mein noble Sherman dongue und de noble Sherman beebles, py the hairs uf de great Bismarck, I vill shtop my subgrption at once. Verstehsit du mich? Yours reshpectively,

HANS von WEITZURUECK.
Bierstadt, March 1st.

P. S.—Katreena just dells me to ask you to write us somedings apout dose Batrons uf Inkdustry. Dey vas holding a pig meeting in your city und shlabbin' demselves on der packs und ticklin' each oder under de ribs while de fools uf shtorekeepers what is sellin dem goods is bustin' up all ofer de country. Veneffer I hear of a merchant making a pargain mit dose Batrons I always tinks uf vat mein old deacher used to dell us, "Non omne licitum honestum"—Eferydings dot is lawful is not honorabel.—

H. v. W.

BUSINESS PEN SPLASHES.

It appears to me when a man starts business nowadays that he is like a bird with a loaf of bread. He chuckles and twitters to himself. Everything is lovely. He rejoices and is happy in the thought that it is all his own. But presently some other birds have been fluttering in the neighborhood, and they think he has got too much, so they close down and alight on his idol and begin to peck at it until it is all gone.

* * *

In the case of a merchant (I wont say grocer, for a grocer could not do such a thing) advertising 22 pounds of sugar for a dollar and only giving 20, should not steps be taken to have him punished for selling goods under false pretences.

* * *

Quite a bit depends upon how a man is fed. If you want good solid work done you must feed a man upon that which will produce good bone, muscle, brain and tissue. You cannot expect a man to work long unless you give him good food. If people would pay more attention to the quality instead of quantity, and pay the price for quality there would be better work done. The men who are expected to do the best work are the men who sometimes are the worst fed, hence the premature mental and physical wrecks.

WAYFARER.

ASSOCIATION GOSSIP.

At the half yearly meeting of the National Wholesale Tea Supply Association held in Manchester, it was shown that although the state of trade has been somewhat unsettled, particularly in the Lancashire manufacturing districts where the Association has numerous members, yet the result of the six month's business showed continuous development and progress, the increased output of the blended and packet tea departments alone amounting to nearly £20,000 more in value during 1892 than in 1891.

The grocers of Cardiff have organized an association. This seems to have antagonised the local press, and it is trying to impress the public with the idea that the grocers are organizing with a view to getting better prices.

The nineteenth annual report of the Birmingham Retail Grocers' Association shows an excess of income over expenditure of over £28. The benevolent fund now amounts to £1,451. During the year many of the members availed themselves of the assistance of the Association in settling matters of dispute in the trade, and in most instances an amicable settlement has been affected without recourse to law proceedings.

The retail grocers of New York, are wrestling with the question of the classification of eggs, and the members talk of compelling the wholesale dealers to mark the boxes in order to show whether the eggs are cold storage or fresh.

OF INTEREST TO GRAPE GROWERS.

Mr. McNaughton, the chief executive officer of the World's Fair Board, says it is intended to make a fine exhibit of grapes and wines at Chicago. The total acreage of bearing vines in the State of New York is 43,320, of which Chautauqua County, with a little portion of Erie County, Pa., has 9,850 acres. But one other district has a greater acreage than Chautauqua—Keuka, with 12,325 acres. The other districts are Canandaigua, 2,720; Ontario and Wayne, 1,020; Seneca, 4,250; Hudson River district, 11,050; and other counties, 2,805 acres. The market value of grapes per ton, sold in New York State, exceeds that of any other State except Georgia, which has only 1,938 acres, and Tennessee, which has 1,500 acres. Mr. McNaughton says the general managers of the State exhibit are impressed with the idea that this State produces a superior quality of grapes and sparkling and still wines, and confident the judges will so award at the Columbian Exposition. The value of the plant in the State of New York in grape and wine culture is \$20,400,000, and 25,500 persons are employed in connection with this industry.—N. Y. Bulletin.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

CHICORY AND COFFEE.

Many persons who talk learnedly about coffee and its making have seldom, if ever, tasted pure coffee. All they know is a more or less strong infusion of chicory, adulterated with a portion of coffee. I heard of a connoisseur the other day who made the lives of his wife and his cook a burden to them by reason of the coffee brought to him in his own house. In spite of the most careful making and the most absolute purity his Mocha was never right. At last, in desperation, his wife asked him if he ever got his coffee to his taste. "Oh, yes; at the club. They make it there right enough," was the answer. Driven to her wits' end, the lady consulted with her cook and finally sent the latter to the club to learn the "proper way to make coffee." As the absolute purity of the coffee was one of the points insisted on as essential by her master, the cook studied the coffee used in preparing her master's infusion, and her sense of smell speedily taught her that his so-called "pure coffee" was largely mixed with chicory. The chief confirmed her opinion, and she went home. The coffee was made and for the first time gave perfect satisfaction. She was sent for by her master and congratulated on the change in the preparation, whereupon she answered quietly: "Please, sir, it is not the making I have changed, but the coffee. You require chicory with your coffee, that's all!" I believe nothing short of ocular demonstration satisfied her master that it was actually the purity of his home made coffee that disgusted him.—London Queen.

PHILADELPHIA'S SUGAR TRADE.

Shipping men have kept a close watch on the imports of sugar here since the Sugar Trust secured possession of all the Philadelphia refineries, and are determined that no discrimination shall deprive this city of her rightful proportion of the trade. Last year Philadelphia showed a handsome gain, but so far this year there has been a falling off in her percentage, owing largely, it is believed, to the partial blockade of the port by the ice for quite a time. The following tables give the imports for the four ports for 1891 and 1892 and for 1892 and 1893 during the period from January 1 to February 23:

Port	1891.		1892.	
	Tons.	Per ct.	Tons.	Per ct.
New York.	824,081	53.69	727,190	51.87
Boston.....	193,661	12.62	189,603	13.53
Philadelphia	491,396	32.01	484,986	34.60
Baltimore .	25,849	1.68	.....	.....

Total.... 1,534,987 100.00 1,401,779 100.00

Port	1892.		1893.	
	Tons.	Per ct.	Tons.	Per ct.
New York.	84,814	50.96	102,784	55.24
Boston.....	21,952	13.19	22,824	12.27
Philadelphia	59,662	35.85	60,456	32.49
Baltimore...	.....	.....	.....	.....

Total.... 166,428 100.00 186,066 100.00

It will be noticed that, while the imports for Philadelphia are slightly greater this

year than last for the same period, the city's percentage is smaller. With the opening next summer of the McCahan refinery, which will have a capacity of not far from 2,000 barrels daily, it is expected that this city's share of the sugar receipts of the Atlantic coast will be fully 40 per cent.—Philadelphia "Record."

THE SHERRY WINE TRADE.

Writing to the Leeds Mercury, a correspondent says: For some years past the sale of sherry wines has fallen off to an alarming extent in Great Britain, and therefore anything which may be reported with respect to these wines, by an able authority, ought to receive the fullest consideration and study. Mr. Consul Hall, of Jerez de la Frontera, who, to the present writer's knowledge, possesses an intimate acquaintance with the cellars of all the principal shipping houses in Jerez, certifies in an official report to the United States Government that to none of the principal shippers can be imputed the charge of adulteration or falsification in the preparation of either their wines or brandies. In view of the great falling off which has taken place in the sales of sherry wines in England of late years, I take the opportunity of quoting Consul Hall's report freely, for the information of the members of the English wine trade.

Consul Hall states that it is notorious that the true and reputed wines produced in the district of Jerez de la Frontera require a long and most careful breeding, with the object of bringing them to that state of perfection which prepares them for use and exportation, and gives them those peculiar qualities so esteemed by connoisseurs, which qualities are enhanced by time. During the time of such breeding, sherries suffer certain ullages, principally in their watery component, thereby concentrating their chief attributes, which constitute their essence or extract, and increasing the alcoholic strength as the result of nature's phenomena, the desiderata of which is as yet ignored even by the most intelligent in the matter. Hence a must which, after fermentation, would be found to contain not more than two grammes of sulphate of potash per litre, would shortly after exceed such limit, and more than duplicate—even triplicate—it when from must it has reached the state when considered as old wine. Again, even though, as an object of discussion it be admitted that the sulphate of potash be in any way noxious as existent in sherry wines, it must be borne in mind that, as the juice of the grape is passing from must to wine, and increasing in age develops its alcoholic strength, in like manner are developed its characteristic strength as well as aromatic and spirituous principles. Hence it is impossible to consume such wines in the quantities and with such freedom as occurs with new and light wines; and, as regards the physiological effects

which may be attributed to the sulphate of potash, such are decidedly modified, if not completely neutralized, by the tonical action of the other principles of sherry wines.

It may be mentioned that while in Spain the ordinary consumption of light wines is quite one bottle per person per day, the consumption of mature sherries does not reach per day one quarter of that quantity. Hence we may take it that the amount of sulphate of potash imbibed by those drinking mature sherry would be insignificant, and if insignificant, comparatively harmless.

Consul Hall asserts that to all those who are truly cognisant of what they see, it is an established and undeniable fact that, among other wines, pure, mature sherries have that attribute of absolute individuality which pre-eminently distinguishes them from wines produced in other countries, which, open to adulteration, inundate all the markets of the world, to the prejudice of sherry, "fiat lux profecta;" and he stoutly asserts that all charges or accusations against sherries will of their own instability fall to the ground.

In view of the extensive use which was made of sherry in England up to within a few years ago, it is surprising to see the smallness of present sales; and the more so inasmuch as it is universally admitted that the sherries which have been placed upon the English market for some time past are both excellent in quality and exceedingly cheap in price. Fashion goes for much—in wines as in everything else. Ports are more in vogue, and there is no reason why sherries should not also gain a sudden popularity. In any case, the sherries now being offered are excellent value; and it is astonishing in the highest degree that people should be prepared to pay the most extortionate prices for champagnes, while some other wines, which are admitted by all connoisseurs to be exceedingly fine, and at the same time distinctly moderate in quotation, should be practically left entirely on one side.

NORTH ESSEX WINE INDUSTRY.

The manufacturers of grape wines in North Essex are interested in the provisions of the recent commercial treaty between France and Canada, as it is expected that wines will come in at a nominal sum. It is said that the duty will not amount to fifty cents per case, and it may be less. The London Free Press says that if such proves to be the case it will practically ruin the wine industry in Essex and Pelee Island, as when people recognize that they can get the genuine French article at the same price as native, they will not use anything but the imported article. The provisions of the treaty have not been ratified, and a deputation will likely go down to Ottawa from Essex. The grape-wine industry of the county is something enormous, hundreds of thousands of gallons being manufactured every year and having a ready sale all over the Dominion.

CALIFORNIA RAISINS AGAIN.

Several weeks ago we "went" into the subject of California raisins extensively, showing up then the statistical position of the fruit, and dwelt at some length upon the prospects for the sale and the probable course of prices. The statement of the situation at that time has been fully confirmed by subsequent facts, and the market to-day is in better position than has been observed at any time since the harvesting and curing of the crop. At the date of that writing the stock on the Pacific Coast in the hands of packers was placed at several hundred cars, and there appeared to be a stand-off between buyers and sellers, the former hoping to obtain some concession from the views entertained by holders, and the latter maintaining a bold front, and determined to get out of the fruit all that was possible. A prominent Western operator just previous to that time had made a hurried trip to this market, and taking in the situation fully, returned to the "Windy City" bent upon a scheme to engineer a big deal, and he was not long in laying his wires to accomplish the transfer of the goods that were awaiting the coming of just such a man. Communication was opened with those who were carrying the goods, and by quiet labor some big operations were successfully "put through" without arousing any very great attention that a movement was on. Purchases were made for Western account of two-crown, in bags, at 3 to 3¼c., and three-crown at 3¼c. Subsequently a representative of a leading house here started out for the purpose of securing some additional stock, and was well provided with liberal limits should he come across really desirable quality. After a careful canvass of the Riverside and Fresno districts he wired his principals that the bulk of the best stock had been taken up, and that the available quantity of all kinds had been reduced to less than one hundred cars, and that holders' ideas had materially appreciated. The lowest quotations he found for goods of a decent character were 3½c. for two-crown, in bags, and 4c. for three-crown. Upon this basis some additional business was completed, when the market took another turn for the better, and from that time on has continued to show a hardening tendency, until to-day the quotations received from there show an appreciation to 3¾c. and 4¾c. for the two varieties f.o.b., or say the equivalent of 5.15c. and 6.15c. laid down in this market. The stock there is now reduced to so small a quantity that holders are indifferent sellers, the majority having adopted the policy of "take 'em or leave 'em." While the movement was going on at primary sources there was no effort made here to boom the situation, the desire being to quietly absorb the stock there without disturbing the various markets. A rise here meant another enhancement of holders' limits on the Coast,

hence it was found necessary to make a show of low prices from the hands of the trade to consumers. The principal holder here quoted prices at a point below the actual cost on the Coast, but at the same time he was careful not to offer quantities in excess of jobbing, the object being to discourage large operations until dealings with the packers had progressed up to a reasonable limit. The point has now been reached where the market can take care of itself. During the past few days the demand has shown a steady gradual increase, and with the improved inquiry the market has been permitted to rise to 5c. for two-crown, in bags, and 6c. for three. As the season progresses, and the requirements of the country come to the fore buyers will be expected to meet a further advance, the full appreciation being dependent entirely upon the necessities of the trade. The stock of California in the country to-day is estimated by competent authorities as between two hundred and fifty to three hundred cars, or say the equivalent of two hundred and fifty to three hundred thousand boxes, all of which is in speculators' hands. When it is considered that fully seven months must elapse before the next crop can be placed upon the market, the available quantity is regarded as small. There is no considerable quantity of foreign fruit to come into competition during that time, the stock to-day being lighter than usual at this period, and primary sources about bare. The indications certainly look favorable for the future but only time and the balancing of accounts will prove the full success of the speculative deal.—N. Y. Commercial Bulletin.

QUALITY OF FLORIDA ORANGES.

As the season advances for Florida oranges the quality of the fruit received usually improves, and at this date commission merchants are generally getting the finest fruit of the season. The reason of this is because the late shipments are from the more southerly sections of Florida, points where frost is seldom felt, and rarely with sufficient force to cause any damage, and orange growers are able to leave their fruit stay on the trees and thoroughly mature, reaching a state of perfect ripeness before shipment, while their more northern neighbors are in danger of frost and have to ship as soon as the fruit ripens sufficiently, often getting it in a little green and not as sweet as it would have been with a little more growth. And so it is usually the case that the best fruit comes latter part of the season. This year, however, seems to be an exception. The quality of the fruit now arriving is much below the standard; in fact the market is glutted with common oranges, many not even good enough to bring expenses. Known marks of fruit from points along the Indian river which are nearly always fancy and salable at a premium, seem to lack quality this year, while from other sections

stock is very poor. Receivers believe the fruit has been touched by the frost, and while not very much, sufficiently to cause it to lose its keeping qualities, and while the stock is often apparently good when shipped, by the time it reaches here it has commenced to deteriorate and the ripest is in very bad shape. The rainy season is prevailing in Florida, which also tends to weaken the quality. The recent cold weather damaged so much fruit that growers have been inclined to hold back shipments as long as practicable so that the damaged fruit could be disposed of; and again. Northern markets have not been favorable to induce liberal shipments, and with a much larger yield of California oranges, there has been a disposition to ship the finest stock to more westerly markets, where it would come in direct competition with the California fruit. Formerly a large preparation of the fruit for Western markets came here and was then distributed, but now most markets are supplied direct from Florida, closing a channel where a good many very fine oranges came from, as receivers here could pick out the cream of the stock before re-shipping West. California growers thought the damage to Florida fruit by frost would greatly benefit them, but they now claim that so many poor oranges have found their way into consumption that the people are becoming prejudiced, and that their crop has been damaged instead of benefited, as large quantities have been shipped from Florida to markets which are an outlet for California oranges.—W. Y. Bulletin.

CANADIAN SALT INDUSTRY.

The Goderich Signal recently had this to say regarding the salt industry:

At present the salt trade is in a depressed condition, and some of the works are idle, owing to there being such a number engaged in the manufacture of salt, and having been discovered in so many districts the production has far exceeded the demand. Other towns, unfamiliar with the manufacture or history of salt think when salt is discovered in their limits a gold mine is at hand and rush madly into an overcrowded business. There are now 13 towns in which salt factories are established, and as many more being allowed to stand idle, while others are building and preparing to manufacture. Eight pans such as are used for the manufacture at Goderich would make all the salt that could be sold in Canada. There are today 24 manufactories in the following places: Goderich, Clinton, Seaforth, Kincardine, Blythe, Wingham, Brussels, Courtright, Exeter, Hensall, Sarnia and Port Frank. The total consumption of salt in Canada is about 900,000 barrels. The total sales of Canadian salt is 300,000, just leaving about one-third for Canadian producers, the balance, or two-thirds, is imported from England and the United States. The output of Goderich salt in 1892 was 80,000 barrels, leaving only 220,000 barrels for the other twelve towns, or an average of 18,000 barrels each.

CRITIQUES ON MARCH 3 ISSUE.

It is astonishing the difference in the fish trade of late years. I can easily remember the large lots of white fish, trout, and No. 1 Labrador herring, which were wont to be handled by the larger grocery retailers. Now-a-days they hardly handle the goods. The reasons for this change are many, and good, the principal one perhaps, being that fish handling, not being conducive to the well-being of the flavor of other goods, it had to go.

* * *

Another change suggested to my memory by that clip anent "canned goods consumption," is in the direction indicated. A dozen years ago canned lobsters, and salmon, and sardines, completed a general stock, and "Otwell's tomatoes" at about \$1.50 doz. were entering the field. Now behold! what the average grocer would decorate with, if his pyramids of cans were abolished I know not. Eventually you will buy a good complete meal in a handy combination can. That yarn of cuffs anent snow is all right if you remember that he is about five feet high.

* * *

I am not a chocolate authority, but would hazard the criticism that the genius who writes in the Philadelphia Record is away off. We certainly get lots of pure chocolate here and plenty of adulterated; but to say that "pure" cannot be sold for 40 or 50 cents per lb. even if "Caracas," is overdoing a so-called "personal experience."

* * *

Is it not perfectly astonishing, that a uniform 200 lb. full weight barrel and 100 lb. bag does not obtain a place as a standard for flour and oatmeal throughout Canada. As it is now roguery has full play, and many stones of rolled oats carry only twelve lbs. instead of the regulation fourteen lbs.

* * *

I would like a little more light on profit sharing. Some one start a post-card symposium.

* * *

Those California people have made a dreadful mux of their dried fruits this year. Not a decent package reached here that saw daylight where it could be snapped up. How they expect to keep trade without regular supplies at reasonable prices, is a matter for query.

* * *

What a pessimistic beggar that English writer on adulterations is. He buys cheap goods probably.

* * *

What a treasure a good salesman is: One of these jerky nervous men who are always neat, lively and talkative. When a shop is crowded he keeps his eye open and tends to two or three at once, never failing to freeze closely when a good order is on the stocks. Pushing, hurrying and all the time selling, a good live man can make his wages on a calm, comfortable and busy Saturday

alone. They are scarce, and getting scarcer; the trouble being, that being appreciated they become endued with the idea that they ought to start a store themselves, and being "not" appreciated they drift off elsewhere. The best man I ever saw so drifted about five years ago and he is missed yet.

STRAIGHT MOYUNE.

OUR FLOUR IN THE WEST.

Some time ago THE GROCER drew attention to the fact that Canadian flour was not receiving the reception it deserved from our brother colonists in the British West Indies. A well known business man Mr. Jas. E. Riley, of St. John street, Montreal, who has just returned from a business trip down there gives some interesting facts, the result of his investigations which are worthy of publication. Although we cannot agree entirely with his findings they are worthy of attention by Canadian millers. The chief difficulty to the West Indian about Canadian flour is that it turns out too white a bread. This is just what we pointed out some time ago and it is evident that it will take some time to educate our cousins down south to a proper appreciation of the superior advantages of our fine spring wheat flours, but no doubt our millers are prepared to do so. In the matter of packages however it will be seen from the appended that there is a serious complaint and if it is true our millers and flour shippers ought to rectify it without delay. Mr. Riley, after remarking that the West Indians wanted a flour which made a dark loaf because they look upon color as a sign of strength, goes on to say that our barrels are flimsily made of elm with flat hoop, and cannot stand the rough handling they receive in the West Indian trade. They have to be slung from the ships into lighters, dumped on the beach and then carted in bullock waggons over very rough roads to the interior. The result is a broken barrel and a trail of flour, with considerable loss to the purchasers. The American packages, it is asserted, on the contrary are made of ash or oak, and strongly bound with round hoops, and many of them will hold water, and can be sold when empty for 25 to 30 cents for packing cocoa, etc., while the Canadian one is only fit for firewood. This should be a matter easily remedied and there is no doubt that after the Canadian flour men have had the same experience as their American competitors in the trade they will satisfy their West Indian customers quite as well if not better than the latter. About the question of color we repeat that when the West Indians have acquired a taste for a fine white loaf which has quite as much body as the darker one they will have no use for the latter. The following letters which are on file in the Montreal Board of Trade rooms are interesting in connection with the matter:

Your favor of the 19th September came duly to hand, also sample of flour. In reply

I beg to say that I am not a commission merchant, but an importer of British, American, etc., goods, having several stores here and one at Dominica. I do not object to selling goods on commission, if they are likely to be saleable, however. Commission charged for selling here is five per cent. Canadian flour like your sample will bring only \$5.28, duty and other expenses paid, some having been recently sold at that price. Flour is sold for cash and on credit, 30 days or more. Duty is 84c. per barrel, and an additional tax of 96c. on every 10 barrels, 94c. per barrel, say: Government bonding warehouse charge for storing is 10c. per barrel for first month, and 5 cents per barrel per month afterwards. Portage is a small charge, 12 cents per five barrels. I regret to say that Canadian flour is in disrepute among bakers here, owing to its making too white bread, the masses being accustomed to a darker bread made from American flour, which brings a higher price (now \$6 to \$6.24.) It is also complained, I learn, by buyers of Canadian flour that barrels are not as closely made as American and contents escape. If, after information I give you, you can see your way to ship flour here, I will do my best to dispose of it, but I would not advise you to send more than thirty to fifty barrels.

DELOS J. MARTIN.

Autigua, W. I.

Your valued favor has duly come to hand contents of which have had our care.

We are in good position to handle your consignments of flour; are already agents for several Canadian shippers, but up to now their goods have not given satisfaction. What we require here is something similar to New York city mills flours, principally the brands called Hungarian O.O. and St. Lawrence, which are manufactured by Messrs. Jones & Co. If you could ship us similar goods, no doubt we could work up a good business for you. We advise you to ship one hundred barrels as a trial, and to ship round hoop barrels in preference to the flat hoop ones, which are not liked here; in fact, the former are preferred for packing coffee, cocoa, etc., for shipment to France, whilst the others cannot be sold for same purposes.

We do not buy for our account; we receive consignments. We can give you the best references. Flour is sold in notes payable at four months; we discount them at 6 per annum, and remit net proceeds of account sales in 90 days. Guadeloupe bank bills on Paris at a cost of 2½ per cent. premium. No exchange on London or New York.

Just now the article is in full supply and selling at 30 and 31 francs per barrel. We look for an improvement very shortly.

The equivalent value of a dollar is 5f. 25c. that is 5 francs and 25 centimes. Enclosed please find a pro forma account sale, which will fully post you up as to charges.

We remain, dear sirs,

J. FLEUROT & CO.

Pointe a Petre, Guadeloupe.

CHATS WITH BUSINESS MEN.

The enhanced price has qualified the coffee bean for use for personal adornment. At least M. George Stanway is responsible for the statement that it is to be used as a setting for scarf pins to be worn by the wealthy, and Mr. George Musson endorses him.

* * *

Mr. George Musson showed me an interesting map a few days ago. Its purpose is to show the coffee zone of Brazil, and on it are depicted the old coffee lands, new lands not bearing, untouched lands, and lands not fully bearing. "You will observe," said Mr. Musson, as he ran his fingers over the map, "that the new coffee lands are getting further away from the shipping ports, and this, our advices state, is one of the things that is tending to keep up prices. You know that the coffee is largely brought down to the coast on pack mules, and of course when they have to bring it so far the cost of transportation is greater. Then being longer on the journey the liability to damage en route is greater, and this to some extent is the cause of the difficulty in getting good grades of coffee. They tell me that the sufferings of these pack mules is terrible. Not only the hair, but even the skin itself is rubbed off the backs of the poor brutes," added Mr. Musson, as, with a sympathetic shudder, he laid down the map and turned his attention to his business.

* * *

"It is surprising to me," remarked a broker to me Tuesday, "that notwithstanding that the price of syrup is now about 50 per cent. lower than it was some years ago, the consumption has not only not increased but it has actually fallen off, and that considerably. That is an instance for you that low prices do not always stimulate consumption."

* * *

"A feature of the dried fish trade this season," remarked Mr. Lockhart Watt the other day as he paused in the operation of testing teas in H. P. Eckhardt & Co.'s, "is that cases of whole codfish, with bone and skin taken off, have completely superseded the old style fish that came to us with skin and bone all attached. In appearance the boneless and skinless article is much more attractive, being so much cleaner. Another advantage is that it is more easily handled than the old style of fish.

* * *

I understand that an effort is being made to persuade the retail trade to sell mottled soap at an uniform price. The manufacturers are the originators of the movement.

A GROCER WHO WORE DIAMONDS.

The place that knew A. E. Saunders knows him no more, and his creditors are afraid that it will know him no more for ever. Last Monday week he quietly sold out his business at 245 Broadview avenue to Langford Bros., and in Bradstreet's of Friday last is a notice of a bill of sale for \$375 given by A. E. Saunders to John J. Langford. Among the creditors he has left behind to mourn the loss of sums of money ranging from small amounts up to \$1,700 are the Toronto Biscuit Co., J. W. Lang & Co., S. K. Moyer, Sloan & Crowther. Mr. Saunders was a man who shone both in the social and in the sporting world. At least he essayed to do so. He wore diamonds that would have vied in brilliancy with those of Boss Tweed's. Masked balls was his delight, where he usually represented an Italian count. In sporting circles he was known as the driver of a fast horse. In the social sphere he generally shined in company with Mrs. Saunders. His present address is supposed to be somewhere in the United States, but exactly where his creditors would like to find out.

SPRAY YOUR TREES AND VINES.

In the general practice of spraying lies, more than anything else, the prosperity of the horticulturalists of this country. Every worthy consideration appeals for the increase of the production of fruits; the pub-



lic health and happiness would be promoted, and prosperity and good citizenship would be increased, by such an advance in fruit growing as spraying may secure, by such an abundant fruitfulness of our orchards and vineyards as would follow the destruction of insect pests and fungus diseases. More and better fruit means better men and women. The harvest of the tree and of the vine betters the character of him and makes possible that harvest, as well as of him that of it eats. More fruit and less meat would usher in a higher civilization. Will it pay? is naturally the first question that presents itself for answer in any consideration of spraying. This question is the universal touchstone nowadays. If it pays to spray, we want to know it, that we may adopt this method of fighting insects and fungi, and get our share of the financial reward. If it does not pay to spray we want to know it, that we may not be led into an unprofitable undertaking. We may be in the business of fruit growing for our health, but we are also in it for the profit that may be made. It has been fully demonstrated without any reasonable doubt that spraying is the only satisfactory remedy to prevent the depredations of insect pests and fungus diseases affecting fruits and garden crops,

that the spraying outfit has now become as necessary an implement on a fruit farm or vegetable garden as a cultivator or plow. Spraying fruit trees, plants and vines for the prevention of the ravages of insects and fungus diseases is no longer an experiment, but a necessity, in order to get large crops of perfect fruit. For full information on this subject, address William Stahl, manufacturer of Excelsior Spraying Outfits, Quincy, Ill., who will send, free, a full and complete treatise on this subject.

DEATH OF MR W. J. MASON.

One of the most highly respected citizens of Peterborough passed away Monday morning in the person of Mr. Wm. J. Mason. Mr. Mason had been in poor health for some time, but was able to be about until last week, when he was taken very ill, and rapidly sank until death came.

Mr. Mason was the eldest son of the late Francis Mason, who was a native of Sligo and came to Canada in 1827, settling in Cobourg, where Mr. Mason was born in 1834. Six years later the family came to Peterborough, and Mr. Mason resided there until the time of his death. In 1856 he entered the mercantile establishment of Mr. Thos. Bradburn, and subsequently became a partner in the business, which was carried on for a number of years under the firm name of Mason & Bradburn, with a branch store in Lindsay. The partnership was dissolved about 1878, Mr. Mason having been altogether twenty-two years connected with the business. In 1880 Mr. Mason entered the grocery business which he carried on continuously, the firm for nearly two years past being W. J. Mason & Sons.

Mr. Mason was a zealous and consistent member of the George st. Methodist church, and an active member of the official boards. For many years, and up to the time of his death, he was Secretary of the Trustee Board and a Steward, and for a number of years he was Superintendent of the Sunday school. He will be greatly missed in the church, where his counsel was always looked for in important matters.

As an advocate of temperance principles Mr. Mason was identified with the organization, when a young man, of the junior Lodge of Sons of Temperance. Many of Peterboro's citizens were members of the lodge and will remember his untiring efforts, in connection with late Thos. White, to advance the interests of the cause. Subsequently in all efforts made to further the cause of temperance he took part and rendered valuable assistance.

He did not take much part in municipal affairs, but was for a number of years an active member of the Board of Trade.

Mr. Mason was married in July, 1863, to Miss Victoria Morrow, daughter of the late Alexander Morrow, who survives him. He also leaves five children to mourn his death, one son, Rupert, having died two years ago, on March 7th, 1891. The surviving children are Mr. W. A. Mason, Capt. Earnest F. Mason, and Walter Mason, and Misses Bertha V. and Edith M. Mason. Mr. Mason was a man who was respected in every sphere of life. In his home he was kind and loving, in business a man of integrity, and he was a good citizen who always gave sympathy and a helping hand to every effort made to advance the material or moral interests of the town—a citizen whose departure is a loss and whose place will be hard to fill. The funeral took place on Wednesday afternoon.

THE BEST OBTAINABLE

That is what you will say if you examine our fine line of **Oolong Tea** just to hand. Do you handle these Teas? If so send for sample. Have fine lines of Japans to offer at 12½, 15 and 18 cents, extra value. We are offering the above at a small margin, and each line is a bargain.

Extra value in Young Hysons at 14 1-2c. and Congou at 14c.

LUCAS, STEELE & BRISTOL, Wholesale Grocers **Hamilton, Ont.**

A steadily increasing Trade is the best evidence that our Standard Lines of Teas

Mallawalla, Dalukola

Imperial Congou and Russian Congou

Give entire satisfaction

Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases. Dalukola and Imperial Congou and Russian Congou are bulk (not package) teas, and put up in 80 and 100 lb. metal lined cases.

If you are desirous of extending your Tea trade order a sample package and watch the result. We have a perfect system of advertising and guarantee satisfaction. Try it and be convinced.

A full assortment of "WANZER SOAPS" in Stock

W. H. GILLARD & CO WHOLESALE GROCERS **Hamilton, Ont.**

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

RAM LAL'S

Wholesale Agents, **JAMES TURNER & CO.,** Hamilton.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.

DRY GOODS.

Trade during the past week has seemed much brisker than usual on account of the large number of visiting milliners and merchants. The millinery houses were all busy and report a satisfactory trade in all respects. The volume of millinery sold fully equals that of previous years, and some dealers claim that it surpasses last year. The weather was certainly cold for warm weather goods, but the exhibits of the spring novelties seemed to have driven away any chilly ideas, and orders were freely placed. The dry goods houses got a fair share of the trade, but dealers complain that the milliner prevents the merchant staying in the house long enough to place a large order; as she demands his presence continually, to aid her in the purchase of millinery materials.

All buyers were not in the city last week; not more than one half of those expected were present. This week has seen a large number of merchants present, who were not present at the millinery openings. Many merchants are not expected until the warm weather causes the clay in the farmer's fields to appear above the snow.

Letter orders are brisker than at any time since the new year began. Many small dealers are ordering prints in this way; but general goods are in good demand in post orders. Road orders are few as most travellers are in the houses.

There has been quite a furore among the trade concerning the spring edition of THE DRY GOODS REVIEW. Merchants have passed complimentary remarks without stint, and many claim that it is the finest thing of the kind ever produced in Canada. Copies of it have been in great demand, on account of the intrinsic merit of the articles,

the brilliancy of the advertising and the artistic appearance of the journal.

NOTES.

A job line of garter webs is being shown by John Macdonald & Co. These goods are perfect in every respect and good patterns. They also have the Hygienic garter web which is new on this market. A fresh importation of ladies' dress shields, in which are some new and popular numbers, is to hand. In place of the 3-yard length Amazon skirt binding, they are now importing it in 18-yard lengths, thus saving remnants. In the rug department they show three numbers in lined loin cloths. These are new goods on this market and are taking with the general trade.

Wyld, Grasett & Darling have opened up about 120 packages of American novelties, including new designs in challies, Llamas, Bedford Cords, Indigoes, Turkey Reds, art draperies and art plushes. These goods are very fine in point of patterns and colorings; in fact they are the newest things in the American market. They have passed into stock a beautiful range of fast black sateens in regular and Henrietta finish.

John McDonald & Co. are issuing circular No. 4, which will deal exclusively with the men's furnishing and haberdashery departments. The idea is to enable men who are not in the market to order goods from this circular and have them filled with despatch and accuracy.

Linens in tablings and other general lines are in full range in the staple department of Wyld, Grasett & Darling. They have done a huge trade in these goods during the past week, their exhibit seeming to please visiting buyers.

Fennis flannel for blouses is being shown in a new assortment by W. R. Brock & Co. It is shown in spots principally and in all colors, though navy and white and black and white lead slightly. Their quality retails at 50 cts., and is good value at this price.

Gordon, Mackay & Co. have cleared a manufacturer's stock of gauntlet kid gloves in black, tan and assorted browns, which they quote at \$6.50 and \$9.50 per dozen—prices considerably under value.

W. R. Brock & Co. are selling a very large quantity of new trouserings in almost endless variety of neat small patterns, including Diagonals, Whip cords, Bedford Cords and Stripes in wool and worsted. The leading shades are blues, blue-greys and blue-drabs.

Gordon, Mackay & Co. have this week received and passed into stock repeats of their famous indigo prints. There is a scarcity of these goods in the market.

W. R. Brock & Co. are opening up another shipment of Hermsdorf's hosiery. Embroideries and repeat orders of art draperies are also to hand. A repeat order of their celebrated lines of flannelette shirts, F. 20 and Hector, has been passed into stock; these can be retailed at 30 and 40 cents respective-

ly. A Canadian line of stainless black and seamless hosiery called Leader is of extra weight, and can be retailed two pairs for 25 cents.

Gordon, MacKay & Co.'s special numbers in Victoria lawns are again fully represented in their stock; their 45 inch lines at 8½, 10 and 13½ cents are worthy the attention of all keen buyers.

A line of domestic cashmere hosiery in ladies' and children's is being shown by Caldecott, Burton & Spence. The ladies' sizes retail at 25 cents, and they claim that on account of the weight and the merino heels and toes they cannot be beaten for a leader at this popular price.

Gordon, MacKay & Co. show a range of novelties in spring wraps. The color effects are striking and attractive. The price, \$9 and \$12.50 per dozen, makes them popular and rapid sellers.

About 75 cases of parasols have been opened up this week by Caldecott, Burton & Spence. The goods show up even better than sample and customers who have placed orders will undoubtedly be well pleased. Their stock will be well assorted, especially in fancies, and visitors should see their extra large exhibit. Fancies are generally in good demand at this time, and the first buyers are best served. German fabric gloves and stainless hosiery are being received in large quantities, but are also being re-shipped very fast.

John Macdonald & Co. have received a further instalment of art silks for decorative purposes. Some very new and choice designs are shown. Laces are in extra strong demand, and they are making special efforts to keep their stock well assorted by constant and numerous additions. Their stock of ribbons is still very complete despite the heavy demand for these goods during the past week.

Alexander & Anderson are showing a good range of crocodile cloth in all colors; light greens and fawns are especially taking. This French fabric is a taking novelty in medium priced dress goods. Plaid surah silks are shown in variety sufficiently large to meet the huge demand for this class of goods. Their customers will not lack for range in these goods. They exhibit a nice line of French printed challies in black and tinted grounds. These goods are still popular. Their cable repeats of prints will be to hand in a short time.

"Are these the French sardines that you are giving me?" "Now, as to that I couldn't say, for they were pasht shpaking whin we opened the box."—Inter-Ocean.

"Have you any more of those genuine antiques?" asked Mrs. De Porkue. "No'm," replied the dealer. "These strikes has kep' us away behind with our orders."—Washington Star.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

- JAPAN TEAS -

We have a few select lots of Japan Teas and can make it worth your asking us for samples when in need.

H. P. Eckardt & Co., Toronto.
WHOLESALE GROCERS,

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**PUDDINGS
CUSTARDS
ICE CREAM**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,
143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

Your Stock is not Complete **WITHOUT
BENSCHDORF
COCOA**

Best and Most Economical Cocoa in Use

CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

2000 PAILS
2 and 3 gals.

Pure Sugar Syrup

- "WHITE CLOVER" -

REGAN, WHITE & CO. - - - **Montreal**



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The rice crop in the south this year is estimated to be 215,000,000 pounds.

Mrs. P. P. Steele, of Lemondville, was touring the wholesale houses Tuesday.

Nearly thirty-three million pounds of maple sugar were manufactured in the United States last year.

Friday is a suitable day to serve Burnham's Clam Bouillon, it will take the place of fish and prove an acceptable change.

The total outturn of tea from the Assam Valley during 1892 has been 44,617,676lbs., against 49,467,373lbs. in 1891, or a decrease of 4,849,697lbs.

Mr. Crae, of MacEldevry & Crae, Cuelph, was in Toronto, this week. He reports business in the country very fair for the season with prospects good.

The butter and cheese makers of Iowa are exercised over the fraudulent sale of oleomargarine and butterine which is threatening to destroy the dairy industry of the country.

A. G. Marmion, who has done a flourishing business on the south east corner of Gerrard and Parliament Sts., is removing to more convenient and spacious premises a few doors north of Gerrard on the same side of the street.

There are made in San Francisco every month from 7,000,000 to 9,000,000 cigars, from 1,250,000 to 2,000,000 cigarettes and 30,000 to 40,000 pounds of manufactured tobacco. The tobacco leaf used is all brought from the East.

According to reports from England the orders to be sent out this month for direct shipments of the new season's teas from Hankow to Odessa will be considerably less than those of last year, which were smaller than the previous year.

Bracebridge boasts of several fine general stores among whom is J. P. Humphries, now the "pioneer establishment" of the town. He carries in stock, a splendid assortment of fancy groceries. Humphries' blended tea at 40c. per lb. is known from one end of the district to the other.

In THE GROCER of Feb. 17 was inadvertently published an item in which it was inferred that the Inglis Woolen Mills at Wingham had been a detriment to the town. We have since learned that the statement was not warranted by the facts, and its publication is regretted. The item was clipped from a western paper.

It is announced that the Moncton, B. C. sugar refinery will enter the combine and that legislation will be sought to amend its charter with that end in view.

W. R. Riddle, who bought out John Foster a few years ago and who has been doing business on the N. W. corner of Gerrard and Parliament St. has sold out and retired from the business a poorer but a wiser man. His experience is that the credit system is rotten and that there is much room for improvement in this line in Toronto.

D. Perkins of the firm of Perkins & McCracken, who was in business in the premises previously occupied by Mr. Clarke of the Old Tea Company fame, King street east, has sold out his share in the business to Mr. McCracken who will continue to run it if he can get a renewal of the lease. It is a good stand, and a good business man should be successful.

In consequence of the imposition of a duty on Venezuelan coffee, very little Maracaibo and Laguayra coffee comes into the United States, Europe taking the bulk of the supply. Never were stocks of those grades in first hands in this market so light as at present, and as they are very desirable sorts the market feels the shortage, prices for similar kinds being higher than they would otherwise be.

FIRST SALE OF CALIFORNIA ORANGES.

The first carload of California oranges that ever came to Montreal were on view Tuesday morning at the Montreal Fruit Exchange, 185 McGill street, and were sold at 2.30 the same afternoon. It will be followed regularly by many others. The "Earl Fruit Company," whose delicious pears, peaches, grapes, nectarines, prunes, etc., delighted Montrealers all last summer, are the shippers. They will send large consignments of the richest products of the far famed Sacramento valley weekly, tri-weekly and, perhaps, daily to their agents there, the Montreal Fruit Exchange. As the fruit goes there in special cars in quick succession, in perfect condition, grocers and fruit dealers will always have a full supply. These fruits are unsurpassed and perhaps unequalled in the world. The Fruit Exchange will hold regular trade sales, conducted by Mr. Potter, auctioneer, whose success with cargo sales of fruit and teas is well known. They will also deal in Mediterranean oranges and lemons, Florida oranges and fruits of all kinds. The coming spring and summer promises to be exceedingly active in this line. The prices at the sale referred to were as follows: Seedlings—126 size, 2½; 150 size, 2¾; 176 size, 2¾; 200 size, 3½; 216 size, 3½; 250 size, 3½. Navels—3¾ to 4½, sizes, 112's to 176.

GIFT GIVING GROCERS.

The cheap cash groceries which distribute crockery as gifts to purchasers, seem to be on the increase. One wholesaler in this city has between thirty and forty such stores, and while he condemns the system, claims that he is forced into it and finds it a profitable but unpleasant method of trade. We find in one of our contemporaries the following bit of rhyme bearing on the stores as follows:

BRIBING BUYERS.

Says madam, with a fiery eye,
"Your fine mixed tea you made me try;
And poorer stuff I never bought,
Pay back my cash you surely ought."
"Not quite so fast," the grocer said,
"Pray don't by partial view be led;
Forget not, when you bought that tea,
A China set you got from me.
"Put both together, madam, dear,
And I am sure you'd think it queer,
Were both as good as one should be;—
You paid for more than the mixed tea.
"And more you got at the one price
Which would be right, were the tea nice;
Don't grumble that you cannot set
For price of tea, both tea and set."

In passing along Myrtle Avenue, Brooklyn, on our way from the Food Exposition, we stopped to view one of these hybrid stores. It was located on a corner where one-third of the walk was encumbered with dirty baskets of cheap and flashy looking crockery and glassware, intermingled with cheap and unattractive articles of food. The windows were filled with gaudily painted ware and well covered with signs—"Famous Coffee, 20 cents per pound"; "Our Famous Teas, 35 cents, no presents"; "Jelly, 3 cents per pound."

Barnum found that he could make a fortune humbugging the people, and the gift-giving grocers have discovered they can do the same, and they do it. The gift-giving stores flourish only in certain neighborhoods, such as are made up of the working classes and a large foreign population. They cannot be regarded as competitors by first-class grocers, for their stock, as well as their methods, are vulgar or cheap, and their patrons are of the sort that do not mind being swindled as to quality of food, so long as the eye is gratified by some bit of crockery and glassware received as compensation.—New England Grocer.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents



NOTHING IN THE COCOA LINE . . .

Is giving such general satisfaction
to both dealers and consumers as

Bensdorp's

"Royal Dutch"

Cocoa

It is perfectly pure, highly invigorating and economical. It goes farther than same quantity of any other Cocoa on the market.

BENS DORP'S
ROYAL DUTCH
COCOA.

PURE—SOLUBLE—DELICIOUS.
COMPARISON PROVES SUPERIORITY. TRY IT.
SOLD BY ALL GROCERS.

Free Trial Sample on receipt of address by
STEPHEN L. BARTLETT, Importer, Boston. or Ourselves.

One pound will make 100 cups

Ask for the "Yellow Label"

Write us for Prices

**ARE YOU A HANDLER OF
REALLY FINE CHEESE ?**

If you are, and your customers
appreciate your efforts to supply
them with good articles order a
case of

"Royal Arms" Cheese

It is "The finest Cheese on the
Market." Put up in handsome,
white porcelain, self-sealing jars.
An elegant and useful package,
keeping the cheese always nice
and fresh. It is an excellent
digestive. Put up in 1/2, 1 and 2
lb. Jars. The accompanying cut
shows actual size of small jar.



EBY, BLAIN & CO., AGENTS

WHOLESALE GROCERS, TORONTO



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

~
**EMPIRE
TOBACCO
Co.**

MONTREAL

MATCHES.

If the worthy gentlemen who control a monopoly of the trade in matches in the United States will give ear to reason they will improve the quality of their product, even if in so doing they have to sacrifice a tithe of their present profits. Some of the matches now sold are a nuisance because of their unreliability, while others are a constant source of danger to property, if not to life, even in the hands of careful people. A portion of these latter drop a portion of the inflammable composition invariably, and if it happens to light on combustible material a fire is pretty sure to result. Much clothing has been ruined in this way, and no end of profanity provoked. Another class of dangerous matches is the kind so highly charged with explosives that when struck a part of it flies through the air to a considerable distance, and is likely to do harm to whatever it happens to reach in its flight. At least one instance is known where the sight of eyes was lost through material from one of these percussion matches, to say nothing of less serious hurts and annoyances following their use.—Insurance World.

BUYER AND SELLER.

The Journal of Commerce of a recent issue answers the following question: "Is there any way to compel a man to sell what he offers for sale in plain figures, or has he the option to refuse the sale of goods so offered?" The gist of the answer given by our contemporary is contained in the sentence: "The customer may choose the store at which he will trade, but the storekeeper has the same power of choice as to his customers."

If the man finds that what is offered him in the store is not equal to the sample shown in the window, while he is at liberty not to buy, the storekeeper is also free to choose whether or not he will remove his sample from his window and sell it for his customer's accommodation, sell him something exactly like it at the price given, or decline to sell him at all. The province of the law is not to interfere between buyer and seller, but to leave both free to act as they please, regarding both parties as competent to judge what is their convenience or other advantage in the matter. The folly of a retailer offering an article at a certain price and then trying to work off an inferior article at the same price, is apt to bring its own punishment, as fair dealing is pretty sure to bring its proper reward. The law cannot undertake to make a man deal fairly, and is reluctant to interfere with a transaction completed, presuming that, as a general thing, people who trade are competent to attend to their own business, without the intervention of a third party. And this principle commends itself to the common sense and experience of mankind.—Commercial Enquirer.

WONDERFUL INTEREST.

The Boston Retail Grocers' Association has hit upon a novel but effective plan for securing a good attendance at their regular monthly meetings. On each meeting day one or two agents for some of the numerous food products are given the privilege of furnishing a practical illustration of the merits of their respective articles disguised in various edibles which go to make up a toothsome and appetizing collation. The interest which the membership take in the meetings under the new system is said to be simply wonderful.—Business World, Toledo, O.

PAPER BARRELS.

Among the many uses to which paper has been put in later years none seem more curious than the vessels made to hold fluids. And just as one as grown accustomed to paper pails and basins, a new industry started up, in the construction of paper barrels. By means of ingenious machinery the pulp is carried along on an endless blanket which allows the water to drain off. As it thus goes on its way the pulp is deposited upon cylinders. In about four minutes there is enough collected upon one cylinder to make one barrel, upon which being the case, the cylinder is removed and the barrel body set away in a drying room, where it remains for one day. It is then dampened again, and, under hydraulic pressure, is shaped into the regular form. Again it is dried and receives the finishing touches.—Ex.

TOTAL COFFEE PRODUCTION.

Concerning the great and valuable staple, coffee, an authority has been doing some figuring, the result of which he furnishes the Commercial Enquirer. Brazil produces over 5,000,000 bags of 130 pounds each, annually, representing a value of \$100,000,000. Jamaica produces 60,000 bags, valued at an average of \$22 each; Java (Sumatra) Padang, etc, 225,000 mats of 65 pounds each, at 25 cents per pound; Java, Old Government, 335,000 mats at 25 cents; Guatemala, 150,000 bags of 150 pounds each; Central America, Costa Rica, Salvador, etc., 500,000 bags, Mexico, 250,000 quintals, 100 pounds each; Aden (Mocha), 75,000 bags; and Venezuela, etc, 300,000 bags. Thus the total crops of the world amount to about \$140,000,000 annually.

The present market is high, and planters are making fortunes. A period of from four to five years must intervene between the planting of coffee trees and the production of a profitable yield. In the meantime the place must be cared for and kept up, and loss of interest placed to debit side of the ledger. After the lapse of this period, with fair prices, every year should yield very handsome returns, provided the plantation is honestly and properly managed. The superintendency is almost invariably placed in the hands of stewards, as the owner rarely lives on the estate.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**

WINNIPEG—MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.
VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at
Liverpool and Glasgow. **England.**

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and

Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs fairly firm to-day at 21 to 22c.; Butter
scarce at 20 to 24c., the latter for choice 1 lb. rolls;
Dried Apples in demand at 5 to 5½c.; Green Apples
1.25 to \$2.00; Beans 1.30 to \$1.50 per bus.; Potatoes
90c. to \$1.00 per bag; Honey 5c. for Buckwheat
and 8c. for Clover; Tallow 7 to 8c.

Consignments of Above
Solicited.

J. F. Young & Co.

Strictly Commissions,

Toronto, March 7, '93 **74 FRONT ST., EAST**
.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM

IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,

6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., **TORONTO.**

Fancy Florida Oranges--

Car arriving weekly.

Car Messina Lemons--

Just arrived.

We are handling best brands Bulk and Canned
Oysters, Haddies—Portland and St. Johns,
Fancy Bloaters and all kinds Fresh Fish, New
Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, March 9, 1893.
GROCERIES.

There has been no material change in the situation since a week ago. Trade is fairly good and if anything rather more satisfactory. Coffees continue quiet but firm. In spices the feature is the advancing tendency of ginger. Sugars remain just about the same, quiet and firm. Syrups are beginning to move and stocks are getting easier. Molasses are unchanged here, but they are firmer outside. The situation in teas continues much about the same, the demand fair and prices firm.

COFFEES.

Coffees are moving regularly but not in any great quantity. Market continues bare of good grades. Indeed, some houses are out of fine coffees and it will be some time before new stock can arrive. Prices remain unchanged. Rios are quoted at from 21 to 22c. for the good article. Some Rios may be obtained as low as 20c., but they are said to be full of black beans.

Latest advices received by Musson & Co. regarding Rio coffees read: "Our market is firm. There has been a big advance in currency prices since we last wrote, and owing to the comparatively small quantity of coffee now on the market, it is almost impossible to get holders to make any concessions in quotations. Good coffees are exceedingly scarce and under very high premiums, in fact, coffees grading type 5 or better can hardly be bought, and it is difficult to get a good lot of type 6 together."

DRIED FRUIT.

Except probably for a little more movement in currants the volume of business remains much about the same as a week ago. Currants are in a strong position. They are dearer for importation by direct steamer and there has been an advance in the United States market. The only effect the outside situation has had on this market, is to make holders feel a little stiffer. The local demand for currants is good and from now on it may be expected to assume still greater proportions. The prices ruling are, 5½ to 6¼c. for half barrels, 6 to 6¼c. for cases. Patras sell at from 7 to 7½c. according to package and quality, and Vostizzas at 7½ to 10c. Valencia raisins have advanced a full ¼c. in New York. Demand here continues only moderate, at prices ranging all the way from 4¼ to 7½c., outside figures being for layers. Prunes continue to gather

strength, although the movement is light; prices range from 7¼ to 9c. Dates quiet and unchanged and the ruling price is 5½c.

RICE AND SPICES.

Ginger is still advancing. One house on the street a few days ago tried to repeat an order at a price given three weeks before and an advance of nearly 3c. a pound was asked. Rice remains quiet and unchanged.

SUGAR.

The market remains in much the same condition as a week ago. The movement is only moderate and prices are firm. The refiners are just as firm as ever in their views. They refuse to shade prices and seem to be perfectly indifferent in regard to accepting orders, and say that at the present price granulated shows no profit. One house on the street offered to accept an offer for a nice little lot of sugar provided it was given two weeks, but it was not entertained.

SYRUPS AND MOLASSES.

There is still a scarcity of bright syrups, and some that have been held here for some time are beginning to move; prices unchanged. New Orleans molasses advanced 1c. a gallon in the States and advices indicate higher prices. On this market an offer made at an old figure was not attended.

TEAS.

There is not much that is new to note. There has been a good enquiry for low grade Japans, of which the wholesale trade here possess very small stocks, and all are asking for low grades. When what is held here and in Montreal is exhausted it is expected that higher prices will have to be paid for more. The local demand is good for Indian and Ceylon teas. In England prices for these teas have so advanced as to cause a check in the importation, and the houses here are simply selling from stock they have on hand. Fine Darjeelings are commencing to be offered. Low grade Young Hysons are reported to be a little easier in England.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Chicago canned meats are higher.

Warren Bros. & Boomer are offering a pure sugar syrup as bright as the corn product.

Clemes Bros. received a car of nice bananas this week, and they report a ready sale for them.

Sloan & Crowther are just receiving some extra good value in Japan teas from 20 to 25c. a pound.

There has been an advance in some of the chocolates. J. W. Cowan & Co.'s "diamond" is 1½c. and plain rock 5c. dearer.

Warren Bros. & Boomer are putting a new and very attractive 5-lb. tin package of their extra choice blend of tea on the market.

"Orient" tea is fast becoming a household word. The sale of this tea is reported by the agents of Eby, Blain & Co. as far surpassing their most sanguine expectations.

Mail advices from London, England, to W. J. A. Lamb & Co., regarding teas, say: "Market still very firm for common grades. China's under 7d. and Indian and Ceylons

under 10d. are really not worth attention. Medium grades, at from 11d. to 1s. 2d. show better grades."

Warren Bros. & Boomer report that they have arriving the finest Ceylon tea seen here this season. The price is high, but the tea is a beauty.

"Royal Arms" cheese, the highest grade packed, is securing a good hold on the market. Eby, Blain & Co. are manufacturers' representatives in this section for these high grade goods. See their advertisement in this week's issue.

We draw your attention this week to several cuts in this paper with a moral (use the "Pittsburgh"), all people who use lamps will quickly perceive what is meant, and those who have their own interests at heart, will do well to call on Gowans, Kent & Co., Toronto or Winnipeg, who are sole agents in Canada for this celebrated lamp, the "Pittsburgh."

BUTTER AND CHEESE.

The feeling is rather easier in butter, although there have been no material changes in prices. The disposition to sell seems better. The market is not overstocked, but holders seem more inclined to make concessions in order to make sales. Pound rolls and prints are selling at from 20 to 23c.; large rolls at 18 to 20c.; fine dairy tubs 20 to 21c. Bakers' butter is still scarce, and it demands firm prices. There is no great quantity of creamery butter selling. Quite a lot of old stock is still held, only an odd tub of it going out now and then, but none of it is sold under 20c. Good creamery tub sells at 23 to 25c., and pound prints at 27c., but the movement is light.

There is no material change in cheese. Stocks here are light, offerings small and demand good. We quote 12 to 12½c., and for Stilton 13 to 14c.

PETROLEUM.

The Petrolia Advertiser in its weekly report says: "Crude remains about the same figure, \$1.18½, with not very much business doing. As the spring and warmer weather approaches the drill will be at work, we are informed, perforating some of our oldest territory, and, as late developments have shown, the property owners have good reasons to warrant this policy. Drillers have very large contracts awaiting the advent of spring, and a very busy time is expected."

Following are the quotations here:—Canada refined oil, 13½ to 14c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

COUNTRY PRODUCE.

BEANS—Market remains in about the same position. Offerings limited, and \$1.40 to \$1.50 would be paid for a good sample.

DRIED APPLES—Quiet and unchanged, at 5¼c. to 5½c.

EVAPORATED APPLES—There is a good enquiry for round lots at 9c., but there does not appear to be any offering. Old stock could be got at 7½ to 8c., but new stock would probably fetch 7½ to 10c.

EGGS—The feeling is easier. Receipts are fairly liberal, although no great stocks are on hand. Demand is merely of a hand to mouth character, and prices range from



"KENT" Bottled Pickles

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the whole-sale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**

L. H. DOBBIN, - MONTREAL.

BEAVER BRAND PICKLES

Best Value
in Canada



Send for
Quotations

T. A. Lytle & Co. VINEGAR MFRS. Toronto

UNDERSTAND THEIR BUSINESS

A. CAMPBELL, ESQ.,
TORONTO, Dec. 15th, 1892.

MY DEAR SIR:—

I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada. It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.

Yours sincerely,

A. WHITE,
D. G. F. A., G. T. Ry.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST, - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
His boys eat them.
Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.

THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.



MARKETS—Continued

20 to 22c., and are easy at those figures. Pickled eggs seem to be out of the market.

HONEY—Market continues about the same—dull and easy, with offerings light. Dark is quoted at 9c. in sections, and white at 15c. The latter is still scarce while the former is plentiful.

DRESSED POULTRY—Continues scarce and prices unchanged. Chickens are quoted at 65 to 75c. per pair, ducks 85c. to \$1 per pair, turkeys at 14c. per pound, and geese at 9 to 10c. per pound.

POTATOES—The market is if anything a little steadier and farmers' deliveries are light on account of the impassable condition of the roads. Carloads here changed hands on track at 80 to 82c. and store lots sell at 95c. to \$1 a bag.

ONIONS—Dull and unchanged, at \$2 to \$2.25 per barrel.

HOGS—Market quiet and easy at 16½ to 17c. for '92's.

HOGS AND PROVISIONS.

The weakness in the dressed hog market noted a week ago has continued, and it has been particularly marked during the last few days. Packers are willing to pay \$8.25 for car lots, but holders are standing out for more. It seems that quite a few are being held, but they will necessarily be driven out if the present mild weather continues. The range of prices is from \$8.25 to \$8.30. All hog products are in good demand at firm and unchanged prices.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—In good demand and firm at 13 to 13½c.

LARD—Pure Canadian is 13c. in tubs, and 13½c. in pails. Compound 10½ to 11c.

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8¼c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

GREEN FRUIT.

Trade in green fruits has developed no strikingly new features during the week. Business is healthy and is being stimulated by the favorable weather. Oranges are in good demand at firm and unchanged prices. Floridas are the most sought after. Receipts are fair. In lemons there is a good demand at firm prices for all desirable stock. Cranberries are out of the market. We quote as follows:—Valencia oranges at \$4.50 to \$4.75 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.50 per box, Palermos \$2.50 per box; lemons \$3 to \$3.50 for choice and \$3.75 to \$4 for fancy; bananas \$1.75 to \$2.50; pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket; apples, \$1.25 to \$1.75 for market stock and \$2.50 to \$3 per barrel for fancy.

(Continued on page 22.)

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

CANNED GOODS.

TORONTO.

The brisk demand noted for the last few weeks, consequent upon the advance in prices seems to have slackened off a little, although the movement is still good. An easing off in the demand was only to be expected. When the trade realized that the market was firming up it purchased heavily. At the moment it is fairly well supplied, but the demand is likely to continue brisk from this out. There have been no changes in prices and the position of the market is still strong. Tomatoes are probably the strongest article on the list. The demand is principally of a small sorting up character, and it is brisk. There is no special feature about the market except it be that stocks of tomatoes are gradually becoming depleted, making it probable that higher prices will prevail later on. Prices range from 90c. to \$1. Corn is in active demand at from 90c. to \$1 for good, and at \$1.25 for extra brands. There are still a few second class brands to be had at 85c. It is likely that the supply of corn will be absorbed before the end of the season. Peas are in steady demand at from 90c. to \$1, up and to \$1.25 for choice brands. As to tomatoes, some second class brands

are procurable at 85c. Stocks of peas are probably lighter than either those of corn or tomatoes, but on account of the shorter season there is for them, there will likely be a sufficiency. There is a good demand for beans at from 95 to \$1. Stocks are light and demand is better than ever before. Canned fruit is in fairly active demand, without any special features. Salmon is said to be in fair demand for the season and prices are firm at from \$1.50 to \$1.80 according to brand and quality. Stocks of the better brands are very light and prices for them will likely go much higher when the salmon season proper sets in. Lobster is in good demand, especially the better brands. The poor brands are neglected. Canned meats are high and are likely to remain so.

MONTREAL.

A new feature in the market, this week, here, has been the dreaded weakness in tomatoes. Packers and other large holders have apparently lost hopes of finding an outlet in the West, and have started to unload here, sales being made of round lots as low as 80c. The wholesale grocers and jobbing houses generally have been pretty free purchasers at the decline, and are now using tomatoes as leaders to induce a demand in other lines. Jobbers quotations on the vegetable now are 90 or 65c. Other lines are quiet and generally neglected.

TORONTO, - - Feb. 17, '93.

WE—PAYING—ARE

5c.

FOR

F. O. B.

**BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.**

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE--Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT--Or local pay-orders honoured, 10 days after shipment made.

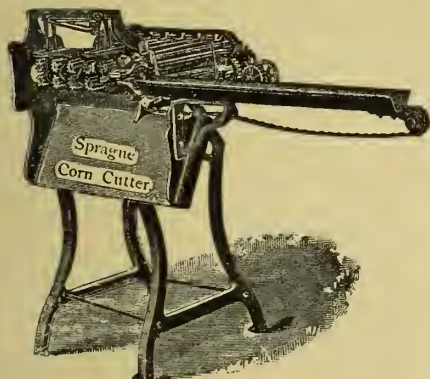
QUALITY--Bright, dry, and sound new-crop stock.

WE AIM AT—

THE **FRUITS**
BEST - AND -Lowest Possible Price.
CLEMES BROS.

Phone. 1766

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

*We have now about sold
out and our Goods are
in the hands of whole-
salers.*

Ask for them, and if you can-
not get them, we will supply you
with a small order.

The **STRATHROY CANNING AND
PRESERVING CO., Ltd.**

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

SEEDS - Everything for the
Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD.** TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"**NEW**" Pickles and "**NEW**" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.

It is guaranteed Pure and Unskimmed.

An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

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BELLEVILLE CANNING CO.

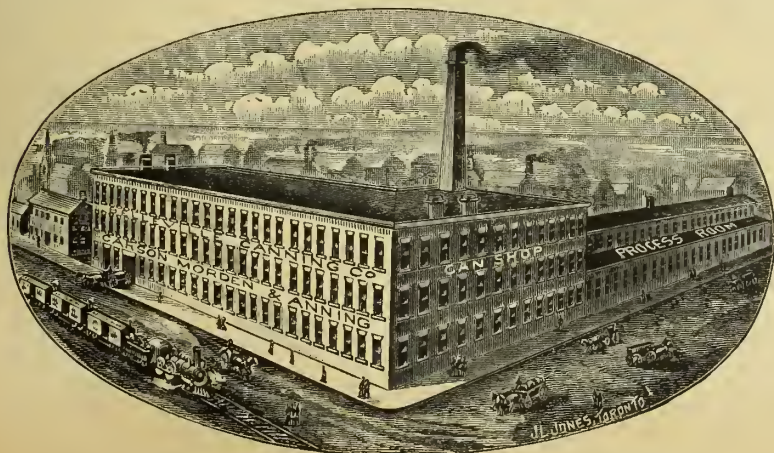
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers.



MARKETS.—Continued

FISH AND OYSTERS.

The Lenton demand continues active for all kinds of fish and receipts are fairly good. Black bass are coming in pretty lively and demand is correspondingly brisk at 11 to 12½c. a pound. There are also a few ciscoes, but the price is so high that they are only taken by those who have regular customers for them. Finnan haddie and B. C. salmon are at the moment out of the market. Dried fish have met with a very ready sale this season, in fact more so than usual. The trade however, is running more and more to the cheaper kinds of fish, which is an unsatisfactory feature of the business. Oysters are inactive and easier. We quote as follows: 7 to 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$3 per hundred for frozen Lake herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 5 to 5½c. for haddock, 4 to 4½c. for market cod, 7c. for steak cod, 5c. for flounders, 6½c. for skinned and boned codfish, \$3 per half bbl. for Labrador herring, \$2.75 per half bbl. for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 7c. for pike, 7c. for pickerel; ciscoes \$1.50 to \$1.75 a hundred, black bass 11 to 12½c. a pound; oysters, \$1.50 for stds., and \$2 selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES—There is a good local demand for hides at from 40 to 60c. free of grubs, but a good many of those coming in are grubby and are of much less value than those taken off some weeks ago. We look for a decline of ½c. on this class of hides. Cured hides are quoted at 5 to 5½c. and No. 1 cows' at 4½c.

SKINS—Sheepskins are in good demand but dealers claim that the prices paid to butchers are from 15 to 20c. more than their value. In consequence of this there is a disposition to put them down by that amount; \$1.25 to \$1.40 is the ruling price. Calfskins are just beginning to come in and demand is brisk, and prices firm at 5 to 7c.

WOOL—The market has been cleaned out of combing fleece for the United States markets, and all white wools that can be sold at less than 20c., meet with a ready sale. South down is quoted at 28c. and selected clothing at 25 to 26c. In pulled wools, supers are quoted at 22 to 23c., extras at 26 to 27c. and No. 1 and black at 20 to 21c. There has been an active demand from the local mills for all medium-priced wools.

TALLOW—The price of rendered tallow is exceptionally high. It has however gone down in Chicago, and in the Western markets, fully ½c. a pound, and dealers are under the impression that there will be a further decline. Dealers here are paying from 7½ to 7¾c. for first-class, and are selling at 8 to 8½c. Rough tallow is readily taken up by soap makers, and the price is maintained at 3c. a pound. Caul and reeds are in good demand for making lard compound, and while the demand is maintained for this purpose prices will be kept up.

SEEDS

It is between seasons. Deliveries have been light during the last few days and the anticipated movement has not materialized. Dealers are paying \$8.50 to \$9 for scattered lots of red clover that are offering. In alsike the market remains unchanged, prices still ranging from \$5.50 to \$6.60. Some interior lots are selling below these figures, while fancy seed brings a little more. For the few

lots of timothy offering \$1.50 to \$2.50 is being paid, while for an occasional lot of flail threshed 25c. extra is paid. From present outlook the crop of seed, especially red clover and alsike, is about marketed.

MONTREAL MARKETS.

MONTREAL, March 9, 1893.

GROCERIES.

Generally speaking the grocery trade has been quiet during the week just past, but for all that there has been some decidedly interesting features in some lines. It cannot be denied however that the movement of business is somewhat backward, and that although operations between importers and jobbers in the way of turnovers from first hands has furnished something of interest. The movement towards country dealers' hands has been moderate. City trade in this respect, however, has been fair. Values generally are steady, but there have been some exceptions, which are noted in the more detailed reports appended below. The movement in tea is limited, and this is all the more conspicuous owing to the activity that Japan stock has been showing recently. Coffee and spices, however, have continued in good enquiry, and values show a decidedly upward tendency. Owing to the light supplies, however, the actual volume of trade has been rather small. Sugar has experienced no particular stir, and refiners do not seem to manifest any particular anxiety about their spring supplies of the raw product. Advices on Barbadoes molasses are firm, and with light supplies on spot there is little to note in the way of business here. Dried fruit has been absolutely stagnant. Fish continues brisk and firm, while on canned goods a new feature is the weakness of tomatoes, due to the fact that holders have got tired of waiting for an outlet elsewhere and are unloading here. Pretty low prices have ruled in consequence, and jobbing houses who have bought pretty freely are commencing to use vegetable as a leader in the way of inducing demand for other lines of goods. Payments furnish some complaint but are not exactly unfavorable.

SUGARS.

There is no change in the sugar market. The demand for refined continues very fair at 4½c. for granulated and 3½ to 3¾c. for yellows. With regard to the raw product refiners appear to be in a hurry to buy, as they have ample stocks, and consequently very little is to report in the matter of cost and freight business. Recent advices report a weakening in the tone of the English market, though beet is reported steady.

SYRUPS, ETC.

Syrups continue to move out fairly well in a jobbing way, but very little business in the way of ordering further supplies is reported by the refiners, but the latter claim also to have very light stocks to meet what demand that there is to note. The refiners quote about 22c. per gallon as the idea from first hands for domestic stock. American syrups have been selling fairly well at 18 to 19c. according to quality, in which latter respect some of it shows up very fair. In molasses

there is a small jobbing trade doing on spot from the moderate stocks here, and 34 to 35c. appears to be the idea, but offers of stock to arrive via the United States have been made at 33½c. As to business for spring delivery, values are unsettled as yet for a basis laid down here, but advices from the Islands report the market firm. So far no contracts via the St. Lawrence can be heard of, but it is understood that offers of 32c. laid down have been made. At primary markets the first cost is quoted firm at 14 to 14½c.

TEAS.

The tea market has been very quiet during the week, there being a complete pause in the movement of Japan stock, which is all the more noticeable, owing to the activity which has previously characterized it. Blacks and greens are steady but neglected at last week's figures, and prices for Japans are precisely the same, viz; low grades 12½ to 14c.; medium to good 16 to 18c., and fine at 19 to 21c., with finest 25 to 31c.

COFFEE AND SPICES.

Coffee continues in fair demand, while the supply is still in small compass and prices denote an upward tendency if anything. Prices for straight wholesale business are unchanged as follows: Jamaica, 19 to 20c.; Maracaibo, 21 to 22c.; Rio, 19 to 21c.; Java, 25 to 27c., and Mocha, 25 to 28c. Jobbing lots necessitate a proportionate advance on the above basis.

Spices continue strong all round and values rule firm and unchanged as noted last week. Straight lots of black pepper have changed hands at 8 to 9c., Pimento 6½c., and nutmegs 50 to 52c.

DRIED FRUIT.

It has been a week of stagnation in the dried fruit market and in the absence of business, prices for wholesale business from first hands remain nominally the same, at 4½ to 4¾c. for off stock Valencia raisins according to quality, with layers 6 to 6¾c. The jobbers don't report much stir either, except in the way of a small call for immediate wants, which is hardly worth mentioning. For business of this sort an advance of ½ to 1c. is necessitated on the above basis for wholesale business.

Currants rule very dull and beyond the movement of an occasional lot at the former basis of 5 to 5¾c., there is nothing to note.

NUTS.

There is no change in this line and business is small and unimportant. We quote Pecans 11 to 12½c., Terragona almonds, 10½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

RICE.

The rice market is dull at the moment and quotations are unchanged for business from first hands in a wholesale way. The quotations are: Standard \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina \$7.50.

FISH.

The fish market generally continues in very good shape. Stocks of all kinds of fish are very small, and all receipts of fresh stock are moving out freely at quotations. We quote as follows: Haddock, 4 to 4½c., cod 4c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12 per bbl.; do. \$7 per half bbl.; C.B. and N. S. herring, \$4.75 to \$5 per bbl.; tommy cods,

FLOUR AND FEED.

TORONTO.

The flour market continues to rule quiet. Offerings are plentiful but demand is poor. Stocks in the east are heavy, and in consequence buyers are not inclined to make further purchases until stocks are reduced, or until they see how the spring is going to turn out. There has been no material change in feed. Meal is in fair demand.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.85 to \$4.10; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.40 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$3.10; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$15.50 to \$16., shorts (ton lots) \$18; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33 to 34c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The past week has been a quiet one, buyers showing little disposition to anticipate wants as they appear to have lost faith in the stability of prices, and confine their purchases as much as possible to caring for immediate wants. We quote:—Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.75; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4.15; strong bakers' \$3.90 to \$4.00.

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Letters translated from or written in any foreign language.

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Clover
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QUALITY, THE FINISH AND
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In 50 and 10 lb. tins. Tins, 25 and 10c. each.
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Calcutta, India,

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and Flavor. TRY IT.

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COCOAS AND
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Are Standard, and sold by
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REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and
other kinds of feed.

We would solicit the patronage of the
Millers' of the Eastern Provinces, wanting
Manitoba Hard Wheat. All orders en-
trusted to us will be carefully and promptly
filled.

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STRATHROY OATMEAL AND CORNMEAL MILLS.

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STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,
also Standard and Granulated Oatmeal, CORNMEAL, Deseccated Rolled Wheat and
Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and
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ROLLED OATS, PINHEAD & STANDARD MEALS.

SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

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Highest price paid for Oats and Peas in car lots.

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GENUINE CREAMERY BUTTER

In lots of 5 tubs and upwards, price 24½ cts. per lb., cash; single tubs 50 lbs. each, will be shipped as samples on receipt of \$12.50.

JACKSON & HALLETT EXPORTERS OF CREAMERY BUTTER
GUELPH, ONT

MONTREAL Markets Continued.

\$1.75 to \$2.00 per brl.; fresh herring, \$2.00 to \$2.50 per hundred; haddies, 7½ to 8c.; Yarmouth bloaters, \$1.00 to \$1.25; frozen mackerel, 8½ to 9c.; smelts, 4 to 5c.

ASHES.

A good trade is reported in ashes, notably pots, and outside figures are being obtained in some instances. We quote first pots \$4.50 to \$4.55, seconds \$3.85 to \$3.90, and pearls \$5.30 to \$5.40.

HOPS.

The market is quiet and easy, and we quote 18 to 20c. as to quality for lots.

BEANS.

There is no change in prices, while business rules extremely quiet. Picked stock moves at \$1.35 to \$1.50, with good ordinary \$1 to \$1.20.

HONEY.

Honey is quiet and unchanged. Sales of dark buckwheat extracted have been made at 6 to 7c., and fine to choice 7 to 9c. Bright comb has sold up to 13c. and we quote 10 to 13c. as to quality.

POTATOES.

The potato market is steady at from 95c. to \$1 in car lots. Jobbing prices run all the way from \$1.50 to \$2.25 per back.

ONIONS.

There has been a fair demand for onions, good Spanish in crates selling at 90c. to \$1.00, while red and yellow in barrels being \$2.50 to \$2.75.

EGGS.

The receipts of eggs continue liberal and have been so throughout the week. The material result has been a steady decline in price and now figures are fully 5 to 7c. below the basis of last week. In order to keep stocks cleaned up dealers had to accept 23c. for lots and job to grocers at 25c.

BUTTER AND CHEESE.

Butter is steady under a fair jobbing enquiry, but there is not much doing outside of this. Supplies, however, are in small compass, and holders seem satisfied that all they have will be wanted. Prices rule firm at the following for straight lots: Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 19 to 20c.; Western rolls, 18½ to 20c.

Cheese is nominally the same and there is nothing of interest to note. We quote 11½ to 11¾ for an idea.

PROVISIONS.

The provision market does not show much change. Business is quiet on the whole, but prices hold firm, especially for pork. We quote: Canadian short cut pork, per brl. \$23 to \$24; Canada mess pork, per brl. \$23 to \$24.00; Hams, city cured, per lb. 13c. to 14c.; Lard, Canadian in pails, 12½ to 13½c.; Bacon, per lb., 12 to 13c.; Lard, com. refined, per lb., 10½ to 12c.

MONTREAL TRADE NOTES.

Offers of Barbadoes molasses to arrive via St. Lawrence have been made at 32½c., but no contracts are noted in this connection.

One cargo as it is understood has been contracted for to come via the United States at 33½c. however.

Chaput, Fils & Co. report a fairly satisfactory business in syrups for the week.

London advices to brokers here report India and Ceylon teas steady at the recent decline.

Caverhill, Rose, Hughes & Co. are doing a good Lenten trade on city account in their lines of fish.

There have been further American enquiries for Japan tea during the week, but no business has so far resulted.

There are complaints here about cutting in starch by western people, and it is alleged that even lower prices have been offered.

It is getting close to the period for fresh maple products, and the Sherbrooke Maple Product Co. are prepared to attend to this business.

Lightbound, Ralston & Co. are offering special lines of syrups, canned goods and other lines which are opportune for Lenten wants.

Mr. J. H. Dobbin says that advertising in THE GROCER brings a tangible return. He is receiving enquiries from all over the country about fish enquiries, in fact that he cannot fill.

GINGER CLIMBING UP.

The ginger situation propounds an all-absorbing question at present. Prices are advancing almost daily. The crops for the last five years have brought only about three cents per pound to growers. Ginger is not grown on plantations, but in a crude way by the natives in the hill countries of Western Africa and Southern India. They sell their small packages—rarely exceeding 100 pounds each—to traders, who, in turn, dispose of the root to the merchants on the coast. The aborigines being as shrewd, on the average, as white men in matters affecting their pockets, have seen that the collection of ginger did not pay them. Accordingly they have turned their attention to the collection of cocoanut oil, indiarubber and gum. The consequence is, that the crop season is at hand, with no ginger grown, cultivated or gathered, and no possibility of a fresh supply before next December or January. It is the opinion of an extensive operator in spices that, "with no ginger here, no ginger on the water or on the coast, there cannot but be a doubling up in price, and buyers of the article who want it should purchase liberally, as the prospects are that it will prove a better investment than government bonds." A word to the wise, etc.—N. Y. Commercial Enquirer.

THE STORY OF TEA.

The following interesting article is from the pen of Ram Lal, of Calcutta. It was issued in small book form and was profusely illustrated.

There can be little doubt that the tea plant must have existed, its virtues unknown, or at least unrecognized, from the earliest times of vegetation, but as a cultivated production its history can only be authentically traced back in China for about 1,000 years. Various mythical accounts may be read describing the discovery of the wonderful properties in its leaves, and the application of the same to domestic use, but Chinese history, although preserved in records dating back more than 4,000 years, does not tell how this came about. We know that when early visitors from western civilization set foot on the soil of the Flowery Land they found tea-drinking an established custom of the people, and brought back with them to England some of the cured leaves, which were the means of gradually introducing the habit amongst English people, who rapidly became second only to the Chinese as consumers. Wherever the Anglo-Saxon race has spread the custom of tea-drinking has gone with it, and, though the teas consumed have been many and various, the fact of consumption has always been in evidence from its continuous increase.

The production of tea is now a vast industry, giving employment to much capital and many workers. Formerly China was considered the original home of the tea plant, and, although its suitability for cultivation in many other places was demonstrated, where that was attempted, China plants were in the earlier stages introduced.

In India, where the industry has been worked on the largest scale, and where it has been most successful, it was found upon clearing away the jungle to form tea plantations, that a variety of tea was actually growing wild, and that is what is now termed the indigenous Indian variety, or *Thea Assamensis*.

There is no evidence of an indigenous China variety, all the tea in China being in a state of cultivation. As it was upon the hills which extend from India into China that the indigenous tea was discovered, it is considered probable that the tea seed was conveyed by land from the former to the latter country, and there cultivated. In appearance the Indian and China varieties are very different, the latter having degenerated greatly from the original type, doubtless because of the poor soil on the sides of the hills it is grown upon.

It is customary to speak of a tea bush, because in its cultivated form the height



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for Lenten
Season,

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At \$4.45

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WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—

**WHOLESALE GROCERS,
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WESTERN ONTARIO AGENTS FOR THE

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Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

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XXX.

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Barrels No 1 Labrador Herrings.
Half Barrels No. 1 Labrador Herrings
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

T. KINNEAR & CO.,
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Wholesale Grocers.

LONDON, ONT.

is kept down by constant pruning, but in a state of nature Indian tea is a tree growing to a height of 30 or 40 feet. It thrives best in a warm, damp climate—one with a high temperature—and requires an abundant rainfall. In China hill-sides and sloping lands are the favorite places, and the earlier gardens in India were planted in similar situations. However, it was found that the violent tropical rains washed the soil away, and now flat hill lands are chosen, and are the most successful localities.

The work of preparing to grow tea is a serious undertaking, and a description of how it is carried out in India may be interesting.

A suitable portion of land having been selected, the jungle is cleared by cutting down and burning, the ashes forming a fertilizer of the ground. In modern planting, a wide area is covered at once—say 400 or 500 acres. The young tea bushes are raised from seed in nurseries, and at about six months from the time of sowing they have reached a height of nine to eighteen inches. They are then planted out in the garden in long, parallel rows, each bush being placed about 4 1-2 feet apart in each direction from its fellows. Except for cultivation of the soil around them, the bushes are allowed to grow untouched for the first year. They are then heavily pruned down about the middle of December, and are thereafter pruned each year about the same date. The object of the pruning is to keep the plants of a suitable height for the pluckers, and to cause them to produce leaves instead of flowers. Towards the month of April—earlier or later according to the weather—the young shoots or flushes begin to appear. Now is the plucking season, and once a week the entire estate is overtaken, and all the tender, succulent young shoots snipped off below the third leaflet.

The lower leaves on the young shoots are too old and hard to manufacture into tea. The plucking is done by women and children, and is now almost the only part of the work where the tea is touched by hand. The plucking season continues till December, and, as a rule, the pluckers go over the entire garden in the course of each week, taking off all the young shoots which are ready.

As they are plucked the green leaves are thrown into baskets, and twice daily the leaves are taken into the factory. They are then spread out thinly on bamboo trays, under cover, for some eighteen hours, to wither, after which they are in a soft flaccid condition ready for the rolling machine. The object of the rolling is to crush the leaf and break its cells, so as to liberate the juices of the leaf. The leaves are passed repeatedly through a rolling machine, driven by steam power, the operation occupying about an hour. The next process is familiarly termed fermentation, but is really an oxidation of the leaves, and in it lies the chief difference between the manufacture of black and green tea, all of the former being fermented. Many people cherish an antiquated belief that black and green teas are grown upon different varieties of tea-plant, which is quite a mistake, the difference being merely one of preparation. After being rolled, the leaves are spread out in layers of 3 or 4 inches thick in a cool house, and left to undergo the chemical action resulting from their condition. This process is checked after from one to two hours, according to climatic changes, by the first firing, which is effected by subjecting the leaves to the gradual action of hot air. Various applications of the same system

are in use, but the most popular is to place the leaves on trays of wire network in a high temperature for about 20 minutes, after which they are firm and crisp.

Up to this point in the manufacture the leaf has been on the stalk, the three leaves and a bud being unseparated. They are now broken apart and sorted by machinery into the various grades or qualities, which are described as Orange Pekoe, Pekoe, Pekoe Souchong, and Souchong, each of which names roughly represents the leaf-bud and the three lower leaves. In addition to these four classes, out of each are sifted all the smaller fragments of leaf broken in the process of manufacture, which are termed Broken Orange Pekoe, etc. These broken grades are frequently objected to by the consumer, under the impression that they are inferior in quality, but in the opinion of experts, the more the leaf is broken up the better is the liquor upon infusion.

Upon completion of the sifting, the tea is again fired, and, while warm, it is packed tightly into lead-lined chests, and the lead covers completely soldered over it, so that it may be kept perfectly airtight until required for use.

From the gardens in India there is a long and difficult journey by country cart, river-boat, steamer or rail, according to district (or in some cases by all four conveyances) down to Calcutta, from which port the tea is all despatched.

In the earlier days of the industry, the methods of the Chinese were followed, and hand-labor largely used; but now every process of the manufacture is effected by machinery driven by steam. The Chinese, with the conservatism of their race, continue to follow the laborious, expensive, and frequently uncleanly methods of their ancestors. The rolling, for instance, is done by the feet and hands.

In India there are five principal districts, viz., Assam, Cachar, Sylhet, the Dooars and Darjeeling, each of which produces a distinctive character of tea, and in many cases individual gardens have characteristics by which experts can at once distinguish their produce. The nature of the tea from any one district or garden varies, at times considerably, according to weather and local influences. It is this variation in quality that renders it so difficult to obtain uniform tea for domestic use, and here the art of the trained taster and scientific blender comes into play, in making such combinations as shall preserve uniformity. Frequently, several teas, which are in themselves undesirable, make in a mixture an exceedingly good tea, and by judicious blending the proper degrees of flavor, strength and pungency can be arrived at.

The great variation in water used, some being soft and others hard, renders certain teas much more suitable for use in one locality than in another, and, indeed, some of the tea produced in India is quite unsuited, because of its extreme pungency, for use in many places.

One of the great recommendations of Indian tea is its perfect purity and freedom from adulteration. It is grown practically entirely by Europeans, and all the processes of production are conducted under European supervision. There is no temptation to adulteration, as far as the producer is concerned, because, as all tea is sold by the name of the garden, the constant effort is to attain the highest level of quality, and, therefore, of price. The passage through Great Britain of so great a proportion of the crop

is also a safeguard, as every parcel of tea has to be passed as pure and genuine by an official representing Her Majesty's Customs, and it may be relied upon that every chest or packet of tea, which has been packed in, or has passed through, London in course of transhipment, is genuine according to the description upon it, as otherwise its re-export would be stopped by the authorities.

There is in point of fact no necessity for this strictness of inspection so far as Indian tea is concerned, but the practice was adopted to stop the importation of adulterated China tea.

"For ways that are dark,
And tricks that are vain,
The heathen Chinese is peculiar."

and the Englishman's digestion was at one time in a fair way to be ruined by Chinese cheap labor.

Tea in China is not grown wholesale on specially planted gardens, but is raised in a retail fashion by thousands and thousands of cotters, who pluck the leaves themselves, partially dry them in the sun, and sell the product to traveling collectors, who convey it to the point of shipment, where "all sorts and conditions" of leaf are mixed together, finally fired and packed. As tea is an article of large daily consumption in China there is a plentiful supply of the exhausted leaves which have been brewed always available. These are collected and dried, then faced up with some black coloring matter, rolled to give the leaf a twist, mixed with a proportion of good tea, and then sent into the market. Such adulteration with Indian tea is practically impossible, because the native of India is not a tea drinker, the local consumption is merely nominal, and used tea leaves are unobtainable.

"Nothing succeeds like success," and Indian tea (including Ceylon) has clearly been successful in Great Britain in almost entirely supplanting China tea in popular use. In 1864 its consumption was only 2,796,000 pounds, or about 3 per cent. of the total. In 1891 it was over 150,000,000 pounds, or 74 per cent. of the total, while in the earlier portion of 1892 the percentage had increased to 83. Purity, quality, and general goodness have won the day there, and they are gradually gaining support in the United States and Canada.

The modern system of putting up tea in small leaden or tin packets of convenient size for domestic use enables it to be kept air tight and free from the risk of contamination until required. No article is more sensitive or liable to contract foreign flavors if lying exposed among other goods in open tea chests in a general store, and once the lead has been cut, the freshness and bouquet will leave the tea, if it is not promptly used.

Indian tea has never been a cheap tea, and the remarkable fact about its rapid progress in England is that the price has always been higher than that of China tea. But the price of tea per pound is not a proper criterion of value, because one pound of good tea when properly used in the household will make as many cups of good drinking tea as two or three pounds of an inferior and nominally cheaper quality.

What a lover of tea should always look to is not price but quality, and it is to be regretted that many people look for mere nominal cheapness of price in tea, who would be ashamed to place upon their tables, or have in their houses, other articles of food or of general use, which were merely cheap in price, and not of the choicest quality money could buy. The better tea is in quality, the

purer and more healthy it is likely to prove as a beverage. The comparative healthiness is a point of importance, and a gentleman, well qualified to speak with authority regarding tea, wrote recently in reference to the widespread dyspepsia in the United States: "I believe it to be true that the consumption in America of good Indian black tea instead of green teas, Japans, Oologs, coffees, etc., it would strengthen the digestions of the people and ensure healthy meals."

This is only in keeping with the experience of the people who have been the largest consumers, since its introduction, of Indian tea, viz., the Irish. For 20 years scarcely any tea but Indian has been used in Ireland and the land has become noted by tourists for the goodness of its teas, yet dyspepsia as a disease is almost unknown there.

This is partly explained by the fact that the Irish know both what good tea is and how to use it. The best of tea can be made injurious by improper preparation and injudicious use.

A BIT OF CHEWING GUM HISTORY.

Little acts and seemingly unimportant discoveries often lead to great results. This is so well known to everyone that it is only necessary to refer to one instance here as an illustration; and that instance is in regard to the Adams' chewing gums.

Mr. Thomas Adams, the senior partner of the firm was a resident in the Southern part of the United States between the years 1848-55. His business was of such a nature that he frequently went to Mexico, and while there collected many specimens—products of the soil of that wonderful country. These articles were retained more as curiosities or souvenirs than anything else, and were carefully laid away.

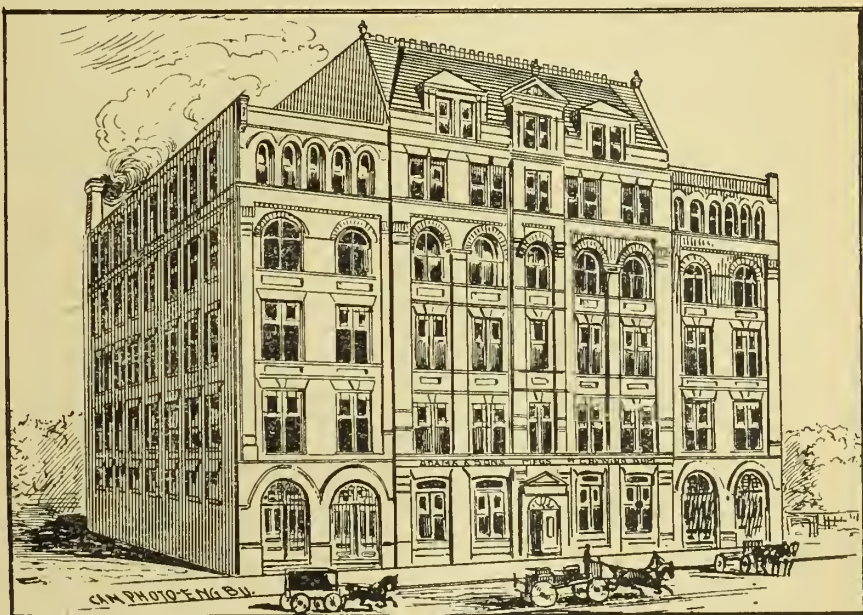
In 1857, Mr. Thomas Adams, Sr., commenced to experiment with these different specimens, among which was the gum Chicle—the crude article from which the firm's gums are made; and, noticing the similarity in characteristics of this gum with that of rubber, both belonging to the Coucha family of gums, and Chicle being entirely unknown to the market, and consequently much cheaper than rubber, experiments with a view to the cheaper production of hard rubber goods were commenced. Success seemed certain, and about 25,000 pounds of the Chicle were collected and brought to New York, but, after expending considerable money and time, the project was finally abandoned, as it could not be successfully vulcanized, and hence the gum was useless for that purpose. It now became necessary to find some use to which the article could be put, in order to realize on the gum that had been purchased. Many different experiments were tried, such as adapting to cable purposes, making glue, etc., all of which proved unsuccessful. An effort was then made to get some sort of an offer for the Chicle, but as the article was entirely unknown and possessed no recognized value, an offer could not be obtained. In the meantime the goods

lay in the storehouse in New York. Storage continually increasing the cost, the advisability of throwing the whole thing into the North River was several times seriously considered; all hope of ever being able to dispose of the article had long since departed. Being in a small confectioner's one afternoon for the purpose of purchasing some candy, Mr. Thomas Adams, Sr., noticed a little girl who called for a penny's worth of mastic chewing gum. It then occurred to him that a chewing gum might be made from Chicle. Experiments were made, and Adams' New York Chewing Gum is the result. When the manipulation of the Chicle was so far developed as to produce a beautiful white substance, a patent was applied for and was granted. Adams' New York Chewing Gum soon became the popular gum, as it possessed all the requisite qualifications, being tasteless and elastic. The subsequent history of this gum is well known to the trade. It has increased year by year in favor,

Chewing Gum became recognized, it won popularity.

Not content to rest with the progress made, and stimulated by the success achieved in the manufacture of the plain Chicle Chewing Gum, the firm began experiments with a determination, if possible, of producing a sweet gum, and after long and patient labor the desideratum was obtained. Business grew rapidly from the time the first box of the fruit flavored gum was put on the market, and it was ultimately found necessary to erect in New York the large building, a cut of which is given in this issue.

The Toronto factory is at Nos. 11 and 13 Jarvis street, and was opened in July, 1891. It is a three-story building and is furnished with all the latest improved and original machinery for the manufacture of all the high-class brands so well-known to the Canadian trade. Here the Tutti Frutti and Pepsin Tutti Frutti are manufactured according to the original formula, and as



and is now a very important item in the stock of every jobbing confectioner, grocer and druggist, and is handled extensively by the notion trade.

The fruit of the tree from which the Chicle exudes is called Sapodilla. It is about the size of an apple, is delicious in flavor, and is largely used by the natives as an article of diet. The gum is collected by Indians and brought to market on pack mules, each mule carrying about twelve arrobas, or 300 pounds. When the Indians or natives of Mexico start out upon a long journey across the country, by wagon or mounted, it is customary to supply themselves with Chicle in order to allay the pangs of thirst, as in all tropical countries water is more or less scarce in some sections.

Parafine and Spruce Chewing Gums were at the period of the introduction of the Adams gum the articles principally known and used. As rapidly, however, as Chicle

Adams' & Sons Co. are the originators of Chicle Chewing Gum, every improvement during the experience of twenty-five years has been added both to the quality and to the manner in which these goods are put up.

At one time chewing gums were looked upon as useless and were placed on a par with tobacco, etc. A peculiar feature about Adams' chewing gums is that they have revolutionized this idea, at least so far as the product of that firm is concerned, the Pepsin Tutti Frutti being recognized as a cure for dyspepsia, while Tutti Frutti is used extensively by athletes to prevent dryness and thirst.

The production of sugar in Bengal being insufficient to meet the consumption, foreign sugars (chiefly beetroot) have to be imported in considerable quantities. Germany supplies more than one-third of the imports, England and Austria following. Mauritius sends cane sugar, and ranks next to England in importance. In 1887-88 France supplied 100,000 rupees worth of sugar, but has supplied nothing since that date.

THE COUNTRY STORE.

Some of the passengers at the depot were telling stories the other day, and a travelling man was relating his experience in a country store in a small town in Jefferson county, Missouri, says an exchange. He said he was there nearly the entire forenoon, and had occasion to note the peculiarities of the storekeeper, who carried a general stock, but a pretty small one. Every little while a customer would come into the store and inquire for some article that the merchant did not happen to have in stock. For instance: "Have you any dried beef, Mr. Cashdrawer?" "No, we have no dried beef today, but we have some excellent codfish. Monie, show this lady the codfish." "Do you keep any such things as wicks for those big, round lamp-burners?" "We generally do, but happen to be out just now. We have some fine cotton clothes-line." "My gals want me to bring home confectioner's sugar; have you got any of it, Cashdrawer?" "Sold the last ounce about an hour ago, Henry. We've got an excellent quality of toilet soap, though. Monie, show Mr. Adams the soap." "Do you keep ready-made flannel shirts?" "Have had them all winter, and sold three to a lady yesterday, which cleaned the stock out. But we have a large supply of overalls. Monie, show this lady the overalls."

HINT TO BEE KEEPERS.

The keeping of bees is found both profitable and pleasant work in many parts of our Province, but each year we hear of novices in the art who are disheartened by their last year's experience. The trouble is, that they fail to recognize that bee-keeping is an art, and a fine one, requiring experience, skill and energy. In the first place the bee stock should be carefully selected, on the same principle that the farmer selects good strains of blood to breed his stock from. The experienced honey-raiser does not trust to random stock from country hives, but obtains the famous Italian bees, secure in the knowledge that he is reaping the experience of centuries of bee-keepers. Another error of the amateur is in ignoring the needs of the little insects during the winter season. Too often the slightly built hives which have done good service in sunny weather are the only protection for the bees in the cold winter months. Thick walls and double windows in their hives are needed for the bees in our Province, else they will too often continue their chilled season of hibernation into the sleep of death. Many hives in which the question of warmth has been considered, are yet found to be full of dead bees in the spring. The cause of the destruction is that the bees are too far-removed from the honey, owing to the faulty construction of the hive. After our present severe winter many of our bee-keepers will have reason to be discour-



MORAL: USE THE PITTSBURGH.

aged, but a little careful study of the cause of their failures will be greatly to the advantage of their next year's experimenting. —Halifax Critic.

COLD STORAGE.

This is a problem that will not down. It is discussed unfailingly year after year, and yet it is doubtful whether any new points have lately been developed. For apples and some varieties of pears, for instance the Bartlett, cold storage has been found profitable. Further than this, says Mr. Hale, he would not recommend it for fruits. It is a failure with grapes, on account of the heavy shrinkage. Fruit that has been stored in houses where ice is used to keep the temperature down keep only for a little while when taken out. A novel method of keeping apples has been tried with excellent success in New York City. The fruit is stored

in barges. The water about the boat prevents the apples from freezing, yet keeps them near the freezing point all the while. In Buffalo, as was stated by Hon. E. B. Fenner, storage rooms in large buildings, cooled by artificial means, are rented at quite a reasonable price to grocers, commission men and producers for the successful storage of meat, eggs and all kinds of fruits. Mr. Hale told how he had placed a lot of peaches, which arrived in market too late for the day's sales, in cold storage for only 12 hours, and received about \$100 more for them than he could have done otherwise. Reference was also made to the old and still valuable plan of cooling a fruit house by an underground current of air conducted in a large pipe from a distance of several hundred feet to the cellar. The proper place for cold storage houses generally, it was thought, is in the large cities. Dampness must be avoided in all storage houses.—Rural New Yorker.

JUST ARRIVED - -

Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

DAVIDSON & HAY,

36 Yonge St., TORONTO.

BATTY & CO'S

Finsbury Pavement,
London, England

Pickles, Sauces, Marmalades, Jams and Jellies

For Sale by

CAVERHILL, ROSE, HUGHES & CO., Montreal.

SLOAN & CROWTHER, Toronto

JAMES TURNER & CO., Hamilton

For Samples and Information apply to

WRIGHT & COPP, Dominion Agents, Toronto



... **HIGHLAND** ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
... **EVAPORATED**
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

... PREPARED BY ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

TO TRUST ON NOT TO TRUST.

We have not followed up the career of the Montana merchant who adopted the motto given below as his method of doing business; but if strictly adhered to we have no doubt the prophecy of his maxim has been verified. It might be followed with profit and peace of mind by some merchants in this section of the country.

To trust is to bust,
To bust is hell,
No trust, no bust,
No bust, no hell.

—Grocers' Monthly Review.

THE ELEPHANT SKATES.



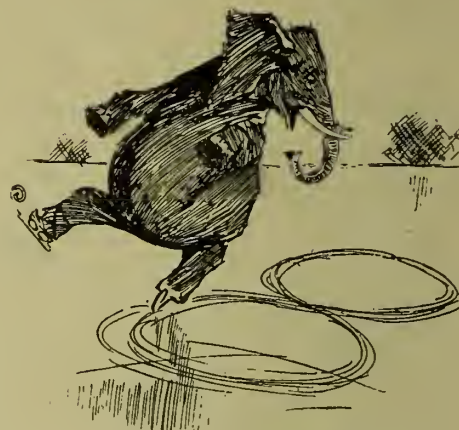
“Ah, now watch me—



—How does this strike you?—



—do the outer edge—



—Catch on to that eight—



—and that twirl—



—Great Scott! I'm loosing my balance.—



—Confound it! I ought to have had better sense.—

W. A. McClean & Co.
OWEN SOUND.
PORK PACKERS
CURERS OF THE
Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for quotations and
oblige yours truly, - - -

W. A. McCLEAN & CO.

THE car of Java Coffee
bought last June,
came in Tuesday, the
21st inst., this with what
we had in stock makes
twelve tons of Java Coffee
now in our warehouse.



**The Snow
Drift Co.**

BRANTFORD

JUST RECEIVED:

Finest “Namunas” (Indian Green) in
half chests, unequalled for blending with
Black Tea.

REGAN, WHITE & CO.

Montreal

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

75 Front Street East, - - TORONTO.

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,
— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

BUSINESS CHANGES.

SALES MADE OR PENDING.

James Dickson, general merchant, Austin, Man., has sold out to W. J. Stinson.

G. F. Spankway, general store, Blenheim, has sold out to Straith & Macdonald.

The grocery stock of J. A. Thibault, Montreal, is to be sold by auction March 13.

Donald Griffith, general store, Kootenay, B.C., is selling out to an English Company.

W. F. Read, boots and shoes, Berwick, N.S., has been succeeded by Chute & Sanford.

N. H. F. Despars, general merchants, St. Boniface, Man., has sold out to Mr. Guilbault.

The stock of Aug. Breux, general merchant, Chambly Canton, Que., is to be sold March 13.

The grocery and boot and shoe store of F. A. Campbell, Shelburne, has been sold to Mrs. F. A. Campbell.

The general store of G. W. Woodland, is to be sold by auction March 14. The grocery stock of Samuel Leggat, Nelles Corners, is advertised for sale the same day.

The general stock of Bean, Peltz & Bean, Harriston, is to be sold by auction March 10. The general stock of Malcolm McKenzie of Port Rowan, is advertised for sale the same day.

The bankrupt stock of G. S. Wood & Co., of St. Thomas (value \$8,508.83), was sold by Auctioneer Jones in London a few days ago to Mr. G. R. Pennington, of St. Thomas, for 57 cents on the dollar. The stock of Chown & Yorco, Mitchell (value \$2,030.85), was sold to Mr. J. W. McKay, of Elora, for 75½ cents on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Thomas & Mowat are opening a general store at Elkhorn, Man.

H. W. Northrup & Co., wholesale grocers, St. John, N.B., have dissolved.

Heaman & Berley, general merchants, Alexander, Man., have dissolved.

Thomas Tombyll & Co, manufacturers of cigars, Montreal, have dissolved.

C. Pousseau & Co, is the name of a new grocery firm registered in Montreal.

Lanaway & Muir, grocers, Vancouver, B.C., have dissolved. W. D. Muir continues.

Henderson, McRae & Co., general merchants, Acton, have been succeeded by Henderson & Co.

Albert Gervais and F. Latoureville, have been registered as Latourville & Gervais, grocers, Montreal.

Demers & Demers, boot and shoe manufacturers, Quebec, have dissolved, L. J. A. Demers, continuing.

In last week's GROCER the names of Wm. Green and D. Long & Bros. were mentioned

in reference to a business change in Thornbury. It should have been Wm. Geen and T. Long & Bro.

Mrs. A. L. Mulligan, has been registered as proprietress of the grocery firm of A. L. Mulligan & Co., Montreal.

J. Snetsinger & Co., general merchants, Cornwall, have dissolved. G. S. Snetsinger & Co. is the name of the new firm.

Alphouse Bergeron and Earnest Frechette have been registered as Bergeron & Frechette, butter factory, St. Nicholas, Que.

REMOVALS.

John Fairley, grocer, Seaforth, has gone to Carberry, Man.

C. H. Carbonneau, general merchant, Greenway, is moving to Marieapolis, Man. Flett & Baker are opening out a general store at Greenway.

FIRES.

Julius J. Colin, tobacconist, Halifax, has been burned out.

The Inverness Canning Co. (B. C.) has been burned out.

P. O'Keefe, grocer, Strathroy, has been partially burned out.

The general store of L. J. Lambert, New Glasgow, Que., has been burned out, insured.

The lobster factory of W. C. Frenholm at Port Elgin, N. S., has been destroyed by fire.

The tobacco factory of E. Frechette & Bro., Charlesbourg, Que., has been destroyed by fire, insured.

The general store at Melanclon, owned and operated by the Patrons of Industry, has been destroyed by fire. The loss amounts to \$13,000, on which there is an insurance of \$7,000.

The general store of F. R. Edwards, and the G. N. W. telegraph offices and post office at Thurso, Que., has been destroyed by fire. The building was owned by George Edwards, whose loss is \$3,000, partially insured. The stock was insured for \$6,000, which is about covered by insurance.

DEATHS.

James M. Ferris, of J. M. Ferris & Co, general merchants, Cambleford, is dead.

From Newfoundland comes the news of the following deaths: Peter Dwyer, Harbor Grace, Bryan Mitchell, general store. St. Johns, J. B. Tobin, general store and fishing Twillingate.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. B. Dumphy, grocer, Winnipeg, has assigned.

E. Lecours, storekeeper, Sherbrooke, Que., has assigned.

C. F. Graff, grocer, New Hamburg, has assigned to A. W. Porte.

Mrs. Wm. Magness, boots and shoes, St. Catharines, has assigned.

C. S. Ash, general storekeeper, Hastings, has assigned to J. T. Tennant.

D'Aust & McMullen, general merchants, Oak Lake, Man., have assigned.

Moses Brome, boots and shoes, Fredericton, N. B., is offering to compromise.

Charles Heckbert, general merchant, Commercial Cross, P.E.I., has assigned.

Mrs. James McNichol, boots and shoes, Brandon, has been granted an extension.

Stirling & McCaul, general dealers, Emerson, Man., have been granted an extension.

Mrs. Wm. Irving, boot and shoe dealer, 430 College street, has assigned to Richard Tew.

Moses Brown, boot and shoe dealer, Fredericton, N. B., is offering to compromise.

Henry & Co., general storekeepers, Uxbridge, have assigned to J. B. Laing, Toronto.

A meeting of the creditors of P. E. Caron, general dealers, Lennoxville, Que., has been called.

The stock of R. A. Troyer, general dealer, Oxbow, Man., has been sold at 65c. on the dollar.

B. Sherman Johnson, a trader at Springfield, N.B., has been compelled to do the same thing.

A demany of assignment has been made on Simeon Sevigny, general merchant, St. Flavien, Que.

Hetherington & Co., general dealers, Ayer's Flats, Que., have compromised at 60 cents on the dollar.

C. L. Heckbert, general storekeeper, Commercial Cross, P.E.I., has assigned to A. F. Bruce and P. Gordon.

Notwithstanding the improved condition of the canning trade, D. W. Douglas, a St. John, Que., canner, has been compelled to assign. His creditors will meet on Friday.

J. Berwick & Co., grocers and liquor dealers, King and York streets, this city, are in difficulties, and are asking their creditors for a compromise. Mr. Berwick is not in the firm, having sold out to Mr. R. Kennedy two years ago, the old firm name having been retained. The liabilities are said to be about \$8,000, and the firm are offering 60c. on time or 50c. cash. Mr. Kennedy is an old and favorably known business man in Toronto. For some years he ran the old Toronto Tea Co., King street east, being at that time one of the best known retail grocers in the city, and was compelled to give up business and leave Toronto on account of ill-health.

At the annual meeting of the Montreal Warehousing Company held the other day the old board of directors was re-elected as follows:—Mr. L. J. Seargent, president; Mr. W. M. Ramsay, vice-president; Thomas Davidson and Roberr Wright, directors; George H. Hanna, manager and secretary.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

TRAVELLER:—WANTED, BY A YOUNG man who can furnish the best of reference as to character and ability, a position as traveller for wholesale groceries, or for any special line. Would go to Europe, Asia, Africa, or Australia, but is better acquainted with the trade of the Maritime Provinces. Address "M" P. O. Box 301, Halifax, N. S.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

A GROCERY BUSINESS FOR SALE IN THE town of Chatham; a choice business stand, good opening for an experienced, live man with some capital. John McClary, London, Ont. 10

TO RENT—A STORE AND DWELLING, with a small stock of boots and shoes for sale. W. S. H., care GROCER. 12

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

CUT THIS OUT!

Half interest in a paying Grocery concern. For Sale, valuable site, new buildings, and a well-selected stock. The whole bound to assume like proportions to its rapidly growing surroundings. For cause of sacrifice and particulars apply to

H. L. MORRIS-READE,
Nanaimo, B. C. 10

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.

Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Tees & Persse, Winnipeg.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada, BRANTFORD, ONT.

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the preparation of



W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.

Branch House, 6 Hospital St., Montreal.

E. Lazenby & Son

Pickle Factories:

Cole St. and Globe St.,

Offices:

18 Trinity Street,

Soup Factory and Stores:

Grimscott Street,

... LONDON ...

EVERY ARTICLE PREPARED BY US IS GUARANTEED ENTIRELY UNADULTERATED. OUR LABELS ARE AFFIXED ONLY TO THE CHOICEST GOODS.

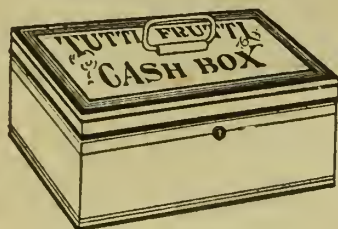


Pickles, Sauces, Capers, Potted Meats, Soup Squares, Olive Oils, Olives, Fortt's Oliver Biscuits, Etc.

THE BEST IN THE WORLD

For Sale by Leading Dealers throughout Canada

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT.

WELL I NEVER SAW ITS EQUAL JUST 5 MINUTES FROM START TO FINISH WITHOUT DIRT OR MIXING AND A BEAUTIFUL POLISH.

SILVER STAR STOVE POLISH
BLACK BRILLIANT BEAUTIFUL.

This polish entirely supercedes all others, being a paste all ready for use, produces a jet black enamel gloss with but half the labor.

Sold every-where.

F. F. DALLEY CO. OF HAMILTON LTD

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING
(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM
(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE
Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

GENERAL STOCK OF MERCHANDISE AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's Black Lead
NO DUST

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE

"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

Always Bright & Beautiful. In Large Packets 1d. & 2d. each. Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.

6d. and 1s. Tins.

NIXEY'S "INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.

Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.



ARTHUR P. TIPPET & CO.

TORONTO and ST. JOHN, N.B.

. Sanitary Soap .

SEE OUR TRAVELLERS, OR WRITE TO

A Great Disinfectant . .

A Great Washer

A Boon to the Laundry

Pure Gold Mfg. Co.

TORONTO

THE CANADIAN GROCER PRICES CURRENT.

CHAS. BOECKH & SONS, per doz			
X Carpet, 4 strings, net			\$3 60
2 " " "			2 20
3 " 3 " "			2 0
XXX Hurl 4 " "			2 90
1X " 4 " "			2 65
2X Parlor 4 " "			2 50
3 " 3 " "			2 25
4 " 3 " "			1 85
5 " 2 " "			1 50
Warehouse 4 " "			3 25
Ship 4 " "			4 00
1 Cable 2 wire bands, net			3 25
2 " 3 " "			4 00

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 95 \$1 00	
" gallons.....	2 00	
Blackberries, 2.....	2 00 2 25	
Blueberries, 2.....	1 00 1 10	
Beans, 2.....	0 90 1 00	
Corn, 2's.....	0 87 1 00	
" Epicure.....	1 15	
" Special Brands.....	1 40 1 50	
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 87 1 00	
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25 2 40	
Peaches, 2's.....	2 00 2 25	
" 3's.....	3 00 3 25	
" Pie, 3's.....	.....	
Plums, Gr Gages, 2's.....	1 75 2 00	
" Lombard.....	1 50 1 60	
" Lambson Blue.....	1 50 1 60	
Pumpkins, 3's.....	0 85 1 00	
" gallons.....	3 00 3 25	
Raspberries, 2's.....	1 40 2 00	
Strawberries, choice 2's.....	2 15 2 25	
Succotash, 2's.....	1 65	
Tomatoes, 3's.....	0 85 1 00	
" "Thistle" Finnan haddies.....	1 50	
Lobster, Clover Leaf.....	2 40 2 60	
" Impr'l Crown flat.....	2 60 2 70	
" tall.....	1 90 2 00	
" Other brands.....	1 80 2 10	
Mackerel.....	1 10 1 35	
Salmon, talls.....	1 45 1 60	
" Hats.....	1 70 1 80	
Sardines Albert, 1/4's tins.....	13	
" 1/2's.....	20	
" Sportsmen, 1/2 genuine.....	.....	
" French high grade, key.....	.....	
" opener.....	.....	
Sardines, key opener, 1/4's.....	10 1/2	
" Martiny, 1/4's.....	10 1/2	
" 1/2's.....	17 1/2	
" Other brands, 9 1/2.....	11 16 17	
" P & C, 1/4's tins.....	23 25	
" 1/2's.....	33 36	
Sardines Amer, 1/4's.....	6 1/2	
" 1/2's.....	9 11	

CANNED MEATS.

	(CANADIAN)	
Comp. Corn Beef lib cans	\$1 65 \$1 70	
" 2.....	2 70 2 80	
" 4.....	4 80 5 00	
" 6.....	8 00 8 25	
" 14.....	17 50 18 50	
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2.....	2 60 2 75	
" 4.....	4 75	
Par Ox Tongue, 2 1/2.....	9 50	
Ox Tongue.....	7 85 8 00	
Luck Tongue.....	3 25	
" 2.....	6 75	
English Brawn.....	2 75 2 80	
Camb. Sausage.....	2 50	
" 2.....	4 00	
Soups, assorted.....	1 35	
" 2.....	2 25	
Soups & Bouilli.....	2 50	
" 6.....	4 50	
Potted Chicken, Turkey, or.....	.....	
" Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6.....	.....	
" oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb.....	1 40	
" cans.....	.....	
Devilled Chicken or Turkey,.....	2 25	
" 1/2 lb cans.....	.....	

Sandwich Ham or Tongue, 1/4 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230.....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115.....	0 75
Oolah, 115.....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150.....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	.....
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	.....
Tutti Frutti cash box 800.....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100.....	0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell, 150.....	1 00
Cracker, 144.....	1 00
O-Dont-O, 144.....	1 00
Little Jap, 100.....	0 70
Dude Prize, 144.....	1 00
Clock Gum comprising 500 pieces.....	.....
Gum (assorted flavors), and 1.....	.....
"Little Lord Fauntleroy" clock.....	.....
guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Santo, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, 1/4's, 8 & 14 lb boxes.....	1 00
" Pearl.....	25
" London Pearl 12 & 18.....	22
" Rock.....	30
" Bulk, in bxs.....	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENSCHORP'S ROYAL DUTCH COCOA.

1/4 lb. cans, per doz.....	\$2 40
1 " ".....	4 50
1 " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40

"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.....	0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's.....	4 50
" 1 lbs.....	8 75
Homopathic, 1/4's, 14 lb boxes.....	0 34
1/4's, 12 lb boxes.....	0 34

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (1/4's).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins).....	31
Mott's No. 1 Chocolate.....	31
Mott's Breakfast Chocolate.....	22
Mott's Caracas Chocolate.....	41
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	21
Mott's Navy or Cooking Choc.....	27
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 2 1/2 & 2 1/2.....	22c-40
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors.....	21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1 1/2, 3 lb. boxes.....	70 75
Iceland Moss 1 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs.....	36
Queen's Dessert, ".....	40
Vanilla, ".....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12.....	40
bxs in case.....	30
Best Sweet in bxs, 6 lbs. each, 12.....	30
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs.....	4 00
in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,.....	30
12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6.....	30
1 lbs each.....	30
48 Fingers to the lb., in cases 12 bxs.....	30
12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs.....	30
6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs.....	32
6 lbs each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.....	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1 lb.....	35
papers.....	30
Cracked, in bags, 6, 10 and 25 lbs.....	30
each.....	30

Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb. tins.....	50
decorated canisters.....	10
Cocoa Shells, 12's and 23's.....	45
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.

	Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper.....	\$0 34	\$0 38
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 68
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42

Fancy Chocolates.

Fingers—	
40 in a box.....	per box } \$0 36 \$0 40
20.....	.....
Croquettes—	
Yellow wrap.....	2 70 3 00
Pink.....	3 75 4 20
Green.....	.....
Croquettes are packed 12 1/2 lb. packages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	0 55 0 60
Green.....	.....
Each case contains 54 1 lb packages or 108 1/2 lb packages.	



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20
CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6.....	1 25
" 4.....	1 25
" cotton bags.....	0 90

COFFEE.

	GREEN	c. per lb
Mocha.....	28, 33	
Old Government Java.....	25, 35	
Rio.....	21, 22	
Plantation Ceylon.....	29, 31	
Porto Rico.....	24, 28	
Guatemala.....	24, 26	
Jamaica.....	22, 23	
Maracaibo.....	24, 28	
TODHUNTER, MITCHELL & CO'S.		
Excelsior Blend.....	34	
Our Own.....	32	
Jersey.....	30	
Laguayra.....	28	
Mocha and Java.....	35	
Old Government Java.....	30 32 36	
Arabian Mocha.....	35	
Maracaibo.....	30	
Santos.....	27 28	

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

Jelly Wafers = Erie Biscuits =

Toronto Biscuit and Confectionery Co.

7 Front Street East

Prices current, continued—

J. W. COWAN & CO.

Standard Java in sealed tins,
25 and 50 lbs. 36
Standard Imperial in sealed
tins, 25 and 50 lbs. 32
Standard Blend in sealed tins,
25 and 50 lbs. 33
Ground, 1n tins, 5, 10, 15 and
25 lbs. 20 30
Say's Parslen, in ½ and 1b tins

DRUGS AND CHEMICALS.

Alum lb \$0 02 \$0 03
Blue Vitriol 0 06 0 07
Brimstone 0 03 0 03
Borax 0 12 0 14
Camphor 0 80 0 85
Carbolic Acid 0 30 0 50
Castor Oil 0 07 0 08
Cream Tartar 0 28 0 30
Epsom Salts 0 02 0 02
Paris Green 0 16 0 17
Extract Logwood, bulk
" boxes 0 13 0 14
Gentian 0 10 0 13
Glycerine, per lb. 0 17 0 20
Hellebore 0 16 0 17
Iodine 5 50 6 00
Insect Powder 0 30 0 35
Salpêtre 0 08 0 09
Soda Bicarb, per keg 2 50
Sal Soda 1 00 1 25
Madder 0 12 0 14

DURABLE PAIRS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Per doz.
Steel hoops, painted and grain'd 2 20
Brass hoops, oiled and varnish. 3 25
No 1 tubs 9 50
No 2 " 8 50
No 3 " 7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz. \$0 75
" " " " 1 ½ oz. 1 25
" " " " 2 2 oz. 1 75
" " " " 3 3 oz. 2 00

(SEELY'S FLAVORING)

Concentrated, 2 oz. full measure 1 75
" 4 oz. " 3 00
In Lemon, Vanilla and Assorted
Flavors. Less 10 per cent. discount
on gross quantities or more.

FLUID BEEF.

JOHNSTON'S, MONTREAL

per doz.
Cases, No. 1, 2 oz tins \$2 75 \$3 00
" No. 2, 4 oz tins 4 50 5 00
" No. 3, 8 oz tins 8 00 8 75
" No. 4, 1 lb tins 12 60 14 25
" No. 5, 2 lb tins 25 00 27 00

FRUITS.

FOREIGN.

c. per lb
Currants, Provincial, bbls. 5 ½
" " " bbls 5 ½ 6
" " " bbls 5 ½ 6
" " " bbls 5 ½ 8

Currants, Patras, bbls 6 ½ 6 ½
" " " bbls 6 ½ 6 ½
" " " cases 7 7
" " " Vostizzas, cases... 7 ½ 9
" " " ½ cases 8 ½ 10
" " 5-crown Excelsior
(cases) 8 8 ½
" " " ½ case 8 ½ 8 ½
Dates, Persian, boxes, ... 5 ½ 5 ½
Figs, Elemes, 14oz., per box 10 10 ½
" 10 lb boxes 10 11
" 30 lb bxs. 7 crown 14 14 ½
Prunes, Bosnia, casks 7 ½ 9
" " " cases, new. 7 ½ 9
Raisins, Valencia, offstalk
old 4 ½ 5 ½
Selected 6 ½ 6 ½
Layers 6 ½ 7
Raisins, Sultanas 6 ½ 10
" " " Eleme
" " " Malaga:
London layers 2 25
Loose muscatels, Califor 1 60 1 70
Imperial cabinets 3 50 3 60
Connoisseur clusters 4 50
Extra dessert 4 50
" " " grs.
Royal clusters
Fancy Vega boxes
Black baskets 3 40 3 50
Blue " " grs
Pine Dehesas
" " " grs
Lemons 8 00 3 50
Oranges, Jamaica 2 75 3 00
" " " Valencias 4 50
" " " Floridas 3 00 3 50
" " " Seedlings
" " " Navels
DOMESTIC

Apples, Dried, per lb. 0 05 ½
do Evaporated 0 09 ½ 0 10

FISH.

Oysters, per gallon 1 50
" select, per gallon 2 00
Plockerel per lb 0 07
Pike do 0 07
White fish do 0 07 0 07 ½
Manitoba White fish do 0 07 ½
Salmon Trout do 0 07 0 07 ½
Lake herring p. 100 3 00

Pickled and Salt Fish:

Labrador herring, p. bbl 6 00 6 25
Shore herring 5 00
Salmon trout, per ½ bbl
White Fish, ½ bbl
Dried Fish:
Codfish, per quintal 5 25 5 75
" cases 6 00 6 50
Boneless fish per lb 0 04 ½
Boneless cod 0 06 ½ 0 08

Smoked Fish:

Finnan Haddies, per lb 0 07 ½ 0 08 ½
Bloaters per box 1 00 2 25
Digby herring 0 12 0 15
Sea Fish: Haddock per lb 0 05 0 05 ½
Cod 0 05 0 07
R.C. salmon 0 06 0 13
Market Cod 0 05
Frozen Sea Herrings 2 65 3 00

GRAIN.

Wheat, White, ... 0 65 0 68
" Red Winter, ... 0 65 0 67
" Goose 0 60 0 61
Wheat, Spring, No 2 0 64 0 65
" " " No 1 0 86 0 87
" " " No 2 0 83 0 84
" " " No 3 0 75 0 76

Oats, No 2, per 34 lbs 34 35
Barley, No 1, per 48 lbs. 45
" " No 2 extra 40
" " No 3 36 39
Rye 55
Peas 57 58
Corn 00 00

HAY & STRAW.

Hay, Pressed, " on track 9 25 9 50
Straw Pressed, " 5 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto

50 to 60 dy basis 2 30
40 dy 2 35
30 dy 2 40
20, 16 and 12 dy 2 45
10 dy 2 50
8 and 9 dy 2 55
6 and 7 dy 2 70
5 dy 2 90
4 dy A P 2 90
3 dy A P 3 30
4 dy C P 2 80
3 dy C P 3 30

HORSE NAILS:

"C" 60 and 5 per cent. from 11st.

HORSE SHOES:

From Toronto, per keg .. 3 65

SCREWS: Wood—

Flat head iron 7 ½ p.c. dis
Round " " 7 ½ p.c. dis.
Flat head brass 7 ½ p.c. dis
Round head brass 70 p.c.

WINDOW GLASS: [To find out what
break any required size of pane comes
under, add its length and breadth to-
gether. Thus in a 7x9 pane the
length and breadth come to 16
inches; which shows it to be a first-
break glass, i.e., not over 25 inches in
the sum of its length and breadth.]
1st break (25 in and under) 1 35
2nd " (26 to 40 inches) 1 55
3rd " (41 to 50 ") 3 40
4th " (51 to 60 ") 3 70
5th " (61 to 70 ") 4 00

ROPE: Manila 0 11 ½
Sisal 0 09 ½
New Zealand 0 08 ½

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 ½ per cent.

HINGES: Heavy T and strap ... 0 4 ½ 0 5
" Screw, hook & strap. 0 3 ½ 0 4 ½

WHITE LEAD: Pure Ass'n guarantee
ground in oil.

25 lb. irons per lb ..
No. 1 " " ..
No. 2 " " ..
No. 3 " " ..

TURPENTINE Selected packages, per
gal 0 53 0 55

LINSEED OIL: per gal, raw 0 59 0 61
Boiled, per gal. 0 62 0 64

GLUE: Common, per lb. 0 10 0 11

INDURATED FIBRE WARE.

½ pail, 6 qt. \$4 00

Star Standard, 12 qt 4 50

Milk, 14 qt. 5 50

Round bottomed fire pail, 14 qt. 5 50

Tubs, No. 1 15 50
" 2 13 25
" 3 11 00
Nests of 3 3 40
Keelers No. 1 10 00
" 2 9 00
" 3 8 00
" 4 7 00
Milk pans 3 25
Wash Basins, flat bottoms 3 25
" round " 3 50
Handy dish 3 75
Water Closet Tanks 18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's. 2 25
Jellies, extra fine 1's 2 25

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple... \$0 06

Family 0 07

Black and Red currant, Rasp-

berry, Strawberry, Peach

and Gooseberry per lb. 0 13

Plum 0 10

Jellies—pure—all kinds 0 10

These goods are put up in
glass jars and in 5, and 10

lb. tins and 28 lb. pails.

Marmalade—orange 0 13

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.

6d London 5s., Canada, \$2 00

"Cervus" boxes of 1 doz.

1s. London 10s., Canada, \$4 00

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb 0 40

Fancy bxs. (36 or 50 sticks), per

box 1 25 1 25

"Ringed" 5 lb boxes, per lb. 0 40

"Acme" Pellets, 5 lb cans, per

can 2 00

"Acme" Pellets, Fancy boxes

(30s) per box 1 50

"Acme" Pellets, Fancy paper

boxes, per box (40s) 1 25

Tar Licorice and Tolu Wafers, 5

lb cans per can. 2 00

Licorice Lozenges, 5 lb glass

jars 1 75

Licorice Lozenges 5 lb cans. 1 50

Purity " Licorice, 200 sticks. 1 45

100 " 0 72 ½

Imitation Calabria, 5 lb bxs

p lb 0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES

Condensed, per gross, net. \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. ota

Durham, Fine, in ½ and 1 lb tins

per lb. 25

" Fine, in 1 lb jars. 22

" Fine, in 4 lb jars. 70

" Ex Sup. in bulk, per lb 30

" Superior in bulk, p. lb 40

Fine, " 15

CHERRY'S IRISH

Pure in 1 lb. tins. 0 40

Pure in ½ lb. tins 0 42

Pure in ¼ lb. tins 0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	14 1/2	15
" Tarragona	16	16 1/2
" Fornigetta	14 1/2	15
Almonds, Shelled Valencas	28	32
" Jordan	45	50
" Canary	28	30
Brasil	14 1/2	15
Cocoanuts	5	6
Filberts, Sicily	10 1/2	11
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chills	12	13

PETROLEUM.

to 10 bbl lots, Toronto	Imp. gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	0 25
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.	
Wright & Copp, Toronto, Agents.)	
per doz	
Home Made Tomato Catsup, qts	6 00
" " " pts	3 50
" " " 1/2 pts	2 00
Chill Sauce	4 50
" " " 1/2 pts	3 25
Soups (in 3 lb cans).	
Tomato	3 50
Fancy—Chicken, Mock Turtle,	
Cream of Corn Pea, Celery,	
Asparagus	4 50
Fancy—Chicken Gumbo, Or	
Tail, Consomme Bouillon,	
Mulligatawny, Mutton Broth,	
Beef, Pea, Printanir, Julienne	
Vermicelli, Vegetable	4 25
LEA & PERRIN'S	per doz
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" " pints	6 25 6 50

LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3	25
" " quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.

DAIRY.		Per lb
Butter, creamery, tubs	\$0 23	\$0 25
" dairy, tubs, choice	0 19	0 20
" " medium	0 15	0 17
" low grades to com	0 13	0 15
Butter, pound rolls	0 20	0 22
" large rolls	0 18	0 20
" store crocks	0 18	0 20
Cheese	12	0 12 1/2

COUNTRY

Eggs, fresh, per doz.	0 28	0 30
" lmed.	0 23	0 24
Beans	1 25	1 50
Onions, per bbl	1 00	2 25
Potatoes, per bag	90	95
Hops, 1891 crop	0 13	0 15
" 1892	0 17	0 20
Honey, extracted	0 05	0 08
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, p lb.	10 1/2	0 11
Pork, mess, p. bbl.		0 21
" short cut	22 00	23 00
Hams, smoked, per lb.	0 13 1/2	
" pickled	0 12	
Bellies	0 14	
Rolls	0 10 1/2	0 11
Backs	0 13	
Lard, pure, per lb.	0 13	0 13 1/2
Compound	0 10	0 10 1/2
Tallow, refined, per lb.	0 06 1/2	0 07
" rough		0 02

RICE, ETC.

Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	6 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	6 1/2
" Genuine Old Carolina	9 1/2	10
Grand Duke	6 1/2	6 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2
Goathead	5 1/2	6

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 14	\$0 16
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and bbls	3 1/2
1st quality white, 3 lb. cartons.	4
Lily White gloss, crates and	
cases	5 1/2
Brantford gloss, 1 lb.	5 1/2
Canada Laundry, Boxes	3 1/2
Pure Prepared corn	6
Challenge Corn	6 1/2

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb " "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb.	10
40-lb " assorted 1/2 and 1 lbs.	10 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings,	
Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2
ST. LAWRENCE STARCH CO.'S	
Cullinary Starches—	
St. Lawrence corn starch	6 1/2
Durham corn starch	6

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6
Ivory Gloss, fancy picture, 1 lb packs	6
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivory Starch in cases of 40 packages	3 1/2

SUGAR.

Granulated	c. per lb	4 1/2
Paris Lump, bbls and 100 lb. bxs		5 1/2
" 50 lb. boxes		5 1/2
Extra Ground, bbls		5 1/2
" less than a bbl		6
Powdered, bbls		5 1/2
" less than a bbl		5 1/2
Extra bright refined		4 1/2
Bright Yellow		3 1/2
Medium		3 1/2
Brown	8 1/2	3 6 1/2

SALT.

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40 0 45
Common, fine car lots	0 75
" small lots	0 95 1 00
Rock salt, per ton	12 00
Liverpool coarse	0 75 0 80

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22 1/2 lbs.	\$ 2 50
Quarter sacks, 56 lbs	0 58
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 22 1/2 lbs.	2 60
Quarter sacks, 56 lbs.	0 67 1/2
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
D.	bbls. 1/2	bbls
M		2 1/2
B		2 1/2 3 1/2

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Nourishment versus Stimulants - -

Extracts of Beef Stimulates only
Johnston's Fluid Beef nourishes thoroughly
Stimulants make you feel good temporarily
Nourishment does you good permanently

Which would you choose to give you Strength,

Johnston's Fluid Beef or Extracts of Beef.

- - The Johnston Fluid Beef Co.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

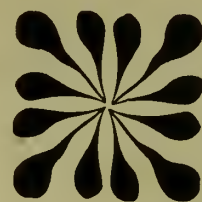
Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS ... ARE PURE ...
and SYRUPS ..

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made,

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS, Proprietor.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

Add
Add-let
Advertising
Advertise
Advertisement
Advertisers

... EXPLANATION ...

ADD
Put together
ADD-LET
Your Advertisement
ADVERTISING
When Spending Money
ADVERTISE
To give Notice
ADVERTISEMENT
The Goods You have For Sale
(So you will class with)
ADVERTISERS
Those Who Make Money

GOOD
ADVERTISING
PAYS

NO BETTER MEDIUM THAN

+ THE - - -
CANADIAN
+ GROCER -

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

36 Front St. East and
TORONTO OFFICE 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHROP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHROP.

I. H. NORTHROP has to

Referring to above, H. W. Northrup wishes to thank the public for the generous patronage extended to the late firm, and to inform the new firm of same degree of favors be



TRADE MARK (Registered)

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 3004. 519 Sherbourne St. TORONTO.

CHAS. WILSON

Manufacturer of

PRIZE MEDAL

Ginger Ale

-AND-

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 3004. 519 Sherbourne St. TORONTO.

Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,

AND TIN SIGNS,

LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE MCCLARY MFG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

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CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

TORONTO SALT WORKS,

128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,

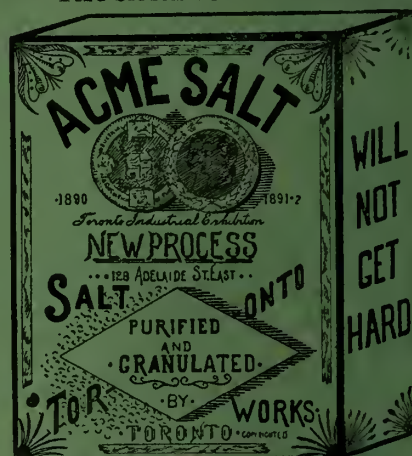
32 WEST MARKET ST.,

TORONTO.

Telephone 1471.

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST. SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,

and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.



ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.

FINE GOODS OUR SPECIALTY

MUNC CIGARS. EXCEPTIONALLY FINE.

THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, MARCH 17, 1893.

No. 11

Manufacturers by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 85

Trade Mark Bull's Head

1878 CROSS OF THE LEGION OF HONOUR

Butter Tubs

Just Received Car Load of
Best Quality 50 lb. Spruce.

Send for Prices

H. A. NELSON & SONS

56 AND 58 FRONT ST. W.

TORONTO.

PURE MOTT'S BREAKFAST COCOA SOLUBLE

MAKE SIMPLY WITH BOILING MILK OR WATER.
FOR SALE BY ALL GROCERS.

DUNN'S BAKING POWDER
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Dont fail to handle

THE CELEBRATED IMPORTED

MENIER'S CHOCOLATE

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

C. ALFRED CHOUILLOU AGENT MONTREAL.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.



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WILSON

Manufacturer
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PRIZE
MEDAL

Ginger Ale

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THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured
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Compressed Corned Beef.

Ox and Lunch Tongue

Pure Lard a Specialty.

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Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
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Gives general satis-
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Sells at all seasons.

Will not ferment in
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The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.



Our Stock of

Spices, Coffees, Extracts
and Baking Powders . .

Is Complete

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

GORMAN, ECKERT & Co. - London,
Ont.

98 $\frac{50}{100}$ %
PURE

Highest Test

BI-CARBONATE OF SODA

Extra Refined, Packed in Drums,
Barrels or Casks, also

98 $\frac{50}{100}$ %
PURE

Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products

THE UNITED ALKALI CO. Ltd., OF GREAT BRITAIN.

ARTHUR P. TIPPET & CO., Canadian Agents.

FAMOUS
"STAR"
Sugar Cured Meats
Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
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FRY'S
Pure Concentrated
COCOA.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

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GENERAL AGENT

... AND ...

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CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

— SODA CRYSTALS —

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Ordres for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - MONTREAL.
SOLE AGENTS FOR THE DOMINION OF CANADA.

You Assist Us .. We Protect You ^{TO THE} WHOLESALE GROCERY AND JOBBING TRADE

By dint of steady and persistent advertising in scores of daily and weekly newspapers throughout Canada, and by the recognized uniform quality and excellence of our goods, we have created a demand for everything we make, which necessitates every Wholesale Grocer and Jobber keeping a full stock of our

Wooden Ware, Matches, Indurated Fibre Ware, Washboards, Etc. . .

In addition to these, we have the largest and best equipped Paper Mills in Canada, and are therefore in a position to supply on the most advantageous terms and at the lowest Mill Prices, all grades of

Manillas and Brown Wrapping Paper, Drug, Tea and Toilet Papers, News, Prints, Woodboard, Etc., Etc.

BRANCHES AND AGENCIES AT

Montreal, Toronto, Winnipeg, Halifax, St. John, Quebec,
Kingston, Hamilton, Victoria, B.C.

The E. B. Eddy Co.

Mammoth Works, - Hull, Canada

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$2.00 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MARCH 17, 1893.

No. 11

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.
MONTREAL OFFICE: 146 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building.
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

"A Record; not a Prospectus," is the title of an interesting little brochure just issued by the Bradstreet's Company. It deals with the business failures of 1892, and a perusal of its contents is rewarded in the large amount of useful information conveyed. Small as is the book referred to, it containing only some 17 pages, the work of compiling it must have been enormous. For instance, it involved taking cognizance of more than 1,331,246 names of individuals, firms and corporations holding a place in the business world in 1892, of which 1,129,808 were in business at the close of that year. The total number of failures in Canada and the United States last year is shown to have been 11,952, of which 1,682 were in this country. The total number in each of the two countries the previous year was 1,846 and 12,394 respectively, a decrease in each instance. In 1892 there were 33,543 more places of business in the United States than the previous year, and in Canada the increase was 271.

* * *

It is when one begins to dive into an analysis of the figures adduced that the interest becomes more awakened. In the process of this, one of the first things to strike one is the value of consulting reputable agency records in order to ascertain the standing of those with whom

you are doing business; for 93 per cent. of the concerns that failed in the United States and Canada had either no credit rating, or their credit was designated as only very moderate. On the other hand only 5.9 per cent. of those rated "good" failed, while of those styled "very good" or higher only 1.09 became bankrupt. The proportion of those failing who possessed \$5,000 capital or less was somewhat larger than the previous year, being 90.5 per cent. It is evident from this that ample capital is becoming more and more essential to success in business. But as the total of those failing with insufficient capital as the prime cause of failure was only 43 per cent. of the aggregate which failed with \$5,000 capital or less, it may be concluded that even among concerns of limited capital general reputation and record for fair dealing have more to do in determining a credit rating than capital employed. The proportion who failed while credited with from \$5,000 to \$50,000 capital each was 8.4 per cent.; in the class rated from \$50,000 to \$500,000 it was only 1.1 per cent. There was only one firm in the United States and Canada last year which failed while credited with capital of \$500,000 or more, against 21 in 1891, 13 in 1890 and 1889, 7 in 1888, and 11 in 1887.

* * *

Regarding the causes of failure, lack of capital is still the most prolific source, it heading the list with 32 per cent in the United States and 65 per cent. in Canada. In this country and in the United States disaster was the next largest cause, with 11.3 and 19.2 per cent. respectively. Incompetence ranks next, although in this particular Canada shows an improvement of over 1 per cent. compared with 1891. Fraudulent disposition ranks fourth, the percentages being 5.2 and 10.3 for Canada and the United States respectively. This is an increase in both

instances, particularly in the United States, where this cause of failure was 3.3 per cent. larger than in 1891. In the matter of unwise credits, Canada exhibits a much more favorable condition than do our neighbors across the line, the percentage of failures from this cause being 0.8 in this country, and 4.0 in the United States. In Canada the decrease in this particular was nearly 1 per cent. compared with 1891, and over 2 per cent. compared with 1890. Outside speculation is also responsible for more failures in the United States than in Canada, and in the matter of extravagance the difference is exactly 1 per cent. in favor of Canada, the figures being 0.4 and 1.4 respectively. Canadians are also shown to be less negligent of business, and undue competition has caused 0.7 less failures here than across the border. In regard to proportion of assets to liabilities, the honors are with the United States, the percentage being 50 against Canada's 42. A grain of comfort can be taken by us on this side of the line the fact that while the percentage was 3 lower in the United States than it was in 1891 this country was 1 higher. The failures in New York city were not included in those of the United States in regard to percentage of assets to liabilities. In that city the proportion was much less than in any State in the Union, it being only 34, although that was a gain of four over the previous year.

* * *

There was another little brush in the House last week regarding sugar. It was over a bill to incorporate the Manufacturing Co., Ltd., and Mr. Lister was the bold knight who undertook to drive the lance of his rhetoric through it. The sum and substance of his attack was that the bill was merely a cover for establishing, with a capital of \$4,000,000, one of the largest combines the country had

known, it being the purpose to pool the three sugar refineries in the Maritime provinces, viz., the Halifax refinery, the Moncton refinery, and the Dartmouth refinery. Mr. Kenny, who is president of the Halifax Sugar Refining Company, championed the cause of the bill. He explained that the old company at Halifax having failed, a new company was organized and put in \$150,000 in cash. After having two prosperous years, instead of paying dividends they gave \$150,000 worth of stock to the shareholders, and, in addition to that, paid off a mortgage for \$200,000. Under these conditions he held it would be admittedly impossible to form a combine. Others took a hand in the debate, and then Mr. Stairs, who fathered the bill, agreed to the elimination of the objectionable clauses, when it was advanced a stage. Sugar may be sweet, but it is the cause of a good deal of bitterness this session.

The article re profit-sharing published in a recent issue of THE GROCER has awakened a good deal of interest in the trade. Some of those who read the article have gone to the trouble to send communications on the subject. "In my opinion profit-sharing is the only reasonable outcome of the small sales the average salesman makes when he has ample opportunities to do better," writes "R. A. D." "Give him greater inducements to do better and he will do it. Even 5 per cent. on new outside business is not too much. A small yearly percentage will also help." "Why such a thing has not been thought of before is surprising," writes Mr. Thomas Carlyle. "I say give a small percentage on the showing of each check-book. This will increase personal effort."

The subject of profit-sharing as a solution of the labor problem is receiving probably more attention than any other of the many remedies that are being suggested. To the mechanical and manufacturing branches of trade the application of profit-sharing has been long suggested, and in some instances where it has been put into practice has proved at least fairly satisfactory. But the idea of extending it to salesmen and clerks is of more recent growth. Anything that has a tendency to make more satisfactory the relations between the employee and employer, and that will tend to create more interest in the former in the latter

is worthy of consideration. THE GROCER is pleased to see that some interest has been awakened in the trade regarding the matter, and further short, sharp, and pointed correspondence is solicited on this most important subject.

The butcher, the baker, the candle maker, and even the undertaker is being affected by the advance in the price of hog products. The undertaker's pockets are touched through the advance in candles, which has been marked of late. It was only a couple of weeks ago that the price of the imported article appreciated 20 per cent. at a bound.

Appearance in the person and in the store play an important part in the grocery trade. Where the store is untidy and the proprietor and clerks "seedy," business is usually found at a low ebb. People appreciate brightness and cleanliness. They like to see the stock well arranged and natty, and attentive clerks. It is neatness they demand, not "loudness," and where they find these things they bestow their patronage. Under no condition can there be an excuse for either "seedy" grocers or stores. It is just as cheap to keep yourself and your store in an attractive as in an unattractive condition, for cleanliness costs comparatively nothing. What is more attractive in a grocery store than a clean white coat and apron! Nothing. And yet, notwithstanding the cheapness of these, how often does one see the one of the other marked by its absence. The successful grocers to-day are those whose stores and persons are inviting, and where snap and push are present.

The Dominion Grocer was caught red handed appropriating an article from this journal without giving credit as is customary with reputable papers. In its last issue it acknowledges its guilt, and then assumes the cap of the jester in the hope that by acting the fool its character as a newspaper kleptomaniac will be lost sight of.

Passiveness regarding matters affecting their own immediate interests is a peculiarity of the people of to-day. Grocers come under its ban as well as any other class. Anomalies without number exist in the trade. To remove these associations have been formed. A good many

members seem to think that after organization has been completed their duties are finished. They reason something like this: "Well, I have done my duty, so I guess the association can get along without me. I will keep my membership fee paid up, but there are plenty of men who know how to run it better than I, and, anyhow, I won't be missed." As a result the attendance at the regular meetings is confined to a faithful few, who not only transact the business of the association but fight the battles for probably three, four, or more hundred members. This is not right. It is not just. In a word it is cowardly to unload upon the shoulders of the few the burdens of the many. Here is the Toronto Retail Grocers' Association for instance. The benefits that have accrued to the retail trade since its inception some years ago are marked. Not only have many anomalies been removed, but schemes for self-protection have been devised and carried out. There is the "dead beat" list for example, that is sent out monthly to its members. If the association had accomplished nothing else it has in this particular done what should entitle it to the hearty support of the trade. True, the membership is a good one; but the trouble is the same as with all other associations—the attendance at the regular meetings is not what it should be.

The question of sugar in bags has become a burning one in the United States, and it seems to be getting gradually warmer. The agitation began some months ago when the manufacturers began to ship refined sugar for table use in bags of 100 pounds instead of the conventional 350 pound barrel. A scarcity of barrels is understood to be the reason advanced by the trust for the innovation. The departure is proving unpopular, particularly with retailers. They claim that granulated sugars so packed and shipped are in danger of serious contamination from absorbing odors from other goods and also germs of diseases, and to become damp, hard, and unfit for table use. Another objection is that a loss of revenue is entailed to the retailer by the fact that whereas a customer could be found for the empty barrels, the empty bags prove unsaleable. Even the wholesalers are not pleased, as is evidenced by a number of interviews published recently in the Boston Daily Globe.

THE RETAIL PRICE OF SOAP.

Last week's GROCER announced that a movement was on foot to try and induce the retail trade to adopt a uniform price for "mottled" soap. In pursuance of this the following letter has been addressed to President Clarke of the Retail Grocers' Association, by John Taylor & Co.:

Dear Sir,—Now that it has been necessary to advance the price of soaps on account of the advance in the price of raw materials, it occurred to us that it would be only a matter of good business policy for your association to impress upon its members the advisability of observing a uniform price for our specialty, "Morse's Mottled" soap. At 7c. a bar, or three bars for 20c., the consumer is getting good value and the grocer is getting a fair profit. Of course it does not so much concern us where or how the goods are sold but it does materially affect the grocery trade whether they work for nothing or not, and surely, after having had so many lessons on this point of cutting, they should, where an opportunity offers itself, as in the present instance, adopt some uniform price, and avoid the needless waste of what just profits they are entitled to.

CANNED GOODS GOSSIP.

Gunn Bros., of the Strathroy canning factory, lately shipped \$10,000 worth of canned goods. They are now unloading several thousand cans for the trade of the coming season, which they expect will largely exceed that of last year.

According to the Vancouver News-Advertiser, the Anglo-British Columbia Packing Company, Limited, are making arrangements for a heavy season's work, this year being the "fat" one in the salmon canning industry. They intend building a large warehouse next to the Britannia cannery to store salmon in, so as to load the ship at that cannery. They will probably load three vessels with salmon this year.

The first salmon fishing boats of the season were seen putting out their nets in the Fraser a few days ago. The floating ice is reported to considerably interfere with the nets, and renders the manipulation of the boats a work of much difficulty. A big run of spring salmon is expected by the old fishermen.

Latest reports from Baltimore indicate a soft spot in the market for canned string beans. In any event one or two offers have been made at 70c. there during the past few days.—N.Y. Bulletin.

A London report having date of February 28th, says: "Canned lobsters of good merchantable quality being exceedingly difficult to meet with, are taken

off on the basis of former high quotations, whilst anything of an inferior or undesirable character can be realized at remarkably reduced figures. Another ship, the Drum Rock, with 38,298 cases salmon, from San Francisco, has arrived at Liverpool since our last report, but it has made no difference to the market here, which remains quiet, and only retail parcels as they chance to be required have been sold at the full prices named by holders who profess to believe in a rising market. Californian fruits have engaged more attention, apricots at 6s. to 6s. 6d. for standards, as before, and 'gallon' apples at 8s. per dozen tins. Apple rings are of ready sale, mostly at from 44s. to 52s. per cwt., the supplies to offer and in stock being nearly all exhausted."

The N.Y. Bulletin says that orders have been placed for coming season's pack of French peas at about the same prices that ruled at the opening of the advance order season last year.

The canning factory which was started last year at Belleville did so large and so profitable a business that the output will be doubled this year.

SOMETHING ABOUT CURED MEATS.

Cured meat is a staple article of food in all countries. Canadians consume their share, but at the same time we are fastidious in our tastes regarding the quality we eat. We demand good meat well cured. W. A. McClean & Co., the Owen Sound pork packers realize this, and the quality of the meat products they place on the market have a wide constituency. Their "Diamond A" hams are particularly well-known. Integrity and the use of first-class material in the preparation of their meats are the factors to which are due the success of this firm.

DELETERIOUS ADULTERANTS.

The Medical World, in an article on adulteration, says: Simple adulteration is not likely to be quite as harmful as is the employment of powerful antiseptic agents for the purpose of preventing certain foods from decomposition. The problem has not yet been solved of finding a harmless preservative agent, excepting common salt, wood smoke, and the action of heat. Prominent among the powerful preservative chemicals, and the one most commonly used, is salicylic acid. It is extensively used to keep certain malt liquors, cider, and artificial drinks. It is also used to preserve a large variety of canned foods, especially vegetables. These articles can all be preserved without its use, but the processes are somewhat expensive and difficult; hence the resort to the cheaper and easier method. It is occasionally used in certain dietary preparations in quantities sufficient to preserve them. So severe is salicylic acid's action upon the coat of the stom-

ach, producing great irritation and finally gastric catarrh, that it is now seldom prescribed at all.

The Druggist's Circular also writes on the same subject. In reference to adulterated sugar it says renewed attention is called to the almost universal practice on the part of manufacturers of tinting refined sugar with ultramarine, or other blue pigments or dyes. This fraudulent practice, well known to students of adulteration, enables the refiner to supply at moderate cost, a demand, real or fancied, for extremely white sugar. The masses of the public are too apt to judge of the value of even food stuffs by the appearance only, and make no effort to ascertain how the result they desire is attained.

The pigment generally used for this purpose, as already mentioned, is the artificial mineral substance known as ultramarine, a sulphur compound, the precise nature of which is not fully understood. That it has some medicinal action may readily be inferred from the presence in it of sulphur, an element more active perhaps than it is popularly supposed to be. So far as we can learn, this inference has not been disproved, and even if a scientific commission should decide that it was harmless, individuals might still object to being dosed with blue paint when they demanded only sugar. Aniline dyes are also said to be used for the same purpose, and some of these at least are dangerous.

SUGAR AT THE WORLD'S FAIR.

Excellent exhibits of Louisiana cotton and rice for the Chicago Fair are now assured, and steps are also being taken to prepare a suitable sugar exhibit. Some time ago the Sugar Exchange appointed a committee to consider the question of making a sugar exhibit. This committee has, it appears, secured the co-operation of the Sugar Planters' Association, and the president of that association has made an appeal to the planters of the state, at least so it is announced in the last number of The Louisiana Planter. Sugar rivals cotton for the first place among the most important agricultural products of Louisiana, and an exhibit of that industry at the fair would prove doubly interesting from the fact that Louisiana is the only State in the Union which grows sugar cane and makes sugar in considerable quantities. A Louisiana exhibit without a display of the sugar industry would be most incomplete, and would indicate a lack of enterprise that would be far from creditable to the people of the State. In order to insure the sugar display proving creditable, it will be necessary to push the work with energy, as no time is now to be lost. With proper energy, a very creditable showing can be made.—New Orleans Picayune.

CRITIQUES ON MARCH 10 ISSUE.

That article on canned fruits contains a great deal of truth. No more sickening line has been on the shelves for the last three years. Verily they stick closer than brothers.

I suppose the next effort of our esteemed fellow-townsmen, Mr. Callahan, will be a study in dull brown by means of imitation French.

Association gossip makes me think of a good scheme they have somewhere. A blackboard in a prominent place in the secretary's office contains space whereon any member of the association may offer surplus stock. If one only knew it, many a good storekeeper is just wanting the surplus stock which we are sick of seeing lying around.

Alas, how often have we had perforce to supply coffee and chicory instead of the simon-pure! Geo. McConkey says people who must have coffee of the finest grade, must have eggs, cream and lots of coffee. Anyway, you may rest assured that fine coffee makes one of the most expensive and delightful of beverages.

That extract from Ram Lal's essay on the tea bush and its product is more than interesting. Such extracts as these repay perusal, and increase the value of the paper publishing them. There is a marked bias against China products which can be discounted if thought excessive, but otherwise the article betrays a knowledge of tea that is rare and worthy of preserving.

That small squib anent not having the thing the customer wants, and striving to poke something else off is well timed. A good storekeeper will sell a coffin if need be, and even if not handy will have a man out getting it while he talks about or sells something else. Take an order for anything wanted, if you possibly can.

It would be a good practice, if not injurious to the GROCER, to go over the advertisements once in a while and criticize some of the statements made. From cover to cover there are displayed in relentless confusion the merits and excellencies of everything the heart could desire. Yet we know that some of these "merits" do not exist save in imagination. We know that some of the "quick-selling" goods do not sell quickly. We are convinced that some people can do better than those who do "positively the best." We know that everyone's package tea is really "best of them all" and also pays the best profit, but which really is the tea; who knows? We know that the thing which "pleases everybody" really is not known to the major-

ity. And so on. "Delicious things" are not so very nice. "The finest goods on the market" are perhaps a good second; "famous" goods bring famous prices, if not all that the "ad." says; "most attractive" goods are not so. Now some of our good friends will wonder what adjectives are for, if not for use. Yes, they are for use, but not excessive use. You kill a good thing by not using it carefully. The most effective advertisement is that which is striking, without being striking in its subject matter. The printer does his work well in the GROCER, but some of the "ads." are worded as per contra to facts, as known to grocers generally.

STRAIGHT MOYUNE.

THEIR EXPERIENCE WAS EXCITING

Mr. J. A. Milne, representative of Eby, Blain & Co., has just returned from a trip along the north shore and Manitoulin Islands. Mr. Milne reports having had a successful trip, though the hardships of a winter journey to the islands take a good deal of the romance out of it. The journey across from the mainland to the island was a hard and trying one, the ice in some places being covered with three feet of water, and he and his companion, Mr. Munroe, of the Pure Gold Mfg. Co., had a narrow escape from driving into an air hole. The advent of the two hardy Torontonians was the occasion of much jubilation by the Islanders, as during the winter months, when they are virtually cut off from the mainland by the ice and deep snow, very few travellers visit the towns. Telegraphic communication, however, having been established between Little Current and the mainland during the past summer, the Islanders are not quite so out of the world as they formerly were. Mr. Milne states that the novelty of a winter trip, despite its hard experiences, is worth more than the volume of business done.

EVAPORATED APPLES.

The demand for evaporated apples has been unusually moderate for some time, and during the past week or 10 days the weakness has developed into a positive decline, with the position leaning more and more in buyers' favor. The crop of apples last season was light, particularly in the sections where most stock is evaporated, and early in the season, after the first decline was checked, great confidence was shown, with prices gradually working up to a pretty high standard; but the demand has been disappointing, the consumption being particularly light and European wants have been below expectations and supplied mainly direct from interior points, with a great many going from Canada almost throughout the entire season. The fruit was shipped from Canada here in bond for Europe.

The Canadian supply is now about exhausted, and there have been no important shipments of late. Some holders are still showing considerable confidence, and are not inclined to urge business except for small lots, but trade is so limited that buyers have little trouble in supplying their wants at figures below those insisted upon a week ago. Of late there have been a great many old apples, which have been held at primary points, placed on the market, and there has been some disposition by holders to market new fruit, they seeming to have less confidence than previously, and coupled with the dullness, it has resulted in a shading of prices and a lower market, although the decline has not stimulated any increased movement. The quantity of old fruit still in the interior, it is thought, must be pretty nearly reduced, although there are some good sized blocks left, as a lot of 10,000 pounds was recently offered both here and at other points. This old fruit, while not particularly urged for sale, has been obtainable all the season, holders working it out gradually all over the country; and as it has been offered in Philadelphia, Boston, St. Louis, Chicago, and nearly all the markets, it has interfered with trade here, as samples have often been returned, the buyers taking apples of the season of 1891, which have kept exceedingly well, in many cases it being difficult to pick it out from the new goods, as the quality this year is unusually poor, the fruit being of much smaller size as a rule, and often the color is not up to the standard, while the fruit evaporated last year was unusually large and fine. This has also had a depressing effect upon the market throughout the season, and prices would have ruled very low had holders attempted to force the old fruit out, and they have been wise to work it out gradually. The market opened here at 10c. when first arrivals of new came in the latter part of September, weakened to 9 to 9 1-2c. early in October, and by the middle and latter part of October had fallen to 8 to 8 1-2c., and during November 8c. was current on prime; but the market gradually worked up until 10c. was touched in February, and at the close has fallen back to about 9 1-2c. per pound. A peculiar feature, due to the yield of apples in the different States this and last season, is that to a great extent the States that were producers last year are consumers this year, and drawing their supply from the States that they supplied last season. Many in the trade are inclined to believe that the depression is only temporary, and that this old stock will be pretty well exhausted shortly, and, with the increased demand naturally expected when spring fairly opens, the market will improve, as they claim stocks are not large and outlook is favorable from a statistical point of view.—N. Y. Commercial Bulletin.

THE HERRING FISHERY.

In his report of his visit to Labrador last year, Mr. Nielson, superintendent of Newfoundland fisheries, states that from some unknown cause the herring fishery has been rapidly declining for some years, and last year it proved to be almost a total failure. In some places enough herring for baiting purposes could not be obtained; in others only a small quantity of herrings were barreled after the necessary bait was furnished. Not only has the quantity diminished, but the quality has also fallen off, so that the fine quality of herrings taken there a few years ago is no longer met with. This is almost invariably the case in all countries when a fishery begins to fall in quantity obtained, a deterioration in the quality of what is taken quickly follows. In a few localities about Hamilton Inlet, and further north, about Turnavick and Winsor harbor, herrings large and of fine quality were reported to be abundant in the month of September, but the people in these places were unprovided with the means of taking them.

This is a very serious matter for our fishermen and capitalists. In former years the Labrador herrings were unsurpassed in quality, and the fishery as a whole was of great value. Should the present state of matters continue, the loss will be very considerable. The principal seat of the herring fishery of late was Southern Labrador, as far down the coast as Domino Run. Few people north of this point are even now provided with herring seines. Some idea may be formed of the decline of the fishery of late years from a fact mentioned in Mr. Nielson's report, namely, that at Battle harbor, one of the most important herring centres on the coast, there were shipped in 1885 12,000 barrels, while the whole shipment during the seven years that have elapsed since that date has not reached that quantity.

Mr. Nielson found that it was a prevailing idea among the fishermen that the herring were there, but at some distance outside the coast, and, it was reported that they were seen in large shoals by the fishing vessels going north and south. To verify this theory, Mr. Nielson in the *Albert* went to a distance of 40 miles from the coast, keeping a close look-out for herrings. He also took observations on the physical and biological conditions of the waters, but he found no herrings, and his food was found to be scarce, indicating that no considerable shoals of herring resorted to the waters through which he passed. The search was, of course, too brief and imperfect to settle the question in regard to the presence of herrings off the coast. Had it been possible to spend longer time in the investigation of this matter, and had the necessary appliances been at hand, it is quite possible that the her-

rings might have been found. The movements of the herrings are largely dependent on the movements of the creatures on which they subsist. When the food sinks down to certain depths below the surface and remains, the herrings will also resort to the same depths, and thus the observation of the fishermen, although they may be very plentiful. When they go beyond certain depths, the usual signs of their presence are not seen on the surface, such as oil or air bubbles. As a rule, abundance of crustaceous food in the sea is a good sign that herrings of a fine quality will be found in that locality. Mr. Nielsen is of opinion that if herrings resorted to the waters outside the coast they would be found chiefly in the upper regions of the sea, and not at a greater depth than from 20 to 52 fathoms.

To determine what had become of the herrings which formerly visited the Labrador coast would require lengthened observations, carried on possibly for a number of years. It is not impossible that, as the fishermen believe, they are off the coast in the deep waters, but at present there is no satisfactory proof that such is the case. There is no doubt that physical changes in the sea, from causes not yet understood, take place from year to year, and affect the movements and resorts of the various food upon which the herrings subsist, and also the movements of the herrings themselves. In this way it is possible the herrings, of late years, have been migrating further and further north, or well into the large bays, where the people, as a rule, do not look for them. "My study," says Mr. Nielsen, "of the nature and habits of pelagic fishes leads me more and more to believe that the herrings are periodical fishes, and that the true knowledge of the course of their regular and anomalous movements can only be arrived at by a long and continuous practical and scientific investigation of their habits in the waters where they are to be found, around the coasts of various countries."

There is but one inspector of pickled fish, appointed by Government, on Labrador, and inspection is not compulsory. Mr. Nielsen strongly urges that, in order to secure an improvement of the cure and create a greater demand for Labrador herring and salmon, certain convenient shipping places must be selected on the coast, where the pickled fish can be brought for inspection before being shipped for foreign markets, and that inspection be made compulsory. The present system is unsatisfactory, and of little benefit to the trade. When a good herring fishery occurs one inspector is unable to inspect properly even ten per cent. of the pack, and when the fishery is poor much will escape his notice, as when he is in one place people in the other districts, not knowing whether he will make his appearance, are often obliged to ship off their herring and salmon uninspected. The stretch of coast is too extensive to allow of the work being done by one man without the assist-

ance of government officials appointed for the purpose. No doubt it would cause some trouble and expense to bring herrings for inspection to certain fishing places; but if in this way a better cure, an enlarged demand and higher prices be secured—as undoubtedly would be the case—the gain would be very great.

In order to secure a proper inspection, Mr. Nielsen considers that the entire coast should be divided into four districts, with a competent inspector for each. The same remarks apply to Newfoundland. In each port from which pickled fish is shipped for foreign markets there should be a capable inspector appointed by government, or, still better, the whole work should be placed under the charge of the fisheries commission, and then it would receive that attention which its importance demands. The profit to the trade would be far beyond the cost of such inspection, as a much better article would be sent to the foreign market, and the value would be enhanced.

In the last report of the Chamber of Commerce it was broadly stated that the enforcement of the Bait Act had been practically abandoned by the Newfoundland Government. Beyond all doubt, the enforcement last year was very imperfectly maintained. The great defect in this service has hitherto been that the preventative officials were not on the cruising grounds at a sufficiently early date; so that the vigilant body of smugglers saw their opportunity, and before the appearance of the steamship *Fiona*, having on board the protective police, they managed to secure a large quantity of herrings for the first baiting. A portion of the press of Newfoundland is now urging the Government to remedy this defect this season, and to place the steamer early on the cruising grounds. It remains to be seen whether they will show more earnestness this year than last in the management of this service. The Bait Act is by far the most effective weapon we have yet wielded in our contest with the bounty-sustained fishermen of France. The French have a special antipathy to it, which is a pretty conclusive proof of its efficiency. To throw away such a weapon in the unequal combat would be a suicidal policy. The government that fails to enforce the Bait Act is recreant to its trust.

A short time ago the *St. John's* correspondent of *The Montreal Gazette* referred to the manufacture of boneless codfish, especially to the industry carried on by G. Munn & Co., of Harbor Grace, in this department. A correspondent of *The Harbor Grace Standard* refers to Munn's establishment in the following terms: "Fish factories, in the old world especially are not considered the most cleanly or savory establishments; but Mr. Golder (manager) has a factory which for cleanliness and neatness might be placed alongside a Devonshire dairy. This boneless fish industry is yet in its infancy; and if the Home Government were approached officially by that of Newfoundland it would most likely result in the use of this neatly put up fishery product in the army and navy hospitals, prisons and other public institutions." There can be no doubt that if this industry is pushed forward and the article is put on the market in neat and attractive packages, and in artistic shape, the Newfoundland codfish will make its way into many places where it is at present unknown. The preparation of boneless codfish is a most important step in advance.

ADULTERATION IN FOOD.

To elevate the standard of food products, to put a premium on quality v. quantity, has been the object of the concerted efforts of many of our leading houses. To succeed in this meritorious work, they must have the co-operation of their customers; for what will it avail them to handle high-grade goods if there is no demand for them? If the consumer would be well served, he must lend his assistance to the producers, in so much as first to demand that he be well served, and second, to see that he is well served, rejecting all that is not as represented. To succeed in such a system would, of course, necessitate familiarity with the goods handled, and would require study, but what study could be productive of better results? Upon it depends the well-being of the community. Although the art of adulteration has been brought to great perfection, there are in most instances simple methods of detecting sophistication. Jellies, jams, marmalade, fruit, butter, etc., are articles which admit of much adulteration, both in the inspissated substance and the materials used for flavoring. The pulp of the turnip, whose characteristic flavor is easily overcome by admixture and flavoring, is a convenient and favorite material for this purpose; but may be easily detected by the aid of the microscope, the texture of the several fruit pulps for which it is liable to be substituted, being sufficiently dissimilar to be easily recognized. With Jams which contain small seeds, such as blackberry, raspberry, etc., the pulp of damaged figs is sometimes mixed. This substitution, although not apparent to the casual observer, may be detected by the microscope by the difference in texture of the pulp, as well as the difference in the seeds. For flavoring this class of preserves, artificial extracts are prepared from several of the compound ethers and appropriately colored with aniline dyes. They are to be distinguished from the genuine fruit juice by the following tests, founded upon the presence of aniline. Fuchsine dyes a woolen or silken thread a permanent rose color, the tint imparted by natural fruit juices washes out, dilute mineral acids redden the natural fruit juices, but turn those containing an aniline dye yellow, artificial syrups are reddened by carbonate of potassium, but natural syrups are not affected, and subacetate of lead precipitated red with fuchsine, but green with natural fruit. Salicylic acid was first produced in 1874 at a cost sufficiently small to permit of its being used in the arts. It was originally brought to notice on account of its inhibitory influence on putrefaction, and is now used by some packers for the purpose of preserving their goods. When pure it appears as a snow-white crystalline powder, without odor or taste, but leaving a sense of astringency on

the tongue, and irritation of the membrane of the mouth. The commercial article is, however, often very impure sodium chloride (common salt), carbolic acid and creosotic acid being the usual impurities. It may be detected in its aqueous solution by the addition of a neutral solution of ferric chloride, which develops a beautiful violet color. This is a very delicate test, one part of salicylic acid in four hundred thousand parts of water having been thus detected. The effect of this acid upon the human system is at first similar to that produced by an overdose of quinine, i. e., fullness of the head, with roaring in the ears. It is a powerful drug, and its effect is to paralyze the higher nerve tissue. In the case of spices, purchasers are apt to accept the fact of their being whole as a guarantee of their purity. This, however, is not always the case. Nutmegs are often punctured and boiled to extract the volatile oil, upon which the flavor depends, after which the orifice is so carefully closed as to defy detection, without breaking the kernel. As the loss in weight when thus manipulated is very marked, they may be recognized, but are not otherwise altered in appearance. An inferior nutmeg is occasionally met with which may be distinguished by its greater length, elliptical shape, the absence of the dark brown veins, and its comparatively feeble odor and disagreeable taste. This is the male, or wild nutmeg, and is sometimes mixed with the cultivated article. Cloves are liable to the same treatment as nutmegs, i. e., the admixture with those from which the essential oil has been extracted by distillation, and with the powdered article, where this practice is extensive, detection is nearly impossible. Ginger root, with the exception that inferior grades are sometimes substituted for the better varieties, is generally sold for what it is; but the flour is frequently adulterated with rice starch, flour of ginger, which has been exhausted in the manufacture of preparations, and occasionally brick dust and chalk; the loss of pungency occasioned by the mixture being atoned for by the addition of pepper or mustard. Tumeric is sometimes employed to give color to the adulterated powder, but may be detected by adding an alkali to the alcoholic solution, when, if tumeric acid be present, the liquid will assume a reddish-brown color.

The quality of cinnamon has a wide range of variation, the best coming from Ceylon, but even this is not constant in quality. The flavor and aroma being much affected by the character of the soil and the mode of cultivation, different localities producing different grades. Cassia bark, however, which is only a species of cinnamon, and an inferior article, is often substituted, or mixed with the true cinnamon. It may be detected, when not ground, by close inspection, as the cassia is much thicker than cinnamon

flavor less delicate, and not so strong. In the powder, cassia may be recognized by the addition of tincture of iodine to a decoction which will assume a violet tint, due to the starch contained in the cassia. This does not prove the presence of cassia, but only that starch has been in some way introduced. Allspice, from its comparative cheapness, is not liable to be adulterated, although the husk of mustard seed is sometimes mixed with it when in a powdered state; this, however, can be readily detected with the microscope. Curry powder is composed of several ingredients, of which tumeric forms the greater portion, coriander seeds and black pepper are next in amount, and a small proportion is made up of cayenne, cardamoms, cumin, and fenugreek seeds. Small quantities of ginger, cloves and allspice are sometimes used, but not in all cases. As it enters into commerce it is liable to much adulteration, large quantities of ground rice being often incorporated with the powder, and the reduction in color being made up for by the addition of red-lead. The practice of coloring curry powder with lead is pernicious in the extreme, for, unlike most spices, it is consumed in large quantities by those who are fond of it, and they are thus liable to take into their system lead in sufficient quantity to cause serious, if not dangerous results. For the sake of the additional weight, salt is often added in considerable quantity. With much care the microscope will reveal the presence of rice or other flour adulterations, but would not identify anything of an inorganic nature, further than the discernment of red earthy particles which might or might not be lead; but as no salts of iron are apt to be present, if a small quantity of the powder be shaken up with water and upon the addition of sulphide of ammonium the liquid assumes a dark or black appearance the presence of lead is indicated, and the amount by the degree of color assumed.—N. Y. Grocers' Review.

CONSUMPTION OF WOOL.

The consumption of wool, per head of population in Europe and North America in 1892 was 5.32 pounds of raw wool, and 2.82 pounds of clean wool. This was the largest consumption of record that has ever occurred, being 21.2 per cent. larger than that of 1891, which was regarded as phenomenal. The per capita consumption in 1883 was 2.49 pounds of clean wool, and since then there has been an almost steady increase. Twenty-one per cent. of the raw wool consumed enters into the manufactures of Great Britain, 56 per cent. in those of Continental Europe, and 23 per cent. in those of North America. About 40 per cent. of the wool production is manufactured in the region where grown, leaving 60 per cent. to be obtained from foreign sources.—Boston Journal of Commerce.

CAPE OF GOOD HOPE PEACHES.

A Broadway fruit store exhibited the first peach of the season one day last week. It resembled a California peach. A little over four weeks ago, the peach was growing in an orchard at the Cape of Good Hope, and, with a few dozen others was packed in wood and sent by the steamship Methven Castle, to Southampton, England. On arriving at that port, the fruit was at once sent to Liverpool and came across the Atlantic on board the steamship Paris. The fruit, when unpacked was in excellent condition, and in flavor and appearance closely resembles the California peach. The shipment was an experiment. The peaches sold for \$1 each. In all probability more peaches, etc., will be sent from the Cape next year, to reach here about January, February and March months, when it is impossible to get the fruit from any orchard on this continent.—American Grocer.

EXPORT DUTY OF LOGS.

The following interview with Mr. Eddy, the well-known manufacturer, of Hull, was published in The Toronto Star a few days ago:

Every boy and man, girl and woman in Canada, has heard of E. B. Eddy, of Hull. If you look over your shoulder you will see it on your package of matches, your washboard, tub, etc. Thus, so it was when I saw the bold Roman head of "E. B. Eddy, Hull," on the Queen's register this morning I started out to hunt him up. Mr. Eddy is a hale and hearty old man, as full of business energy as the Chaudiere falls are full of motive power. His hair is gray and clipped quite short, his shrewd face is clean shaven, and he spoke in a sharp ringing voice, which cracks like a whip when he gets excited. He was dressed in a plain grey tweed, and wore a soft Fedora hat on his head, which he kept shoving backwards and forwards as he warmed to his subject.

"Young man, you have caught me at the right time. I was just thinking of that. There never was a better opportunity of putting ourselves on equal terms with the United States than the present, and that opportunity is being let slip. Canada holds the key of the position on this continent. And that key is not a golden key, or a silver key, or a copper key, or an iron key—no sir, but it is a pine key, a spruce key, a poplar key, and a basswood key, and that basswood key alone can open the heaviest steel burglar proof vault in the United States capital.

"Listen to me. I'm no baby. At one time I was the biggest lumberman in America. One year I got out 70,000,000 feet, so I ought to understand what I'm talking about."

"I wouldn't have come to you if I thought you didn't," said I.

"Very well then," said he, "let us go back a little—for fifteen years. So long ago as that there was an export duty on logs in this country, but it wasn't needed. The Americans had all the pine they needed in Michigan and Wisconsin, and they laughed at our export duty. They didn't want our logs. But the day came when Michigan and Wisconsin, the two geese that laid the golden eggs, were cooked for a Thanksgiving dinner, and they looked around them for something else to pluck. There was only one

way to look and that was towards Canada. But there was the export duty. Men like Charlton and that ilk came over here and a combine was formed and influence used with the Government to take off the duty, just!" said Mr. Eddy, leaping to his feet and pacing the room, "just when the duty ought to be put on. What we want now to save the country from being depleted of timber and depopulated as well is a next-door-to-prohibitory duty on lumber.

"And now, young man," said Mr. Eddy, as he leaned back in his chair and pushed his hat back, "I'm going to astonish you. We have got a belt of wood—spruce, balsam, poplar and small basswood, hundreds of miles wide, stretching from St. John's, N.B., to the western extremity of the Lake of the Woods, arching this province, that is worth all the pine that ever grew, is growing now, or ever will grow in the Dominion of Canada. It will be needed for pulp. The biggest pulp mill in the world is being built at Niagara on the American side of the river, of course, which will be fed with Canadian raw stuff—no duty. There are 1,130 pulp mills in the United States, and all these will in a short time have to depend on Canadian material. Now run up the duty to a prohibitory one and they'll have to walk all their pulp mills over into Canada or pay the duty, and in this case there won't be a question as to who pays the duty, the producer or the consumer. I'm not talking retaliation, but I don't see why our country should contribute its very life blood to build up towns and villages over the border.

"The Americans must have white pine and we are the only ones who can give it to them. If we put the duty up to \$50 a thousand they would have to have it; they must have it; that settles it.

"The Americans must have pulp—no matter what the duty is they must have pulp and they are bound to pay our price for it. This big pulp mill on the other side of the Niagara river is pretty cheeky—it should be on the side of the river where the pulp trees grow. They've got them at Lockport and Rochester, and they all fatten on our pulp trees and they get them for nothing—nothing. Before you go I want to say this, that of the timber on the North American continent we have got 90 per cent. Try and grasp the significance of that.

WORK OF THE BRADSTREET CO.

Investigations are necessary to the establishment, maintenance and protection of all that pertains to human interests—whether social, religious or mercantile.

Society protects itself by diligent enquiry concerning its every member, as to personal character, habits, and associations. The church examines its applicants as to their faith, creed and practice. The mercantile world investigates as to the character and responsibility of those who assume business relations, either locally or otherwise.

Credit cannot establish itself per se. The bell rung in the vacuum emits no sound; it needs and must have the subtle influence of the atmosphere to give it voice. So credit must be transmitted by the means of human action and personal judgment.

The progress, the development, and the commercial position of every hamlet, town or city are determined and maintained by and through its business men. If these men possess a high order of intelligence and integrity, and are actuated

by a proper spirit of enterprise, success will follow their efforts. If, however, they have no real regard for their high duty as citizens, and no just appreciation of the value of commercial credit and its potential influence, then the community will suffer, for its success is dependent wholly upon that of its individual members, communities being but the aggregation of individuals.

The Bradstreet Company is an institution which acts as a clearing house for information affecting mercantile affairs and mercantile credit, originated by and intended for business men throughout the whole world.

One great advantage arising from this organization is that information necessary for accurate judgment as to commercial credits is obtained, through the medium of its service, from various and most trustworthy sources, which would not be so complete except for its wide ramifications, nor so comprehensive except that personalities are waived, and persons supplying information know that their testimony will be held strictly confidential.

There is not a business or profession extant in which honesty of purpose and integrity of conduct is a matter of more vital importance than the service of the Bradstreet Company.

It is the representative of the business men of every community, and is engaged solely in ascertaining and supplying facts upon the strength of which business may be done with intelligence, and therefore with all reasonable assurance of success.

The Bradstreet Company has no interest in the result, whether favorable or otherwise, which the facts thus supplied may produce. Its real intent is found in representing and defending the good name of every worthy business man by supplying correct information concerning his standing, and thus defending him from those who, from selfish motives, may perhaps have uttered libels or hinted doubts or through indifference or ignorance, detracted from deserved credit.

The Bradstreet Company has been on record before the business public for nearly half a century, during which period its methods have been subjected to the most crucial tests applied by a critical and exacting public, whose needs and interests have been stimulated by the marvelous progress and phenomenal development of commercial interests. It has stood these tests, and conferred lasting benefits upon its patrons, and now includes among its clients practically all reputable mercantile and banking houses and insurance companies in this country as well as in the leading cities of the whole world.

Its archives are a mine of valuable information, and contain the detailed history of more than one and a half millions of individuals, firms and corporations engaged in active business in this and foreign countries, besides some hundreds of thousands of others who have an interest in, or who are more or less responsible for, those who assume the direction of mercantile organizations. Thus, through the wide ramifications of its service merchants in any city of the civilized world are able to make sales to or purchases from merchants of any other city, however remote—the knowledge obtainable through this great organization making this result possible. Mercantile credit is thus voiced, the field for enterprise enlarged, and the opportunities for the development of trade increased by the universality of its operations and the acknowledged impartiality of its reports.

BLEACHED CANNED CORN.

Too much cannot be said against the injurious practice of bleaching canned corn, by the use of sulphite of sodium, which has become so prevalent of late. We pride ourselves upon our progress, and with good reason in most cases, but this is an instance of retrogression, the cause of it being, simply, that the effort has not been to improve the quality of the product but to substitute something else by manipulation. Corn was originally packed just as it was taken from the cob (which process is still retained by a few), and in this comparatively dry condition could not be subjected to the quick and intense heat of the steam bath, without becoming scorched, but had to undergo the longer process of the water bath. Prepared in this manner, although it did not always present the white appearance at present so popular with many consumers, it retained the rich flavor which is characteristic of the pure article.

Competition in price has been an inducement to packers to employ methods to cheapen their product. The introduction of water, to the extent of from two to four ounces per tin, makes the use of corn too hard to be packed in the old style possible. This method has become very popular, as it reverts to the profit of the packer in three ways: First, an inferior article may be used, which, during the process of packing, absorbs the added water and becomes softened and whitened; second, the additional water, being thus absorbed, adds largely to the original bulk; and third, the water thus added makes it possible to employ the steam bath instead of the more tedious process of cooking in hot water. It then became necessary to cut under the prices of corn packed in this way, and in order to use an article, inferior even to the second grade, recourse was had to a chemical bleaching agent. This is directly detrimental, both to the corn and to the consumer's health. Treated with sulphite of sodium, the bleaching agent usually employed, the corn is deprived of its natural rich flavor, which is not replaced by the sugar added and the chemical, being a powerful alkali, is highly detrimental to the coating of the stomach, so much so, in fact, that in some cases it is not retained. These methods have become so general of late, that it is a difficult matter to obtain corn which has not been subjected to one or the other of the bleaching processes, and it is high time that consumers, and dealers generally, should protest against this abuse in such a manner as to cause a speedy reform. While whitening may be a desirable feature in corn, but if obtained at the expense of quality, it is objectionable, and if, in addition, wholesomeness is sacrificed, it behooves the consumer to ascertain what he is putting in his stomach.—Grocers' Monthly Review.

YOUR COFFEE TRADE.

The subjoined is a digest of an article that recently appeared in Merchants' Review, and, although it was written for the trade in the United States the Canadian grocer may also find it interesting.

The coffee trade of the average grocer ought to be worth cultivating. Usually a fair margin of profit can be obtained on the article, while the demand is more extensive and steady than for perhaps any other article in the grocer's stock which pays as well to handle. Americans are great coffee drinkers. Although the per capita consumption of this country is less than that of Holland and perhaps several German states, yet the United States consumes a much larger quantity per annum than any other nation, and more than half the quantity that is consumed in the whole of Europe. Retail grocers in this country therefore do not need to exert themselves in order to create a demand for the article, as they often do in the case of tea or with some new and profitable specialty that is not extensively advertised; all that is required is that the demand should be cultivated and turned into the channels that will benefit the dealer himself. There are goods put up in nearly every jobbing centre that would go far to wreck the reputation of the strongest house in the business. Of this class are the gift goods that require expensive articles as a stimulus to retailers to handle them. No grocer who hopes to build up a lasting business can afford to meddle with such goods. If the presents are needed by the dealer he had better buy them separately. He can get them at actually lower prices than he will pay if he takes them with coffee, tea, spices, etc.

A good grade of coffee, offered at a fair price, has few superiors in the grocery trade as a trade winner. Like butter, or possibly flour, coffee is usually considered as a criterion of the grocer's skill as a buyer and his honesty as a seller. If a family can depend upon getting good value in coffee and butter at a certain grocer's, that grocer will eventually obtain their entire patronage. This fact is overlooked by too many of the smaller dealers, who expect that because their stores are conveniently located the whole trade of a neighborhood will be theirs. These dealers are apt to neglect the important matter of quality in regard to the two staples, and in consequence find the tea and coffee stores and the butter and cheese stores absorbing the most profitable portion of their sales. The victims denounce the dealers in the specialties for cutting prices, although it is a mystery how a dealer in a few articles can cut under the dealer in many—the tea and coffee stores not being able to make up for losses on coffee by sales of vegetables and fruits, and the hundred and more articles sold by regular grocers. It is not a question of price that

draws so much trade to the big tea and coffee company's emporiums. Many of their patrons are well-to-do people who can afford to pay good prices, and are willing to do so, but they desire a good article and are forced to go to people who will supply it.

All the above is intended to impress upon the minds of our readers the first essential to the cultivation of a large and remunerative coffee trade, which is, a good article. Be at some pains to procure it, and then put your best efforts forth to advertise the fact and draw trade away from the big tea and coffee stores, which for many years have thriven at the expense of hundreds of retail grocers. Do not purchase in too large quantities, but have your roasted coffees as fresh as possible, and, if you can, put in a mill so that you will be able to grind a customer's coffee while he or she waits; it will be a step in the right direction. Have leaflets printed calling the attention of the public to your specialty, coffee, and put one in every package that leaves the store. Strive to make your store famous for the quality and good value of its coffee. If you can sell all the coffee used in the neighborhood of your store, you can supply the remainder of the wants of the residents.

ABOUT TEA.

If grocers would instruct their patrons how to make tea properly, they would have less complaint about poor tea. The fact is we get just as good tea in this country as is grown anywhere, contrary to the popular opinion that the best tea is never imported, but kept for royalty. People will often purchase a fine, close, hard-rolled tea, firm and strong in itself, and they put in a big drawing, wrongly thinking because the tea is fine it requires more. They proceed to boil it, and thus extract the bitter principle, and then condemn the tea and blame the merchant. They buy a coarse, low-priced tea because they mistakenly think it cheaper, and they put in a scant drawing because of its bulky nature, and they boil that or steep it until they get a bad instead of a good flavor, and then condemn both tea and grocer. Few people can prepare tea or coffee fit to drink. A native Chinaman will make an inferior grade of tea appear good by his method of drawing it. The proper way to draw tea is to have the water boiling, allow a teaspoonful of medium tea to the cup; put the tea in the cup, pour the boiling water on, give it a gentle stirring, and by the time it is cool enough to sip the tea is made. Boiling and long steeping injures the best of tea and the best of stomachs.

"How did you like the sermon?" asked the minister of the drummer. "Oh, I liked some parts of it first rate," was the reply. "Your remarks about sins of omission didn't hit me, but when you talk about those of commission I must say you were getting pretty close."—Washington Star.

Hillwatee Tea!!

The vessel carrying our Hillwatee arrived at Halifax on 11th, and we expect to make shipments the first of next week. This is the Tea the consumer "stays with." Our sales are steadily increasing. NOT boomed to-day and dead to morrow, but a steady increase all the time.

One of the largest and oldest grocers in Ontario, said to our traveller the other day :—" I consider Hillwatee Tea by far 'the best package Tea on the market,' and I have handled the most of them."

Another customer in the West says :—" I have never seen anything equal to it, send me another chest."

Lucas, Steele & Bristol, Wholesale . . . Selling Agents **Hamilton, Ont.**

A steadily increasing Trade is the best . . . evidence that our Standard Lines of Teas

Mallawalla, Dalukola

Imperial Congou and Russian Congou

Give entire satisfaction

Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases. Dalukola and Imperial Congou and Russian Congou are bulk (not package) teas, and put up in 80 and 100 lb. metal lined cases.

If you are desirous of extending your Tea trade order a sample package and watch the result. We have a perfect system of advertising and guarantee satisfaction. Try it and be convinced.

A full assortment of "WANZER SOAPS" in Stock

W. H. GILLARD & CO. WHOLESALE GROCERS **Hamilton, Ont.**



RAM LAL'S CO.



Have posted through Ontario an Illustrated Booklet showing how the tea is grown, how prepared, and how packed. The public appreciate such valuable information, and the Grocers are selling this great Tea like hot cakes. Send in your orders quickly, as our stock in store and afloat is clearing out rapidly.

James Turner & Co., Wholesale Agents **Hamilton**

"MONSOON"

PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1 lb. caddies, or 120 halves.

TO MEET A GROWING DEMAND FOR PURE CEYLON TEA
WE HAVE INTRODUCED

THE "MONSOON CEYLON"

These Teas are packed in the same well-known style as the popular "Monsoon Indians" and retail at the same prices.

We have a large and varied stock of INDIAN and CEYLON TEAS. Most of our teas being specially packed for us in half chests, and shipped direct from the country of growth, arrive in splendid condition not having been opened and turned out in London.

Write for Samples.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.

FLAVOR OF JAPAN TEA.

The slightly unpleasant taste of Japan teas, which militates against its European consumption, may be accounted for by the sulphur and petroleum springs which are found in the vicinity of many tea-producing districts, writes Robert O. Fielding, in American Grocer. At Nutsu, especially, the ground is thoroughly impregnated with petroleum, which has a decided effect on all vegetation.

Kami-bayashi, a tea merchant at Uji, about 1570 A.D., was the first to introduce matting-covers raised on poles about eight feet above the ground—the tree bushes are from four to five feet high—so that people at work can walk under it comfortably and attend to the first crop of leaves. When this is over the roof is taken down and put away in houses or sheds set apart for it, till the next year. Its object is to protect the bushes from the cold dew which reddens the young leaves and gives a bitter taste. It evidently diminishes the radiation of heat from the ground and leaves and thus the nocturnal cooling; the softened light at the same time, lengthens the internodes of the young shoots and make the leaves more tender (maybe this matting roof has something to do, as well as the sulphur and petroleum springs mentioned above, with causing the peculiar flavor characteristic of Japanese teas, for I do not know that it is used in any of the other tea producing countries, China, India, Ceylon, or Java, the teas of which countries are similar in character). When riding through the country in June at the time when the young leaves which yield the first quality of green tea, are fully developed, one notices that the whole country about Uji is under matting, over which the head of the horseman just rises, so that with the exception of the distant hills and mountains and the roofs of the homesteads, the landscape is hidden from view.

PERSONAL MENTION.

The name of T. R. Allison, Bloor street, is up for membership in the Toronto Retail Grocers' Association.

Mr. George Musson has been confined to his house since Friday. A threatened attack of typhoid fever is the cause, and his friends will be pleased to know that he is improving.

Mr. E. A. Agar, who has been with Eby, Blain & Co. for the last five years has been appointed to a position in the counting room of the Empire newspaper.

Mr. Youell of Aylmer, who represents Sloan & Crowther in that district, was in town this week replenishing his samples. He speaks hopefully of the business prospects in the section he covers.

F. W. Vanluven has transferred his services from Stuart, Harvey & Co. who are retiring from business to MacPherson, Glassco & Co., Hamilton. He will cover his old ground. Macpherson & Co. were fortunate in getting his services as he is one of the most popular travellers on the road.

We regret to learn that Mr. T. G. Ballentyne, of the well-known firm of Ballentyne, Johnson & Co., is compelled to sever his connection with the firm and seek a climate where the winters are less severe, for the benefit of Mrs. Ballentyne's health. Since coming here about two years ago, Mr. Ballentyne has shown keen business foresight and abilities peculiarly adapted to the grocery trade, and combined with Mr. Johnston's abilities, the firm have done much to elevate the grocery business in our city. We wish him success—*Sherbrooke Gazette*.

HAD NO MONEY BUT COULD WORK.

Nothing does more to rouse and deepen enthusiasm among the young than the story of the heroism and patience that make up the life history of some of the men of to-day. We have in mind says an exchange a tale of Vermont grit which recently came to our notice. The story begins with the reading of the will of the father of a tall, raw-boned youth: "I leave to my beloved son a heritage of poverty. May it be to him a higher gift than a mine of wealth. May he use it to the best advantage, so that when it comes his turn to give up his worldly possessions, he may go to the God of his fathers with clean hands and a clean heart." The young man rose to his feet, a new dignity in his bearing, his face set firm as a rock as he said, "I accept my heritage of poverty and hardship and will battle with it with clean hands." There was a contemptuous laugh from his uncle, followed by the question, "Have you got five cents to your name?" "I have what is better," he replied, holding up his ten fingers, "I can work." There was many a fierce battle for the penniless orphan, which

sometimes showed itself in the hopeless droop of the shoulders, but with a long pull and a strong pull at such times, he worked on and has made a success of his life work. "Nothing wonderful in it," grunted an old neighbor who had watched him all the way, "take a level-headed boy with ten fingers and an honest heart aching to do his utmost wherever he is, and of course he's going to make a success no matter what he undertakes."

CHATS WITH BUSINESS MEN.

"The consumption of canned tomatoes, corn and peas, is likely to be much larger this season than ever before," remarked a Front street man to me Tuesday. "You see most retailers are selling these goods goods three for a quarter, and they tell me that consumers who come in for perhaps one can take three when they learn the price. The result of this is obvious. At one time the stocks now on hand would have been too much for us; but with the altered condition of affairs it is likely to be the other way with us this season," he concluded, with a smile of satisfaction.

* * *

"Those people who are talking about the consumption of syrup being smaller notwithstanding the lowness in price don't know what they are talking about," said one in the trade to me. "Why, my dear fellow, I never saw it so large," he concluded, with a emphasizing gesticulation.

* * *

I hear complaints from some retail grocers regarding the milk permits taken out by them. "When I paid down a dollar for my permit," said one, "it was with the understanding that I was to get it back again when the regular license fee was paid. That license fee has been paid, but still I have heard nothing about my dollar. Inspector Awde, I understand, has been spoken to by others who are in a similar position to myself, and all the satisfaction they could get was the inference from the Inspector that the fee was never legally imposed. How far this is true I cannot say. One thing I do know—I haven't got my dollar back."

* * *

"Yes, it is true that a moral wave is sweeping over the City Travellers' Association," remarked a member to me a few days ago. "You know at one time commercial travellers were rather a drunken lot. In fact, to be able to drink lots of whisky seemed then to be looked upon as a necessary qualification. Things are different now, I can tell you," he continued quietly stroking his moustache. "Why, if some customers even happen to snell liquor upon you they'll have nothing more to do with you. Well, regarding this moral wave. There is, as you know, what may be termed an inner circle within the City Travellers' Association. Its object is to induce commercials to lead sober and upright lives, and it's doing good work, too. Oh, the commercial traveller is quite a different man from what he used to be, I can tell you."

BYSTANDER.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,

Winnipeg, Man.

- JAPAN TEAS -

We have a few select lots of Japan Teas and can make it worth your asking us for samples when in need.

H. P. Eckardt & Co., Toronto.
WHOLESALE GROCERS,

FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

**Free
From
DISEASE GERMS.**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,

143, 145 Commissioners St.

MONTREAL, CANADA.

WE OFFER TO THE TRADE - - -

American Syrup in barrels.

Canadian Syrup in barrels, half barrels, kegs and pails.

Choice Barbadoes Molasses in puncheons, barrels and half barrels.

Fine Labrador Herrings, Dried and Green Cod Fish, Etc., Etc.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

Your Stock is not Complete WITHOUT
BENSCHORP
COCOA

Best and Most Economical Cocoa in Use

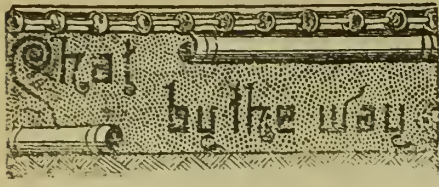
CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

JUST RECEIVED:

Finest "Namunas" (Indian Green) in half chests, unequalled for blending with Black Tea.

REGAN, WHITE & CO. - - - **Montreal**



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The new building of the Montreal Board of Trade is rapidly approaching completion.

H. Pangman, grocer, Sunderland, is moving into his new store just west of his present stand.

D. M. Smith, Beaverton is giving up business. There is a good opening for a live man here.

T. H. Morton, Little Britain is enlarging his store, as his premises are not suitable for his increasing business.

The wife of Mr. William Parkhill, grocer, Queen Street west, who has been ill, for some time, is still unwell.

The capital stock of the John H. Allan Seed Company, of Pictou and Cape Vincent N. Y., will be increased to \$35,000.

The third annual Food and Health Exposition was opened, in New York, on the 7th inst., and is credited with being a success.

Neil McFadden who has been in Lindsay for the past two years in the dry goods business, is returning to his old stand in Sunderland. No place like home, after all.

Mr. John Mills, traveller for the Dalton Soap Works, is lying dangerously ill at his residence, Winchester and Sackville streets. Blood turning to water is the trouble.

Pork packing in St. Louis during the past winter season was the smallest since 1869, and but once in twenty years has the winter's kill in Chicago been so small as this season.

After spending the evening out, when you return home take a cup of Burnham's Clam Bouillon before retiring: it will make you sleep sweetly. Served instantly with a little hot water.

It is reported that the value of the egg product of the United States last year reached \$200,000,000 and the value of poultry about \$100,000,000, a grand total of \$300,000,000 value in a single year.

The annual meeting of the Peterboro Board of Trade was held on Thursday night and the following officers elected for the ensuing year: President, Robert Fair; vice-president, B. Shortly; secretary-treasurer, Hampden Burnham.

The Maritime Grocer is informed that the total importation of American oil into the Maritime Provinces for 1892 exceeded 50,000

barrels out of a probable consumption of 65,000 barrels, and that upon the oil imported a duty aggregating \$189,000 was paid.

By last mail it is learned that the Indian Tea Association gives final figures of the season's crop, which show an outturn of 113½ millions against the revised estimate of 118 millions, and a probable export to the United States Kingdom of 106¾ millions.

A local firm complain they recently were obliged to sign a contract with an American firm from whom they bought goods agreeing to pay for them in gold or its equivalent. They say this has not been practiced since the war and indicates the small amount of faith the American firm in question has in its currency.

In announcing a uniform rate for collection of bills, the New York Retail Grocers' Union says it remains to be seen whether or not the new move will be beneficial. Fifteen per cent is now charged on all accounts, whether young, old or outlawed, and the collector is paid a stated salary per month.

Mr. J. D. Irving, who has been in the grocery business in this city for the past 16 years on Lippincott street and latterly on Bathurst near C. P. R., track, has passed over to the great majority. Mr. Irving had been ill for about seven months. Mr. Albert Irving, in the sample room at Sloan & Crowther's, is a son of deceased.

The proprietors of the new pork factory at London have written stating that they will defer arrangements for housing the employes they intend bringing to London from England and Denmark in the spring until their return to the city. It is said that local men will build a number of cottages near the factory for the purpose of renting.

Jimmy Fox of Toronto astonished the natives of Little Britain at a concert lately held in that thriving little town, by singing that soul stirring song "They pulled me back again." Jimmy is quite a success as a concert singer, and his efforts were greeted with applause. It is reported that a man stopped the bus on the morning after the concert and wanted to "pull him back again."

A prominent Brooklyn grocer is "in deep water." He lately took a trip west. Among other curiosities he brought home was a photograph of an elegantly furnished room which he claimed to have occupied in a prominent Chicago hotel. The picture shows very plainly a pair of lady's slippers and a work-basket. "Our friend," says Retail Grocers' Advocate "has offered several explanations to his wife who remained at home, but all to no purpose."

A member of the Grand Haven, Mich., Association says: "We have had a retail grocers' association here for nearly a year and are receiving daily benefits from the movement. We have a uniform price, which prevents us from selling our goods at sacrifice and also protects us from dead-beats

and those who are slow and not worthy of credit. The association is a grand success and is doing more good than any other organization we have ever had, as it creates better feeling, larger profits and less losses in business."

In 1868, the consumption of manufactured tobacco in the United States was 1.30 pounds per capita, and 16.7 cigars; in 1878, 2.31 pounds and 40.5 cigars, and 3.5 cigarettes. 1888, the consumption of manufactured was 3.23 pounds per capita, 61.4 cigars, and 29.7 cigarettes.

At the last meeting of the Montreal Chamber De Commerce, Mr. L. E. Geoffrion drew attention to what might be termed some glaring discrepancies existing in the duties assessed by the Customs authorities upon imported wines and liquors. He cited two cases in which the duties imposed upon two different firms for substantially the same goods varied very considerably. It was resolved to lay the matter before the Minister of Customs on the occasion of his next visit to Montreal.

The cultivation of sugar beets in England is evidently being fostered. According to the London Grocer, the sugar factory at Lavham, Suffolk, is about to be restarted by a company, and tenders are invited by the management from farmers in Suffolk and Essex for the supply this year of 30,000 tons of roots, at prices to be arranged between producer and representative of the new company.

"Any stric'lies?" said the grocer's young man, in a matter-of-fact, business-like tone, to the lady of the house. "Any what?" was the surprised answer. "Stric'lies," said the young man, "stric'ly fresh eggs." And thus is language made.—N. Y. Sun.

If you are a grocer, are you selling soap, canned tomatoes, etc., at less than you could buy them for to-day at wholesale? If you are doing so, what are you in business for? It can't be to make money. Your only excuse is that your neighbor is doing the same thing. The chances are that your neighbor would do nothing of the sort, if you did not.—Northwest Trade.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaiklock Bros. GENERAL AGENTS
MONTREAL

WRIGHT & COPP, Toronto Agents

WE

Find our
Trade forBATGER'S
LONDON, ENG."Nonpareil"
Table Jellies

STEADILY INCREASING

Every Merchant who has handled these goods
can testify to their selling quality. Put up
in $\frac{1}{2}$ pts., pts. and qts. packages, following
flavors :

Lemon, Orange, Vanilla, Raspberry,
Strawberry, Pineapple,
Red Currant, Noyeau, Punch, Maderia.

This
is a
Pure

Ceylon and Indian Tea



Blended by the most skilful teamen, and
is free from adulteration. This tea being
very strong a smaller quantity than usual
will be sufficient. Put up in $\frac{1}{2}$ lb. and
1 lb. leaded pkgs., and 5 lb. tins. A
Trial Order is Solicited.

EBY, BLAIN & CO., Wholesale Agents
WHOLESALE GROCERS, TORONTO



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

DRY GOODS.

Another draggy week has found a mean existence, and, coming after a more cheerful two weeks has caused the dry goods houses and men to have rather dull appearances. For general dry goods this present month is a sort of between seasons month, and there have been no fine Sundays as yet to make men and women ashamed of their old clothes. In the rural districts roads are bad and trade is very slow. This reacts on the wholesale houses and makes business very dull. Nevertheless letter orders are brisk, and quite a number of buyers are on the market. Some of the travellers are thinking about starting out, and some have gone, but a great many are still in the city. Whatever the present may be, the prospects are exceedingly bright for a smart spring trade.

Payments during the last three weeks of February were very slow; but the 4th of March was productive of fairly good payments. Renewals were numerous as usual, but not more so. Since then payments have been fair from all over Ontario; but are never really good during March. Some dealers complain that the North-west trade is rotten; that even in Winnipeg it is impossible to collect accounts. On the contrary, one house declares that its customers in the west have met their paper well, and they have had no defaulters. This must be due to extra carefulness in choosing customers, for the experience of other houses is certainly discouraging. It is rumored that one house has withdrawn its northwest traveller, and others are contemplating the same movement.

Purple veilings are the correct thing at present, and all available stocks have been cleaned up. The demand is not expected to continue beyond April 1st.

Haircloth has gone up 20 per cent. This is due to the fact that an American house took larger orders than it could fill for these goods. It is being used as stiffening for ladies' skirts, as it gives a crinoline appearance to the skirt, and is not softened by moisture. Stocks are light in Toronto, as the American mentioned sent a traveller into the market who picked up every available piece.

German goods are slow in arriving. The slowness in hosiery is due to a recent rise in yarns in that country, and manufacturers are anxious to buy cheap yarns and still get good prices. With regard to other classes of goods, the reason is much the same.

NOTES

Mr. Begg and Mr. Dewar, buyers for the woollen and carpet departments respectively of John Macdonald & Co., have returned from their semi-annual trip to Great Britain, and have secured the latest novelties for future trade. Mr. Blackey has left for the foreign markets to secure the latest styles of neckwear and furnishings and the newest ideas in haberdashery.

W. R. Brock & Co., are showing some novelties in 6-quarter Irish suitings. The patterns run wholly in mixtures. Black and blue serges in cheviot and bare-cut finishes are in great demand from this house at present.

In veilings, Wyld, Grasett & Darling are showing a range of new novelties in all colors. Navy and gold, cardinal and black are among the leading combin-

ations of chenille spots and nets for the spring trade. Cardinal, tan, and grey hosiery for ladies and children are in great demand at present to match colored shoes and slippers, and this house has a full stock of these in cashmere, cotton and lisle.

Alexander & Anderson report a good trade since the time of the millinery openings. They keep their stock well assorted by means of repeat orders and every other possible mercantile device.

Wyld, Grasett & Darling have experienced a big demand for fancy vestings. They have a nice range of these goods. Their serges are well assorted as to quality and price, and the very numerous orders prove their superiority.

Lace and muslin curtains have been restocked by Alexander & Anderson, and they now have an extra large exhibit for the spring trade. They are also pushing hemp carpets, unions, tapestries and Brussels, of which they carry a very fair assortment.

Caldecott, Burton & Spence have received a very large shipment of French Bengalines in all the exquisite shades of the coming season. In dress trimmings they have shades to exactly match the dress materials, together with beaded gimps, mosses, and fringes. They have complete shipments of Swiss embroideries which were late in delivery on account of the exceptionally heavy demand which has sprung up from the United States. A large number of cases of silk and lisle gloves have been opened up in all colors and in every size.

French printed flannels for ladies' wrappers and children's garments are shown in great variety in spots and stripes by Alexander & Anderson. These are new goods in the latest styles and colorings.

W. R. Brock & Co. are making a special display of cashmere hosiery from 4 inch to 9 1-2 inch in plain and ribbed goods superior in value to anything heretofore shown by them, and they claim that they are the best value in the market. Their numbers in women's sizes to retail at 25 and 50 cents are lines which every live retail merchant should have for leaders. Further shipments of ladies' and children's ribbed cotton and silk underwear are to hand and back orders are being rapidly filled.

Mr. Anderson, of Alexander & Anderson, has gone to England to look up novelties for the spring trade.

Very noticeable amongst Gordon, Mackay & Co.'s excellent display of dress goods is a range of silk check serges in a large assortment of colorings, the newest in the trade.

The special purchase by W. R. Brock & Co., of 6,000 dozen American ribbed cotton vests, a line which they have designated "Rattler," has been sold throughout the whole of Canada, and has proved to be a line which found no competitor. They are receiving several cases a week, and cannot keep pace with the orders, as parties who had as many as a hundred dozen in January have sent in repeats already for a similar amount. They can be retailed at 3 for 25 cents, and allow a good margin to the retailer.

German cotton half-hose in blacks, tans, and silk figured on black ground, as shown by Gordon, Mackay & Co., at prices from \$1.50 to \$2.25, are in great demand. These are particularly attractive, and the orders to be filled show how the trade generally have taken to them.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.

Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERIN ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.
VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
Also at
Liverpool and Glasgow. **England.**

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are 17c. to-day; Butter 20 to 23c. for good
to choice; Dried Apples 5 to 5½c.; Green Apples
1.25 to \$2.00; Beans \$1.30 to \$1.50 per bus.; Potat-
oes 90c. to \$1.00; Honey 5c. for Buckwheat, 8c.
for Clover.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce, Strictly Commissions,

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —
**JAS. PARK & SON,
TORONTO.**

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.
Write for Price List.

PUT TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings **Oranges.**

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, March 16, 1893.
GROCERIES.

The condition of the country roads is bad and interferes a good deal with business. Travellers report that in some places the roads are almost impassable even with a light buggy and a team of horses. Business under such conditions naturally exhibits a falling off in volume, and payments too are a little slower than they were. Trade, however, has a decidedly healthy tone. Wholesalers, travellers and country merchants unite in this opinion, and all anticipate a brisk spring and summer trade. Nothing particularly new has developed on this market during the week. An unconcerned air, bred of the belief that activity will come when the roads improve, characterizes everyone. In fact in spite of present adverse circumstances business is fair. Coffees continue in fair demand and firm. Quiet and firm is the continued state of the dried fruit market. In nuts the feature is a marked advance in peanuts. Ginger still continues to attract the most attention in the spice line. The quietness in sugars is more pronounced than a week ago and refiners can scarcely be said to be as independent, although for future delivery they are as firm as ever in their views. Molasses and syrups remain in much about the same position as before. Teas continue to occupy a strong position and the demand is much about the same, except for Ceylons, which are in little demand. Soap continues firm and unchanged. Canned goods are without material change.

COFFEES.

The market remains in much about the same position. Local demand is fairly good for really good Rio coffees, which continues scarce and firm at 21 to 22c. One house on the street has received an invoice for Rios now on the way which show that the price is the highest yet paid. The movement is confined to small parcels, and business in coffees is on the whole quiet.

DRIED FRUIT.

The market continues to rule steady. Currants are still the most active commodity in fruits, other lines being still quiet. Stocks of Valencia raisins are gradually getting into smaller compass, both here and in New York. Demand here is merely ordinary at 4½ to 5½c. for off-stalk and at 6½ to 7½c. for layers, and prices are firm at these figures. Currants are firm and in demand at from 6 to 6½c. for barrels and half-barrels

and at 6½ to 8½c. for cases. Fine good fruit is scarce. In dates and figs there is the ordinary retail trade doing at unchanged prices. Prunes are in fair demand for season at 7¼ to 8½c. for cases; there are no hogsheds here. There has been a strong advance in peanuts. Almonds are getting into smaller compass and in New York prices are higher. It would cost more than present selling price to lay fresh stock down here.

RICE AND SPICES.

Ginger is still gradually increasing in price and there is a firmer feeling in cloves. Rice remain quiet and unchanged.

SUGAR.

On account of the bad roads and the small amount of business doing some of the agents of the refineries have been offering to take bids. On some medium yellows there has perhaps been a trifle of shading done, but in the others the refiners have refused to make concessions. Refiners say that present prices do not pay them, and as they profess to feel perfectly certain that the market will go higher they appear to be unconcerned, and up to the present they positively refuse to make contracts for future delivery.

SYRUPS AND MOLASSES.

Syrups continue scarce, with demand for low grade fair. The prices obtaining are 30 to 35c. for low grade, 38 to 42c. for mediums and 45 to 55c. for brights. There is just an ordinary demand for molasses at 30 to 35c. for New Orleans and at 32 to 38c. for West Indian.

TEAS.

The position of the market seems to be as strong as ever. Buyers are reported to be more numerous and as there is nothing coming in stocks are gradually getting into smaller compass. The demand continues principally for the low and medium grades, although a little more enquiry is heard for the dearer grades. The English market is reported to be very strong on low grade teas.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Tallow is 1c. lower on the local market for rendered.

Eby, Blain & Co. state that California loose muscatels are in splendid stock.

Maple syrup is arriving this week, and is selling at 75 to 85c. per gallon, wine measure.

There is a better demand on the local market for fine Ceylon teas than a week ago.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

T. Kinnear & Co. are offering special bargains in No. 1 Labrador herring and No. 1 shore herring; also pure cod fish in two-pound blocks.

The soap market continues strong. Manufacturers report difficulty in getting material, and claim that the recent advance does not cover the advance in raw material. Under these conditions they refuse to make concessions.

There has been a strong advance in peanuts. Fire the other day destroyed several thousand bags in the South, and it is thought

that this probably had something to do with the advance.

N. Y. Bulletin says that present prices for California prunes look rather high, but the current demand reveals in unmistakable manner the fact that supplies are low and the assortment very much broken.

Read W. H. Gillard & Co's advertisement on page 11. On their special brands of teas they report steadily increasing sales, and the numerous repeat orders from those who have tried a package is certainly the best guarantee of excellence.

The Counter Tea Mixer advertised by W. H. Gillard & Co., in our issue of 28th January and 10th February, is turning out a great success. Every merchant, we understand, who has one is delighted with it and would not be without it for many times its cost.

Sloan & Crowther are offering a special Indian blend of tea of which they are to have control for this market. It is branded "Sangalia." As they have a limited supply only they have not yet commenced to push the sale. It is jobbing at 35 and 40. The quality is said to be very fine.

The condition of the money market is doubtless an obstacle in the way of realization of expected profits on 3-lb. canned tomatoes purchased at \$1.12½ to \$1.15 per dozen, but some operators hold firmly to the idea that \$1.25 will be paid before new goods come upon the market.—New York Bulletin.

Eby, Blain & Co. are receiving 100 cases of Bensdorp's Royal Dutch Cocoa. The manufacturers of this cocoa have just been awarded the contract for supplying the visitors at the World's Fair. An idea of the magnitude of this contract may be obtained when it is stated that the tables are one mile and a half long and will seat 10,000 people.

Gorman Eckert & Co., spice manufacturers of London, are putting on the market a very fine French mustard. It is a very fine article and is put up in neat glass vessels which are useful when empty, and should be a good seller. No retailer need hesitate in recommending this mustard to their customers. It is being placed with the wholesale trade generally, and we would recommend the retail dealers to place a trial order.

BUTTER AND CHEESE.

New large rolls of dairy butter are coming in more freely, but general receipts cannot be called liberal. Really fine butter is scarce. Demand is good but buyers and sellers are somewhat apart on the quality. Good dairy rolls ranging in price from 19 to 22c. is what there is the most enquiry for, the greater part being taken at about 20c. and it must be good stock and free of culls to fetch this figure. Strictly five dairy tub sells at 19 to 20c. concessions having to be made for anything off in flavor. Pound rolls are quoted at 22 to 24c. Bakers' butter is still scarce and wanted at from 15 to 17c. The market for creamery butter continues to rule dull, receipts being almost nil and demand poor. What people are looking for at the moment

(Continued on page 22.)



"KENT" Bottled Pickles

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the whole-sale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish,
of all kinds, from first hands, **LOWEST**
PRICES.

L. H. DOBBIN, - MONTREAL.

BEAVER BRAND PICKLES

Best Value
in Canada



Send for .
Quotations

T. A. Lytle & Co. VINEGAR MFRS. Toronto

UNDERSTAND THEIR BUSINESS

A. CAMPBELL, ESQ.,
TORONTO, Dec. 15th, 1892.
TORONTO, ONT.

MY DEAR SIR:—

I think it only fair, to let you know, that at a Dinner party at my house the other day, we had some of your Canned Peas, and that their was a general expression of opinion amongst the eight people present, that these Peas were far superior to any of the French Peas obtainable in Canada. It is quite evident that the Lakeport Preserving Co. understand their business, and how best to preserve fruit and vegetables.

Yours sincerely,

A. WHITE,
D. G. F. A., G. T. Ry.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly at-
tended to.

102 ADELAIDE ST. WEST - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRA-
veller for Provisions or Groceries,
also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn

DAILEY'S

Boy
Brand
Tomatoes



Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.



HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them
in the market. We are busy
duplicating orders every day,
they sell themselves.

Send for our Book—20
Receipts for preparing Epi-
cure Corn—Mailed Free.



THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

CANNED GOODS.

TORONTO.

While there has been considerable movement during the week, business has not acquired that briskness that characterized it some two or three weeks ago. At the same time the amount of business doing is satisfactory and values are firmly maintained. Stocks held are in no instance heavy, and in some lines it looks as if they will be exhausted before the season is over. Demand continues good for tomatoes, and the second class stock reported last week to be offering seems to be pretty well cleaned out. Prices are unchanged, still ranging firm at 85c. to \$1. Stocks of corn are not large, and it is an open question whether there will be enough. Demand is good and prices are well maintained at 85c. to \$1. A fine honey, sweet brand is being shown at \$1.40, which is just as fine as that formerly imported and sold at \$2.10. Demand for peas continues good at 85c. to \$1 for ordinary and at \$1.40 for sifted. For beans there is just the usual ordinary demand. The demand continues to improve for canned fruits and stocks are rather on the light side, particularly in those lines where last year there was a small crop. Demand is gradually increasing for salmon and the market is strong; prices range from \$1.25 to \$1.80. Canned meats continue strong, but the demand is merely of the character usual at this season.

MONTREAL.

The canned goods market does not show any new feature at the moment. It is said that several lots of salmon now en route from Liverpool, have been disposed of here, but no particulars can be learned. One of the principal packers cleared out his holdings of tomatoes a few days ago at 77c., and single cases can now be had at 90c.

MARKETS—Continued

is a good dairy butter. Fresh made creamery is quoted at 25c. for tubs and 27c. for pound prints. These are outside figures, and inferior quality can be bought as low as 21c.

A few holders of cheese in the west have been trying to press car lots on this market during the last few days. As the market would not absorb them an easy feeling has developed, although there has been no actual change in prices. Business at the moment is of a jobbing character at from 11½ to 12½c. Stilton is quoted at 14c.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it | So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

PETROLEUM.

The Petrolia Advertiser, in its weekly report says: The speculative market has been dull to stagnation, and a day without a sale now fails to elicit remarks of surprise or disappointment; in fact it is rather expected, as the number of sales of crude oil in one day may be numbered on the fingers of one hand. Nor are there any prospects discernible of early improvement. Transaction on the Oil Exchange are of decidedly picayune proportions, and were it not for other attractions on the Exchange public trading would be a farce. The price of crude however has varied very little, remaining about the same as last week \$1.18½. Refined continues active, with local quotations 10¼c. f. o. b. cars here.

The following are the latest quotations at Toronto:—Canada refined oil, 13½ to 14c; carbon safety, 17½ to 18c; Canada water white, 19c; American water white, 21 to 22c photogene, 25c.

COUNTRY PRODUCE.

BEANS.—There is still a scarcity and prices are firm and unchanged at \$1.40 to \$1.50.

DRIED APPLES.—Offerings are not large and all coming in would be taken at from 5 to 5¼c. There is just a fair trade being done and no one seems willing to buy at prices beyond those quoted.

EVAPORATED APPLES.—Are scarce and lighter at 9 to 9½c. for single boxes. No car lots are offering and demand is not heavy at the prices quoted. Old stock is quoted at 7 to 8c.

EGGS.—The market is about as variable as the wind, one day being up and another

down. Stocks here are light, supply being about equal to the demand. The retail grocer is just buying from hand to mouth, he realizing that the morrow may see lower prices ruling; 17 to 18c. is the range of prices, but it is seldom that the outside figure obtains.

HONEY.—Market remains as before. Dark sells in bulk at 6 to 7c. and in sections at 10c.; white granulated is quoted at 8 to 8½c. for 50 pound tins and in sections at 15c.

DRESSED POULTRY.—Receipts are almost nil and all coming in is taken at quotations. Chickens are quoted at 65 to 75c. per pair, ducks 85c. to \$1 per pair, turkeys at 14c. per pound, and geese at 9 to 10c. per pound.

POTATOES.—There are not a great many offering and demand is fair; 82 to 85c. has been paid during the week for car lots on the track, but the outside figure is an exceptional price. Bags sell out of store at 95c. to \$1.

ONIONS.—Dull and unchanged at \$2 to \$2.25 a bag.

HOPS.—Brewers are pretty well stocked with hops, and holders find it necessary to sacrifice in order to effect a sale; 16½ to 17½c. are the ruling prices.

HOGS AND PROVISIONS.

The season is about over for dressed hogs. Receipts have fallen off during the week and no car lots are offering. Prices are lower at \$8 to \$8.25. Hog products continue in good demand at firm prices.

BACON.—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS.—In good demand and firm at 13 to 13½c.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5c.
F.O.B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

48 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

WE AIM AT—

THE **FRUITS**
BEST - AND -Lowest Possible Price.
CLEMES BROS.

Phone. 1768

TORONTO

**DANIEL G. TRENCH & CO.,**
CHICAGO, ILL.CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR**SPRAGUE MFG. CO., FARNHAM, N. Y.**

CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A HamsFOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

The Norton Manufacturing Co.E. P. Breckenridge, C. C. Warren,
President. Secretary.
Edwin Norton, W. C. Breckenridge,
Vice-Pres. Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.**SEEDS** - Everything for the
Farm and GardenRed, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.**THE STEELE, BRIGGS, MARCON
SEED CO., LTD. TORONTO, ONT.**

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.**"JERSEY BRAND" CONDENSED MILK.**

It is guaranteed Pure and Unskimmed.

An excellent food for Infants.

We make only the one quality—**THE BEST.**Buy only the **JERSEY BRAND** for all pur
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

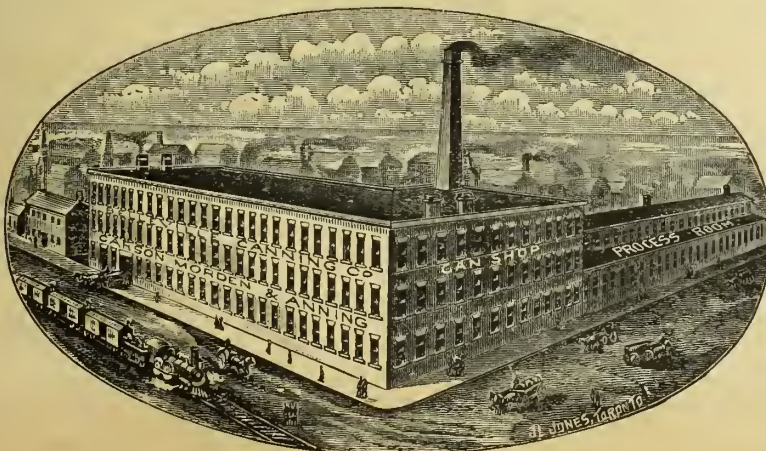
J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

"Queen Brand"

Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out**FIRST-CLASS GOODS.**We respectfully ask the trade to recom-
mend this brand to their customers:

MARKETS.—Continued

LARD—Pure Canadian is 13c. in tubs, and 13½c. in pails. Compound 10½ to 11c.

BARREL PORK—U. S. heavy mess is \$22.50. Canadian short cut \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8¼c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

GREEN FRUIT.

A fair trade has been done during the week at steady and unchanged prices. Demand for oranges has fallen off somewhat, partly owing no doubt to the freer arrivals of bananas. Florida oranges continue to find the readiest sale, although Californias may be expected to take their place in a week or so. Demand for lemons is only fair. There is no demand for cranberries and the few Canadians on the market could be obtained at buyer's figures. Apples are lower in sympathy with the decline in England. Local demand is light, but exporters are still shipping out at the rate of about 2,000 weekly. Prices range from \$2.50 down to \$1, or even lower per barrel. We quote as follows:—Valencia oranges at \$4.50 to \$4.75 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.50 per box, Palermos \$2.50 per box; lemons \$3 to \$3.50 for choice and \$3.75 to \$4 for fancy; bananas \$1.75 to \$2.50; pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket; apples, \$1.00 to \$1.75 for market stock and \$2.00 to \$2.50 per barrel for fancy.

FISH AND OYSTERS.

Trade continues brisk at steady to firm prices, while fish and trout are still the most sought after. Haddock is quoted 1 to 2c. higher, while steak cod shows an appreciation of 3c. Black bass is quoted a little lower. Quite a few oysters are coming in, but there is no demand and prices are lower. We quote as follows: 7 to 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$3 per hundred for frozen Lake herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 6 to 7c. for haddock, 4 to 4½c. for market cod, 10c. for steak cod, 5c. for flounders, 6½c. for skinned and boned codfish, \$3 per half bbl. for Labrador herring, \$2.75 per half bbl. for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 7c. for pike, 7c. for pickerel; ciscoes \$1.50 to \$1.75 a hundred, black bass 10 to 12½c. a pound; oysters, \$1.25 for stds., and \$2 select.

HIDES, SKINS, WOOL, TALLOW.

HIDES—There is about the usual quantity offering, and dealers report that they are selling freely. Prices are unchanged at 5 to 5½c. for cured and at 4½c. for No. 1 cows'.

SKINS—Skeepskins are a little easier in prices at \$1.35 to \$1.40. Calfskins are beginning to be a little more plentiful, and they sell readily at 8c. a pound.

WOOL—There are no white wools left on this market. Pulled wools sell well at from 22 to 23c. for supers and at 26 to 27c. for extras. No. 1 and black are unchanged at 20 to 21c. Demand from local mills is moderate.

TALLOW—Market is easier. Highest price being paid for rendered is 7c., while rough is unchanged at 3c. The market is unsettled, and as long as it remains so not much business will be done.

SEEDS

The market is quiet, deliveries being about completed and jobbers have not began to

buy. There are no change in quotations. Dealers are paying \$8.50 to \$9 for scattered lots of red clover that are offering. In alskie the market remains unchanged, prices still ranging from \$5.50 to \$6.60. Some interior lots are selling below these figures, while fancy seed brings a little more. For the few lots of timothy offering \$1.50 to \$2.50 is being paid, while for an occasional lot of flail threshed 25c. extra is paid.

DRUGS.

Trade is good, and prices in a good many staples and necessities are advancing. This applies particularly to disinfectants which are in big demand. Chloroform, opium, morphia, carbolic acid, glycerine, castor oil, chloride of potash are all higher. Heavy chemicals are, as a rule firmer in the European markets. The effect however, not been felt here yet, but it doubtless will be as soon as present stocks are exhausted.

MONTREAL MARKETS.

MONTREAL, March 16, 1893.

GROCERIES.

There has been no important change in the grocery market since our last, and quietness is still the prominent characteristic in all the leading lines, sugar, tea, syrup, molasses, and dried fruits all participating. In fact, none of them have furnished any feature calling for special comment. With the exception of an easier feeling in molasses and the lower offers of canned tomatoes, there is no change in the firm tone that values have presented all along. All the staples, tea, coffee, sugar, syrups, fish and dried fruit share in this feeling of strength.

SUGAR.

A fair movement is to note in refined sugar, granulated at 4 5-8c. and yellows 3 1-2 to 4 1-8c., according to grade. There is little change to note in the position of the raw sugar market, and we hear of no cost and freight business on account of spring importation.

SYRUPS AND MOLASSES.

The market has been rather quiet in syrups during the week, with some movement in Canadian at 1 3-4 to 2 1-4c per pound as to quality. In American the sale of a good sized lot was made at 18c. and another at 18 1-2 to 18 3-4c., and we quote 18 to 19c.

Reports differ as to molasses. From Halifax there have been some bullish advices, but it is worthy of note that the market here shows an easier feeling, and round lots have sold at 32 1-2c., while direct shipments to arrive via the St. Lawrence have been offered at 30 to 30 1-2c., which is a considerable drop from previous offers.

TEA.

There has been a somewhat better demand for the cheaper grade of Japan stock, but the market generally still rules quiet. One lot sold at 11 1-2c. and another at 17 1-2c. We quote common at 12 1-2 to 14c., medium 16 to 18c., good to fine 19 to 21c., and finest 25 to 31c. Blacks remain firm, with no low-priced stock to be had. Greens rule equally firm.

COFFEE AND SPICES.

The firm tone of the coffee market is fully maintained, and the supply is still restricted. Round lots of Maracaibo have changed hands at quotations, also some Jamaica, while Rio is firmly held and Mocha is enquired after. Jamaica, 19 to

20c.; Maracaibo, 21 to 22c.; Rio, 19 to 21c.; Java, 25 to 27c., and Mocha, 25 to 28c. Jobbing lots necessitate a proportionate advance on the above basis.

Spices continue strong all round, and we quote black pepper 8 to 9c.; Pimento 6 1-2c., and Nutmegs 50c. to \$1, according to quality.

DRIED FRUIT.

Dried fruit has not furnished anything important during the week, although there was some enquiry for off-stalk, but holders are firm on it, and this checks business. We quote off-stalk Valencia layers 4 3-8 to 4 1-2c. for seconds, and 4 3-4c. for firsts, layers 6 to 6 3-4c. for straight lots, prices for jobbing business necessitating an advance on these figures.

Currants are quiet, and values are nominally quoted at 5 to 5 3-4c. as to quality.

RICE.

A better feeling is to note in the rice market, with a freer movement at former quotation. Advices from primary sources give an advance from lowest quotations in Japan. The quotations are: Standard, \$3.85; choice, \$4; Japans, \$4.25, and Carolina, \$7.50.

NUTS.

There is no change in nuts, which rule dull and unchanged. We quote Pecans, 11 to 12 1-2c.; Terragona almonds, 10 1-2c.; Grenoble walnuts, 13 1-2 to 14 1-2c.; filberts, 10 to 10 1-2c.; Ivica, 14 1-2c.; Brazil, 15c.; marbots, 12 1-2c.; cocoa nuts, \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FISH.

The market here is practically bare of fish and smoked fish, all offerings being picked up at quotations. The backbone of the market in a wholesale sense however is broken, and no more large consignments are anticipated now. We quote as follows: Haddock, 0 to 5c., cod 4c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 9c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12 per bbl.; do. \$7 per half bbl.; C.B. and N. S. herring, \$4.75 to \$5 per bbl.; tommy cods, \$1.50 to \$1.75 per bbl.; fresh herring, \$2 to \$2.50 per hundred; haddies, 7½ to 8c.; Yarmouth bloaters, \$1.50 to \$2; frozen mackerel, 8½ to 9c.; smelts, 4 to 5c.

BEANS.

The bean market is quiet and a few wholesale lots change hands at \$1.25 to \$1.45 for choice with ordinary \$1 to \$1.20.

HONEY.

Honey is much the same. Buckwheat sells at 6 to 6½c. in cans and extracted 6 to 7c., while bright comb is firm at 12½ to 13c. with inferior 9 to 11c.

MAPLE SYRUP.

No new syrup is offering yet but some is expected shortly. Old stock has been moved at 4 to 4½c. per lb.

HOPS.

The market is quiet and weak and holders have accepted lower prices, 18 to 18½c. being taken.

POTATOES.

Receipts have been so new that freer but prices are firm and unchanged at 95c. to \$1 per bag in round lots.

ONIONS.

Demand for onions has been fair and prices are firm at \$2.75 to \$3 per bbl. according to grade.

EGGS.

The decline in the price of eggs since our last has been steady under increased re-

(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

Flour market continues dull with quotations purely nominal. Offerings are light because no one wants to buy, but there is plenty of stuff on hand and if any inclination to purchase was evinced there would soon be liberal offerings. A fair demand is reported for feed but at easier prices.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.85 to \$4.10; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.40 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.20; extra, \$3.00 to \$3.10; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20 Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$15 to \$15.50, shorts (ton lots) \$18; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33 to 34c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market has not shown any change, but while stocks are large the supply of desirable brands are rather small, and holders of such are firmer in their views. On other goods, however, of which the supply is large, concessions are offering and values rule unsettled. We quote:—Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.75; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4 to \$4.15; strong bakers' \$3.90 to \$4.00.

THE car of Java Coffee bought last June, came in Tuesday, the 21st inst., this with what we had in stock makes twelve tons of Java Coffee now in our warehouse.



**The Snow
Drift Co.**
BRANTFORD

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.**COWAN'S
COCOAS AND
CHOCOLATES**Are Standard, and sold by
all grocers.**N. WENGER & BROS.,**

AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

The Western Milling Company
(Limited.)**REGINA, ASSA.**

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.**Pincombe & Sutherland,**

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL**Dominion Mills,
LONDON.****Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands

ROLLED OATS, PINHEAD & STANDARD MEALS.

SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.**BRANDON ROLLER MILLS.**

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

- - FLOUR - -

Also Oatmeal, Rolled Oats, Rolled Oatmeal, Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y

PROPRIETORS

**Embro
Oatmeal
Mills**

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.**Pincombe & Sutherland,**

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

MONTREAL Markets Continued.

ceipts of fresh stock, and now 19 to 19½c. is the general idea. A good demand is to note, however, and the market is kept fairly well cleared up.

BUTTER AND CHEESE.

Butter does not show any special change. Dairy stock continues scarce and firm, but holders of creamery are easier in their views, although there is no change in price. We quote as follows: Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 00 to 20c.; Western 20c.

Aside from some odd jobbing business, there is no cheese market here now, and won't be any until the new stock is at hand.

PROVISIONS.

The provision market rules quiet. A small hand to mouth movement is noted in pork and smoked meats at full figures, but business is much below the average. We quote: Canadian short cut pork, per brl. \$23 to \$24; Canada mess pork, per brl. \$23 to \$24.00; Hams, city cured, per lb. 13c. to 14c.; Lard, Canadian in pails, 12½ to 13½c.; Bacon, per lb., 12 to 13c.; Lard, com. refined, per lb., 10½ to 12c.

INDIAN AND CEYLON TEAS.

McMeekin & Co's. circular regarding the course of these teas during the month of February says: The offerings of Indian at public auction were 102,000 packages, against 132,000 packages in the same month of 1892. The quality was generally somewhat inferior to earlier arrivals, and a considerable number of teas with reddish leaf and autumnal liquors passed through sale. Business generally throughout the country being dull and unsatisfactory, the trade showed little disposition to operate freely, but the very moderate offerings kept prices fairly steady. At the close of the month there was a better tone and a slight advance in values was observable except in Broken Pekoes, of which the supply is in excess of the demand. The average of public sale prices for the month was 9¾d. per lb. against 8¾d. per lb. for the corresponding month of last year. The imports were 8,810,000 lbs., and the deliveries 8,689,000 lbs., leaving in stock on 28th February 50,210,000 lbs.

The offerings of Ceylon at public auction were 52,000 packages against 65,000 packages in the same month of 1892. The course of the market during the month followed that of Indian teas, the demand being chiefly for the lower leaf grades. Broken Pekoes were neglected, but the small proportion of fine quality teas offered met with good competition. The average of public sale prices for the month was 9¾d. per lb. against 9¼d. per lb. for the corresponding month last year. The imports were 5,125,000 lbs., and the deliveries 4,104,000 lbs., leaving in stock on 28th February 13,675,000 lbs.

In China teas there was only a moderate business passing and 3,400 packages of Java teas were offered in public auction.

WHY HOG PRODUCTS ARE HIGH.

The reason why hog products bring so high prices this year lies in the fact that the winter's packing all over the continent shows an enormous shortage, says an exchange. Chicago has a deficiency that has not been less but once in twenty years. Most other points fell behind previous seasons. Cincinnati reports less hogs packed than in 48 years; Milwaukee packed less than any season since 1866; St. Louis less than 1869; Indianapolis less than since 1873; Kansas City is behind all seasons since 1885. The United States Government report says that North America has 48,059,045 hogs; South America, 2,723,516; Europe 49,164,341; Asia, 488,937; Africa, 546,909; Australia, 1,156,325; Oceania, 33,151; making a total supply of 102,172,224. It is estimated receipts of hogs at Chicago this month will be about 400,000; that a leading speculator has May lard practically cornered, and is shipping it from Chicago as fast as it is being made; that other parties are manipulating pork and ribs, both on the bull and bear side.

A GREAT CORPORATION.

The United Alkali Co., of Great Britain, whose head offices are in Liverpool, was organized rather more than two years ago, and represents, to all intents and purposes, nine-tenths of all the makers of alkali products in the United Kingdom. The capital of the company is between \$35,000,000 and \$40,000,000, and, in spite of the strenuous efforts of various manufacturers to prevent the formation of what was considered as a great combine, the company now occupies a most enviable position in England, being admirably managed and of a distinctly progressive character. The list of their various products would almost fill a column, but those in which the grocery trade is most interested are Caustic Soda, Bi-Car. Soda, Soda Crystals, Crystal Carbonate, Bleaching Powder, Soda Ash, and Sulphur. The most improved processes of manufacture have been adopted by them, and continual additions and improvements are being made to their already extensive works. Their products have no superior in the world for the various uses, and in spite of the high duties ruling on the continent of Europe, French, German and Italian manufacturers find it more economical to import their goods than to manufacture at home. Their exports to the United States are enormous, while in Canada they probably supply three-fourths of all the alkali products used. The various departments of the business are carried on under distinct management, special sales agents handling the sale of special products. Their office and headquarters for Ontario are at 43 1-2 Wellington street east, Toronto, and is under the management of Arthur P. Tippet & Co., who have charge of the following departments for the Canadian trade, viz., Bi-Carb. Soda, Crystal Carbonate and Sulphur products. The recovered sulphur

manufactured by the U. A. Co., is the purest form of sulphur produced, it being guaranteed over 99 per cent. pure.

Mr. Nicholas Flood Davin, M.P. has withdrawn his motion to discontinue the grinding in bond privileges, the Government having opposed the motion.

R. Randall, general storekeeper, Bewdley, Ont., has made an assignment to Charles Langley, Toronto. The liabilities will amount to about \$1,000, with assets nominally the same.

Grant Milligan, cigar manufacturer, St Thomas, has made an assignment to Angus McKenzie for the benefit of his creditors. The assets are placed at \$125 and liabilities \$1,000.

The boot and shoe stock of M. Irving, College street, Toronto, amounting to \$872 was sold to Cole & Co. for 70½c. on the dollar and the book debts were purchased by the same firm at 20c. on the dollar. The general stock of G. W. Woodland, Durham, was sold to Joshua Woodland, for 45½c. on the dollar.

A petition has been presented to the House asking for an amendment to the Weights and Measures Act, so far as it relates to the weight of vegetables by the bushel. On Monday it was officially stated no change would be made in the law during the present session.

An Ottawa correspondent telegraphs: "Mr. J. D. Noble, of Petrolea, representing the coal oil interests, is here arranging the new regulations which are to govern the importation of coal oil into Canada in tank cars. The refiners are confident that the resolutions can be framed in such a way as to interfere very little with a practical monopoly of the home market."

It is not likely that the French treaty between Canada and France will be ratified by the Dominion Parliament this session. The Minister of Finance stated Tuesday in the House that he found so many changes made by the French Government since the treaty was signed, and all to the disadvantage of Canada, that, pending explanation of these matters, he will not ask Parliament to ratify the same.

It is stated that the salt mines of Nevada throw into the shade all others known in the United States. One bed is reported to cover 15,930 acres, and no bottom to this salt has been discovered. As deep as the work has gone the bed is solid rock salt, and from a depth of thirty-five feet the salt water comes so rapidly as to prevent work without efficient pumping arrangements. The salt water wells fill up to the surface, and overflow the large floor, from which the fine white salt is continually gathered. The floor several acres in area, has been so well leveled that the water flows evenly over it, and thus by exposure to the atmosphere it rapidly evaporates, leaving a stratum of fine white salt. The yield and production go on continually, and the more rapidly it is removed the better the quality of the salt.—Ex,



Specially
Adapted
for Lenten
Season,

Containing no Meat Extracts.

WRIGHT & COPP,

DOMINION AGENTS, TORONTO.

ESTABLISHED 1851.

WE OFFER:

200 BARRELS

No. 1 Labrador Herrings

At \$4.45

Write us for other Prices
of Groceries.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard,

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

**SPECIAL TEA
SALE**



During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.

Don't fail to get our Prices
and Samples

J. W. LANG & CO. 59, 61 and 63
FRONT ST., E.
Cor. Church

SEASONABLE GOODS

"Clover Leaf" Salmon, flat tins.
"Royal" Lobsters, XXX.
Pure Codfish, 1lb. rolls in 5lb.
boxes, 12 in Crate.
Also Prime Herrings in barrels
and Halves.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

SYRUPS --

Extra bright pure Sugar goods,
Best value offered.

Special quotations 5 Barrel
lots and upwards.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUE

IN **Raw Sugars,**
Syrups and Molasses.



**Smith and
Keighley**

9 Front St. E., Toronto.

TEAS --

—❖— **A SPECIALTY.**

PERKINS, INCE & Co.,

41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE

AND
PICKLE

MANUFACTURERS,
107 STRAND

Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

FOR LENT.

FRESH ARRIVALS --

Barrels No. 1 Labrador Herrings.
Half Barrels No. 1 Labrador Herrings
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

T. KINNEAR & CO.,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

TO GET AT THE BETTER HALF.

The following is the text of a bill that has been framed by the Grocers' Protective Association of Paterson, and that they propose to introduce in the New Jersey Legislature: 'Every married woman living with her husband shall be equally liable with him for all debts incurred for necessary goods, wares and merchandise of every kind supplied to them or either of them for the use of their family, and such debts may be enforced by an action at law against said married woman and her husband in the same manner that such debts may now be enforced against the husband.'

INTRODUCING NEW GOODS.

Referring to the communication of a retail grocer which appeared in the New England Grocer, the Philadelphia Cash Grocer says that while it holds that wholesale dealers and jobbers "are necessary to the success of the retail dealer, and, therefore, entitled to a fair profit on all goods sold by them, it does seem to us that those who really introduce the goods to the consumer should have more consideration than those who are only distributors. It is the retail dealer who introduces the article, who forces it to a trial by consumers, and, if it be a good thing, creates a demand and a market for it. His compensation is usually the small margin left after the wholesale dealer or distributor has had his profit, when, in all fairness, he ought to have the full profit above the manufacturers' price as a reward for his labor. Of course, when the market is created for an article it is a gain for the wholesale trade, too, for the whole of the retail trade is seldom accessible to the manufacturer, and that which is not must be supplied by the wholesale dealer. It would be good policy for the manufacturer of a new article of general consumption to use the retail trade to introduce it, by offering the latter all the inducements that are usually thrown in other directions. There is promise of quicker and more successful returns in such a policy, and it is worth trying at any rate."

There is, doubtless, a too prevalent idea on the part of manufacturers that they can force a retail dealer to handle their goods. That's the reason they sell to consumers—to advertise the goods, as they say. The fact is that the retail dealer has more to do with the introduction of new goods than these manufacturers admit. A grocer can force its sale, or he can supply it only when called for—and can even in supplying that demand do it in a way to prevent large sales.

On the other hand it must be borne in mind that the advertising done to the consumers in the daily press—done by manufacturers—does help the retailer.

The truth is that if the manufacturers

held out to the retailer the inducements that is claimed they give the wholesalers—someone would cut the price and soon all would follow. The wholesalers don't do this. When cutters cease from the land then will the manufacturers hold out better inducements to the retail trade.

The retail grocer who asks for the doing away with the retail grocer is as inconsistent as the farmer who asks for the doing away with the retail grocer. There must be a wholesaler, retailer, and consumer.—N. E. Grocer.

BEESWAX.

The manufacture of beeswax is in itself an important industry in the United States. Formerly it was prepared in a crude way by simply pressing the honey out of the comb. The best of it is made from the cappings with which the bees cover up the cells after they are filled with honey. It is now commonly refined for market by a new process of American invention, sun's rays being employed to assist the operation. The crude wax is put into a shallow metal tank covered with glass, along side of which is a mirror so placed as to reflect the rays of the sun into the tank. This produces a very high temperature inside of the tank, the bottom of which is an inclined plane. The wax as it melts runs down and strains itself through wire gauze into a receptacle.

After cooling, it is ready for market. Beeswax is utilized for a great variety of purposes—among others, for artificial flowers, phonograph cylinders, ointments, pomades, leather dressings, and the beautifying of floors. It is used for embalming the dead, and by dentists for taking moulds of people's jaws. In India it is employed for dyeing clothes, those portions of fabric which are not intended to take the color being covered with a thin layer of wax. One of the most important uses for beeswax is in the manufacture of candles. Roman Catholic priests are not permitted by the regulations of the church to employ candles made of any other material than wax produced by bees. In the Greek Church everyone who attends divine services must bring a candle of wax. The people provide themselves for this purpose with little tapers.

In countries about the eastern part of the Mediterranean these tapers are current like coins, being a medium of exchange in a small way. The charitable give them to beggars instead of coppers. Mendicants go from door to door with baskets, collecting the little candles, and sell them to the churches. In Europe much wine and vinegar are made from honey, and in France cakes of honey, sugar and almonds are consumed in large quantities. Honey is chiefly utilized for medicinal purposes in China. There, as well as in India, the larvae of bees are

considered a delicacy, and the brood-combs containing young grubs are much relished.—Boston Transcript.

RETAILERS RIGHTS.

It is surprising that any question has been raised regarding retailers being justified in advancing prices to keep in line with market fluctuations the same as wholesalers do, caustically remarks Herald of Commerce. Why should they not have the same privilege? Why should they abandon any opportunity to secure a legitimate profit? By what law of trade or justice has the wholesaler such right above the retailer? If a retail dealer has had the keen foresight to purchase goods at an advantage and the same line of goods rises in market value, it is his good fortune and good business methods that he has to thank, and if he pays for his goods and gets no extortionate prices above market value it is nobody's business but his own at what rate he sells them. The retail dealer is but a wholesale dealer in embryo. He supplies the wholesaler the same as the wholesaler supplies him, and has just as much right to a corresponding margin of profit as anyone, and the more fool he if he does not secure it. In this case it is a poor rule that won't work both ways. Competition forces goods down, but does not force them up. When goods fall the retailer has to submit no matter what they cost him, and it is neither justice to himself or his neighbors in business to sell goods at less than market value, or without a fair and legitimate profit.

Leave throat cutting and price cutting to the pirates in trade, and gain respect by honest dealing.

THE GROCER AND THE PRETTY GIRL.

She is pretty and pert, and as she enters the grocery store the eyes of the proprietor follow her round with silent admiration. She asks for celery, and while she is trying to make up her mind as to whether she will take a ten cent bunch or a thirteen cent bunch she eats nuts out of a basket and throws the shells on the floor.

The eyes of the proprietor still follow her, but there is a different look in their depth. After having nibbled at some dates, whose stones follow the shells, she tries some crackers, samples some cheese, and finally decides on the ten cent bunch of celery, which she requests the grocerman to "send round as soon as possible."

With a final grab at a handful of nuts she makes her way out, leaving a trail of shells, stones, and cracker crumbs.

The grocer orders the boy to "sweep up," and spends the rest of the evening in trying to calculate how much he lost on that bunch of celery.



Brantford Starches

REVISED PRICE LIST

Subject to Change Without Notice.

LAUNDRY STARCHES.

FIRST QUALITY WHITE LAUNDRY

3 lbs. Cartoons, Boxes, 36 lbs, 4 cts.
 " Brls., 175 " 3 1/4 "
 " Kegs, 100 " 3 1/4 "

CANADA
 LAUNDRY, Boxes, 40 " 3 1/4 "

BRANTFORD GLOSS:

1 lb. Fancy Boxes, Cases, 36 " 5 1/4 "

LILY WHITE GLOSS:

1 lb. Fancy Cartoons, Cases, 36 " 5 1/4 "
 6 lb. Draw lid Boxes, 8 in
 Crate, - - - - - 48 " 5 1/4 "

BRANTFORD COLD WATER RICE STARCH:

1 lb. Fancy Boxes, Cases, 28 " 8 "

CULINARY STARCH.

No. 1 PURE Prepared Corn:

1 lb. Packages, Boxes, 40 lbs. 6 "

CHALLENGE Prepared Corn:

1 lb. Packages, Boxes, 40 " 5 1/4 "

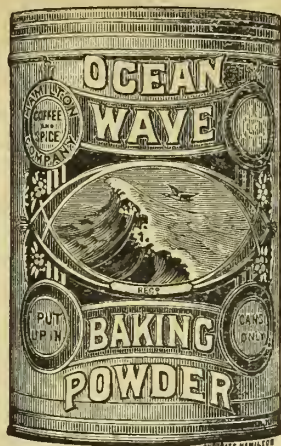
Ten-Box Lots, assorted, Delivered at any Railway Station
 in Ontario or Quebec.

DISCOUNT OF 2 1/2% ALLOWED ON 40 BOXES
 OR MORE.

TERMS--30 DAYS NETT.

BRITISH AMERICAN
 STARCH CO.,
 LIMITED,

Brantford, Ontario.



Pleases . . .
 Everybody



Sold only in Cans by the Live
 Wholesale and Retail
 Trade

and Manufactured by

THE HAMILTON SPICE
 AND COFFEE CO . . .
 HAMILTON, ONT.

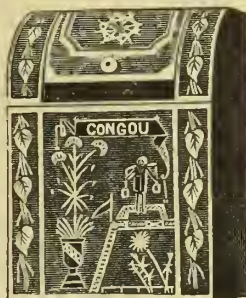


An Attractive Show Window

Catches nearly everybody. Place a portable
 XL COFFEE ROASTER
 in your window and let passers by smell the
 aroma of the fresh roasted coffee. Send for a
 picture of a show window with a Coffee Roaster
 in it.

67 PEARL ST.,
 NEW YORK.

The Hungerford Co.



Tea Caddies all Sizes

SPICE, BAKING POWDER AND TOBACCO TINS,
 AND TIN SIGNS,
 LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE MCCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

WE'LL NEVER SAW ITS EQUAL JUST
 5 MINUTES FROM START TO FINISH
 WITHOUT EITHER DIRT OR
 MIXING AND A
 BEAUTIFUL
 POLISH.



SILVER STAR STOVE POLISH
 BLACK
 BRILLIANT
 BEAUTIFUL
 This
 polish entirely
 supercedes all
 others, being a
 paste all ready
 for use, produces
 a jet black enamel
 gloss with but half
 the labor.
 Sold everywhere.

F. F. DALLEY CO. OF HAMILTON LTD

THE GROCER.

The grocer needs must be a man of starting versatility,
Considering all the things he has to sell;

And it's very gratifying to observe the great ability
With which he handles everything so well.

In glancing through the columns of
THE GROCER'S current prices,
The multitude of merchandises sold,
From Woodenware or Pickles, to Petroleum or Spices,
Is really most amazing to behold.

There are Chocolates, Cocoa, Licorice,
Canned Meat and Drugs and Paris Green,
Knife Polish, Mince Meat, Mustard,
Chewing Gums,
Jams, Jellies, Linseed Oil, Sardines, Soap,
Fluid Beef and Glycerine,
Molasses, Lemons, Castor Oil and Plums,
Saltpetre, Coffee, Salmon Trout, Figs,
Muscateles and Arrowroot,
Tobacco, Yeast, Wax, Foods for old and young,
Tea, Baking Powder, Persian Dates,
Clothes Pins, and hundreds more to boot,
Brooms, Biscuits, Devilled Chicken, Ham and Tongue.

So I think you'll all agree with me that this enumeration

Is sufficient my reward to justify,
That the grocer's versatility is worthy admiration,

Yet I'll give you still another reason why.

You cannot fail but notice that with wondrous perspicacity

To keep right up to date he never fails;
For his store is always stocked to its uttermost capacity

With Eddy's Matches, Washboards,
Tubs and Pails.

'TIS A STAB AT RETAIL GROCERS.

There was a meeting of the patent medicine manufacturers and vendors in Toronto Tuesday to take steps to prevent the Local Legislature amending the Pharmacy Act. The druggists of the province will have a bill introduced during the coming session providing that no one who is not a properly certified member of the Pharmaceutical Association will be allowed to sell medicines of any kind. This will seriously affect the business of the retail grocers and general shopkeepers, who are large handlers of patent medicines and simple remedies and on which the profits are larger than on any other lines they handle. It is stated that the object the druggists have in view is to prevent such men as Eaton & Co., who have sold patent medi-

cines at less than the regular prices. The bulk of the business in patent medicines and simple remedies, such as castor oil, epsom salts, senna, etc., is done by the general storekeeper, who is in many instances miles away from any drug store.

THE FAST ATLANTIC SERVICE.

The committee of the Montreal Board of Trade appointed to consider the question of a fast Atlantic mail service in response to a resolution of the Toronto Board have submitted a report signed by all but one member in favor of the project. The objector is Mr. Edgar Judge, the well-known flour merchant, who takes the ground that for all practical purposes a line of steamers making from two to three knots more than the Vancouver or Parisian would meet the requirements of Canada. He considers also that the cost of running a steamer similar to one of the New York greyhounds would be \$75,000 per trip, and that the Government subsidy of \$750,000 a year would give only \$14,000 per trip, so that the steamer would have to earn \$61,000, which he considered very unlikely, to make both ends meet. However, despite his objections, the following report submitted by the committee was adopted by the council by a vote of nine to three.

To the Council of the Montreal Board of Trade:

Gentlemen,—Your committee, appointed on the 28th ult., upon the question of a fast Atlantic mail service, beg to report in the shape of the following draft resolution, which it submits for adoption by you:

That it is of great importance to the commercial interests of the Dominion that a Canadian fast Atlantic steamship service should be established at the earliest possible date.

That this council hereby urges upon the Dominion Government the desirability of giving such substantial aid as may be found necessary to secure a first-class steamship service between Great Britain and Canada, with a speed of not less than eighteen knots an hour, the steamships to come during the season of navigation to the ports of Quebec and Montreal, and to the most convenient Canadian Atlantic port during the winter months, and

That the Government should, at the same time, make the necessary arrangements with the several railways to ensure rapid despatch of all mails, passengers and freight carried by the said steamship line.

The whole respectfully submitted,

JAS. A. CANTLIE,
Chairman.

JNO. B. McLEA,
J. D. ROLLAND,
JAS. WILLIAMSON.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provisions trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

TO RENT—A STORE AND DWELLING, with a small stock of boots and shoes for sale. W. S. H., care GROCER. 12

GOOD OFFICES AND SAMPLE ROOMS—Ground and first floors. 43 Wellington East, Toronto. —11



TENDERS

INDIAN SUPPLIES

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon of THURSDAY, 20th April, 1893, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1893, duty-paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the supplies required, dates of delivery, &c., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having such authority will be admitted. The lowest or any tender not necessarily accepted.

L. VANKOUGHNET,
Deputy of the Superintendent-General,
of Indian Affairs.

Department of Indian Affairs.
Ottawa, March, 1893.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

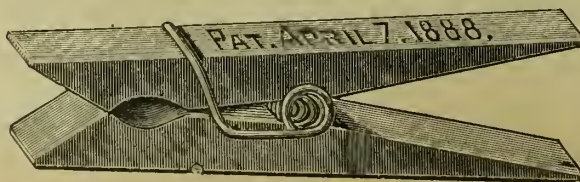
7 $\frac{1}{2}$ C.
Pound.

White
Clover
Honey
GENUINE.

QUALITY, THE FINEST AND
FLAVOR DELICIOUS.

In 50 and 10 lb. tins. Tins, 25 and 10c. each.
Order Promptly.

A. BEATTIE & CO., St. Marys.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

We are now booking
orders for Spring Shipments



BATTY'S World . .
Renowned

PICKLES, SAUCES, JAMS, JELLIES,
MARMALADES, ETC.

25 Finsbury Pavement, **Wright & Copp,** Dominion Agents **Toronto**
LONDON, ENG.



MacLaren's Imperial Cheese

In Glass Jars, Large, Medium, Small.

This Cheese contains more cream and butter fat than any other Canadian Cheese ever offered for sale on the Canadian or United States markets. We can strongly recommend it to every lover of fine, creamy, nutty flavored Cheese.

For Sale by Leading Wholesale Grocers, or

WRIGHT & COPP, Dominion Agents, **Toronto**



... **HIGHLAND** ...
A NEW SOURCE OF REVENUE
TO THE GROCERS
... **EVAPORATED** ...
CREAM Unsweetened ...

Add two parts of water to one of Evaporated Cream and it will answer perfectly for Dairy Cream. Dilute it with three parts of water, and you have an excellent quality of milk. Always pure and taintless.

... PREPARED BY ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try **BALA LICO-RICE**. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W. stamped on each drop. Try them.

75 Front Street East, - - TORONTO.

THE POSITION OF MUSTARD SEED.

The price for yellow mustard seed to-day is considerably above the normal, but from present indications there is no likelihood of a break in the value until the period approaches for the harvesting of the new crop. The past season proved an unfavorable one for the seed the world over. All the producing countries harvested quantities much smaller than the average, the Holland yield being barely sufficient for the home consumption, and the English considerably less than was required by the consumers of that country. The California yield had been increasing annually, and during the fore part of last year the leading authorities on the coast ventured the estimate of a probable harvest of 35,000 bags, but subsequent bad weather had an unfavorable influence upon the growing crop, and as the season advanced it became evident that these estimates would prove wide of the mark, and by the time harvesting began it was readily seen that the output would not come within one-half of the quantity counted upon. The results at the close of the harvest exhibited a quantity placed by best authorities as not to exceed 15,000 bags. During the growing season last year reports were received of the unfavorable prospects of the European crops, and later on similar advices began to come in regarding the California product. Though at first the advices were accepted rather cautiously, it soon became evident that an actual shortage in all producing countries threatened, therefore a gradual toning up of sellers' ideas followed, and from that time on the appreciation kept up, until the several crops had been harvested and passed from growers' hands. The market began to rise from the point of 4 1-2 to 4 3-4c., and by fractional advances the value gradually increased until 8 1-4 to 8 1-2c. was established as the quotation of the market, this full price having been reached during November. The demand during the fall was very active, the object being the concentration of the stock by our local operators. The competition to secure supplies was quite sharp, and holders on the coast dictated terms that in most instances were met with but little opposition. English buyers, unable to secure sufficient stock "at home," were compelled to look to California for quantities to piece up their requirements, and purchases were made there of fully 4,000 bags for distribution across the water. After reaching the extreme of 8 1-4 to 8 1-2c. the demand began to subside, and for the past four months no business of any consequence has been accomplished. During the period of inaction there has been only a slight modification of holders' selling limits. The stock to-day is concentrated in the hands of two or three concerns, and supplies are not seeking buyers below 7 3-4 to 8c. The market, though quiet, is regarded as strong, and any material increase in the demand would undoubtedly be followed by an appreciation. The prospects for this year's crop will be anxiously awaited, for upon such will depend the future value of the article. Some five months must elapse before new California can be placed upon the market, and holders in the meantime are counting upon a demand that will absorb the greater portion of the available supply. In past years the picking

season has been regarded as the period for active distribution, but more recent experience has shown that there is a good all-the-year-round trade, and that an active demand is likely to crop out at any moment, and it is just such an event that speculators are constantly anticipating. Whether England will require additional quantities to bridge the period to next crop is a question, but holders are not looking to Europe for the distribution of their stocks, they counting upon the trade of this country to take care of the bulk of the goods they are now carrying. European markets are entirely bare, the world's supply being centred to-day in the hands of our local merchants.—N.Y. Bulletin.

THE LOBSTER PACK.

Latest accounts from the British provinces are to the effect that the 1893 season for lobster fishing and packing will be a short one, shorter, if anything, than that of the years 1892 and 1891. Legal restrictions confine the fishing to the months of May and June, and, judging from the experience of several seasons, it is doubtful that the catch of lobsters exceeds the moderate average of the past few years. Of itself, the short season is significant, but another important point comes up in the shape of a demand for higher prices for raw material on the part of fishermen, who now ask \$1.75 per 100 pounds, against 50c. accepted for several years. On the top of this is another suggestive feature, the outcome of which is problematical, says N.Y. Bulletin. It is in the shape of full bids by a Maine packing establishment for the output of various Canadian canneries. The Maine goods command about \$1 per case more than the same stock packed under the Canadian canners' label and the Maine packers therefore figure conspicuously as buyers at practically the prices that similar goods are offered to the trade direct by the real packers. The several conditions here outlined, along with smallness of spot supplies, imparts decided strength to the future of the market.

IRRITATING THE GROCER.

The grocer idly leaning over his counter and wondering if it would not be good scheme to send to the cannery for a lot of fresh labels for the stock of apricots he had bought some three years ago, when a ring of the telephone bell called his attention, and this is what he got:

"Say! Is this Stringbein's grocer?"

"Yes'm," answered the grocer.

"What's potatoes worth?"

"Twenty cents a peck."

"Are they sound?"

"Certainly."

"If I take a bushel I can have them for 75 cents, can't I?"

"M'm—yes, I guess so. Where shall I send them?" "There's a peddler at the back gate, wants to charge me 25c a peck, and I'speck he's likely to give me short measure at that. Say, I think these peddlers are awful swindlers, don't you say so?"

The grocer didn't say so. He opened his mouth two or three times, but the words refused to come. It is just as well they did, for the sake of the telephone girl's nerves.—Ex.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada. BRANTFORD, ONT.

BOOKS FOR BUSINESS MEN.

How to Keep Store.

By Samuel H. Terry.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking, and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

Ideas for Hardware Merchants.

By D. T. Mallett.

This novel book is the only book ever written especially for Hardware men, and every Hardware Merchant will find it of decided help and of intrinsic value. It tells HOW TO ADVERTISE a Hardware Store. HOW TO DRESS a Hardware Store Window. HOW TO SELECT Seasonable Goods and HOW TO DISPLAY them to best Advantage. HOW TO MAKE a success with Hardware. HOW TO COMPETE with "Department Stores." HOW TO TURN a Credit Business into a Cash Business. HOW TO AVOID Bad Debts and Increase Trade. HOW TO SECURE Low Quotations from Jobbers and Manufacturers. HOW TO ARRANGE the Fixtures in a Hardware Store. HOW TO TREAT and Manage Clerks. HOW TO KEEP your Accounts with the Least Labor. HOW TO SYSTEMATIZE your Business and Arrange its Details. HOW TO ARRANGE Price Lists. HOW TO MEET close Competitors and HOW TO BE ENTERPRISING. HOW TO PROPERLY proportion Store Expenses, and thousands of practical hints for Hardware Merchants. —Paper Cover, \$1.

How to Sell Goods.

By B. F. Cummings.

A Prize Essay, 10c.

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. McLEAN PUB. CO., TORONTO.

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

JUST ARRIVED - -

Sphinx and Atlas Prunes,
Sheet Gelatine, pound packages,
Brooks' Monkey Brand Soap,
Bell, Pollitz & Co's Salad Oil, Gallon Tins,
Wanzer's Pure Soaps.

DAVIDSON & HAY,

36 Yonge St., TORONTO.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,

Write for Samples and Quotations.

BUSINESS CHANGES.

SALES MADE OR PENDING.

Mrs. F. Keen, grocer, London, has sold out.

F. Hemmings, confectioner, Rat Portage has sold out to D. Caslake.

Charles Brain has succeeded W. C. Faintlain, grocer, at Huntsville.

The general stock of Levi S. Lewis, Newboro', is advertised for sale Mar. 20.

Mr. White, fruits and tobaccos, Nanaimo, B. C., has sold out to Mrs. Thompson.

The grocery stock of A. Demers, Montreal, has been sold at 60 cents on the dollar.

The general stock of J. W. McDonald, Carleton Place, has been sold at 60c. on the dollar.

The estate of R. J. Armstrong, grocer, New Westminster, B. C. has been sold to A. McInnes

Mr. S. E. Hoyt has been taken into partnership in the wholesale grocery firm of Northrup & Co. of St. John, N. B.

The grocery and tea stock of H. Keene has been sold to R. A. Jones, of London West, at 65 cents on the dollar. The stock amounted to \$354

The general stock of M. McKenzie, of Port Rowan, valued at nearly \$3,000, was sold at auction in London a few days ago to Mr. Williams, of Tilsonburg, at 75 cents on the dollar. The general stock of Bean, Peltz & Bean, of Harriston, valued at \$3,243, was sold to W. Trott, of Oil Springs, at 72 cents.

PARTNERSHIPS FORMED AND DISSOLVED.

F. Gavlin & Co., general store, St. Felix de Valois, have dissolved.

A. Savage & Co., soap manufacturers, Montreal, have dissolved.

Cochrane Bros., general store, Petitcodiac, N. B., have dissolved.

M. Kay & McLean, general merchants, Eureka, N. S. have dissolved.

H. C. Barnes & Co., general merchants, Salisbury, N.B., have dissolved.

Pellerin & Dufresne, boot and shoe manufacturers, Montreal, have dissolved.

Canning, Walker & Co., fruit and flowers, Vancouver, have dissolved, W. H. Walker continuing.

C. P. England and W. H. Kilburn, have been registered proprietors of a general store at West Sheffield, Que.

E. F. Cook, W. D. Hughes, and John H. Cook have been registered as proprietors of the firm of Hughes, Cook & Co., oils and tallow, Montreal.

FIRES.

Henry Cross, general merchant, Fenella, has been burned out.

James Horgan, general merchant of Southport, P. E. I. has been burned out.

These have been burned out in Beamsville: Charles Jeffries, boot and shoes, and

W. Cornwell and Henry & Oldham, general merchants.

The grocery stock of J. E. Fitzsimmons, Ottawa, has been damaged by fire and water.

The grocery stock of A. Beaufay, Montreal, has been partially damaged by smoke and water.

Two general stores were burned out in Vanleek a few days ago, and neither carried insurance. They were P. T. McLaurin and J. R. McLaurin & Co.

DEATHS.

Mr. Angus McDonald, general merchant, Summertown, is dead.

Joseph Copp, of Copp Bros, general merchants, Port Elgin, N.B., is dead.

W. G. Munderloh, of the firm of Munderloh, shipping and general merchants of Montreal, is dead.

Mr. George Craig, of Bedford road, this city, died at his residence Saturday. He was a partner in the firm of Jacques & Hay, and latterly in that of R. Hay & Co.

Mr. James K. Cameron, secretary-treasurer of the Monetary Times, died suddenly Sunday evening. He was 36 years of age, and leaves a large circle of friends.

Zaccheus Pattison, one of Hamilton's best known merchants, is dead at the age of 81. For nearly half a century he had carried on business there as a biscuit manufacturer, and he was almost equally well known, in a business way, throughout Ontario.

Alexander D. Turner, youngest son of the late Senator Turner, died Saturday last in New York, where he was under the care of a physician. The deceased was formerly a member of the wholesale grocery firm of Turner, Rose & Co., of Montreal and Winnipeg. He had been in poor health for some time. He leaves a wife and three children, who are with Mrs. Turner at Highfield. He was a nephew of Mr. James Turner, of James Turner & Co., wholesale grocers, Hamilton.

Mr. George S. Michie, who has been suffering from the effects of an attack of congestion of the brain for the last three weeks, died Sunday afternoon at 5 o'clock. He was born in Strathdun, Aberdeenshire, Scotland, in 1861, and was educated at Christ's Hospital, London. In 1876 he came to Toronto and entered into partnership with his uncle, the late James Michie. Upon the death of the latter the entire business was taken over by the two brothers, George and Forbes Michie. Upon Forbes' death, some two years ago, the former assumed the entire control of the business. The deceased was a member of the Board of Trade, of St. Andrew's Society, and of the Toronto and Victoria Clubs.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

E. Norquay, grocer, Port Dover, has compromised.

L. E. Morin, jr., & Co., oils, Montreal, have suspended.

Moses Brown, boots and shoes, Fredericton, has assigned.

G. A. Biron, St. Telesphore, general merchants, has assigned.

Brown & Grant, lobster packers, Gabarouse, N.S., have assigned.

S. N. Lloyd, general merchant, Croyden, has assigned to the sheriff.

W. J. Fraher, general merchant, Sarnia, has assigned to A. E. Parey.

J. C. Anthony, boots and shoes, Stratford, has assigned to P. Pocock.

Edward Cassidy, butcher, Wyoming, has assigned to H. G. Taylor.

A demand of assignment has been made on O. Grenier, tobacconist, Montreal.

P. J. McLean, confectioner, Woodstock, N. B., is offering 50 cents on the dollar.

Joseph Nicholson, boots and shoes, Palmerston, has assigned to W. D. Hepburn.

G. W. Bell, general storekeeper, Vars, is offering to compromise at 40c. on the dollar.

The sheriff is in possession of the fruit and fish business of R. Beauchamp, Victoria, B. C.

W. Hyde, butcher, Ottawa, has compromised with his creditors at 25c. on the dollar.

The estate of J. C. Lapointe, general store, St. Jerome, Que., is offering 50 cents on the dollar.

A. W. Lawrie & Co., grocers, crockery and hardware, Port Dover, are offering to compromise.

E. A. Payne, general merchant, Burin, Nfld., has made application to be declared insolvent.

Butterworth & Bro., boot and shoe dealers, Brantford, have called a meeting of their creditors.

Alexander Gibson, general storekeeper, Kalmaurs, is offering to compromise at 45 cents on the dollar.

Stuckells & McBride, grocers, etc., have assigned to W. A. Campbell. A meeting of creditors will be held to-day.

W. H. Wyld, of Port Mulgrave, and W. D. Johnston, of Sunny Brae, N.S., general merchants, have both assigned.

Jos. I. Noble, custom boot and shoe dealer, St. John, N. B., has assigned. The liabilities are between three and four thousand dollars. Montreal and other western firms are interested.

"One strong point about this broom," said the grocer, "is the handle. It is made of tough, seasoned wood. You could knock a man down with it and not break it."

"I think," observed Mr. Enpecque, timidly, "I would—hum—prefer one with a pine handle if you please."

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:

"HAPPY THOUGHT" Counter Check Books

A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required; yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are \$1 per hundred lower than any other check book on the market. Made in any style and size.

Samples and price list free on application.

J. K. CRANSTON,
Wholesale Dealer in Store and
Office Supplies,
GALT, ONT.

"GRIP" and "CARTER" Check Books supplied at Manufacturers' Prices.

Mention this Paper.

OUR LATEST LEADER IS "THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.



Crosse & Blackwell

CELEBRATED FOR



**Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.**



—SOLD BY—

All Grocers in Canada

E. Lazenby & Son

Pickle Factories:

Cole St. and Globe St.,

Offices:

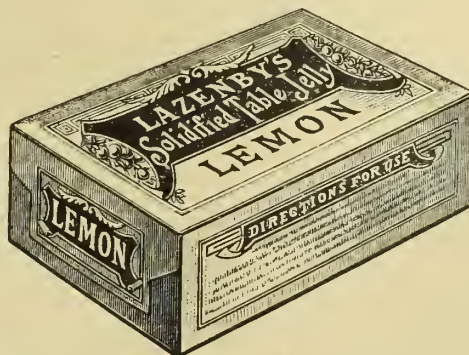
18 Trinity Street,

Soup Factory and Stores:

Grimscott Street,

. . LONDON . .

EVERY ARTICLE PREPARED BY US IS GUARANTEED ENTIRELY UNADULTERATED. OUR LABELS ARE AFFIXED ONLY TO THE CHOICEST GOODS.



Pickles, Sauces, Capers, Potted Meats, Soup Squares, Olive Oils, Olives, Fortt's Oliver Biscuits, Etc.

THE BEST IN THE WORLD

For Sale by Leading Dealers throughout Canada

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



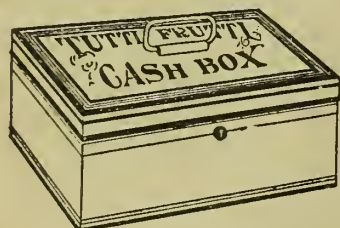
NONPAREIL DE GUICHE

Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

— DIRECT IMPORTERS OF —

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

— FOR —

MEXICAN FRUIT CHEWING GUM?

GENERAL STOCK OF MERCHANDISE AND BUILDING FOR SALE

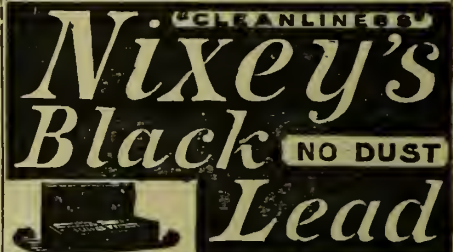
At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.



Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE



"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.
Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.



NIXEY'S
"SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.

Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.



For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.

6d. and 1s. Tins.

NIXEY'S
"INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

All Grocers should keep a supply of Genuine English Biscuits

HUNTLEY & PALMERS

Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St.,
London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

	Per doz
Apples, 3's.....	\$0 95 \$1 00
" gallons.....	2 00
Blackberries, 2.....	2 00 2 25
Blueberries, 2.....	1 00 1 10
Beans, 2's.....	0 90 1 00
Corn, 2's.....	0 87 1 00
" Epicure.....	1 15
" Special Brands.....	1 40 1 50

Peerless

PAYS YOU a better profit than any other.
Unequalled in Quality.
Guaranteed to Please.

Washing

Compound

See our Travellers, or write to

Pure Gold Mfg. Co.
TORONTO

Prices Current Continued—

CANNED GOODS.

Cherries, red pitted, 2's.....	2 10
Peas, 2's.....	0 90
" Sifted select.....	1 40
Pears, Bartlett, 2's.....	1 75
" Sugar, 2's.....	1 50
Pineapple, 2's.....	2 25
Peaches, 2's.....	2 00
" 3's.....	3 00
" Pie, 3's.....	1 75
Plums, Gr Gages, 2's.....	1 50
" Lombard.....	1 50
" Damson Blue.....	0 95
Pumpkins, 3's.....	3 00
" gallons.....	1 40
Raspberries, 2's.....	2 15
Strawberries, choice 2's.....	1 65
Succotash, 2's.....	0 85
Tomatoes, 3's.....	1 50
"Thistle" Finnan haddies.....	2 40
Lobster, Clover Leaf.....	2 60
" Impr'l Crown flat.....	1 90
" tall.....	1 80
" Other brands.....	1 10
Mackerel.....	1 45
Salmon, talls.....	1 70
" flats.....	13
Sardines Albert, 1/4's tins.....	20
" 1/2's.....	12 1/2
" Sportsmen, 1/2's genu- ine French high grade, key opener.....	10 1/2
Sardines, key opener, 1/2's.....	17 1/2
" Martiny, 1/2's.....	11 16
" Other brands, 9 1/2's.....	23 25
" P & C, 1/2's tins.....	33 36
" 1/2's.....	61 8
Sardines Amer, 1/2's.....	9 11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" " 2 ".....	2 70	2 80
" " 4 ".....	4 80	5 00
" " 6 ".....	8 00	8 25
" " 14 ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" ".....	2 60	
" ".....	4 75	
" ".....	9 50	
Par Ox Tongue, 2 1/2 ".....	7 85	
Ox Tongue.....	3 25	
Lurck Tongue.....	6 75	
" ".....	2 75	
English Brawn.....	2 50	
Camb. Sausage.....	4 00	
Soups, assorted.....	1 35	
Soups & Bouilli.....	2 25	
" ".....	1 80	
" ".....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50	
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25	

CHEWING GUM.

ADAMS & SONS CO.

To Retailers

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo.....	1 30
(with brilliant stone ring)	
Sappota.....	1 00
Sweet Fern.....	0 75
Red Rose.....	0 75
Magic Trick.....	0 75
Oolah.....	0 75
Puzzle Gum.....	0 75
Bo-Kay.....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	6 00
Tutti Frutti Girl.....	6 00
Sign Box (new).....	6 00
Tutti Frutti cash box 800.....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery.....	0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell.....	1 00
Cracker.....	1 00
O-Dont-O.....	1 00
Little Jap.....	0 70
Dude Prize.....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, 1/4's, 8 & 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

EPF's.

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENS DORP'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.....	\$2 40
1/4 " ".....	4 50
1 " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40

"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
" Fry's " Diamond 1/4's, 6 lb bxs.....	0 26
" Fry's " Monogram, 1/4's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's.....	4 50
" 1 lbs.....	8 75
Homopatic, 1/4's, 14 lb boxes.....	0 34
" 1/4's, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (1/4's).....	32
Mott's Breakfast Cocoa.....	35
Mott's Breakl. Cocoa (in tins).....	31
Mott's No. 1 Chocolate.....	22
Mott's Breakfast Chocolate.....	21
Mott's Caracas Chocolate.....	21
Mott's Diamond Chocolate.....	27
Mott's French-Can Chocolate.....	27
Mott's Navy or Cooking Choc.....	30
Mott's Cocoa Nibbs.....	5
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 92&24.....	22c-40
Mott's Confec Chocolate.....	21c-30
Mott's Sweet Choc. Liquors.....	21c-30

OWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes.....	70 75
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs.....	36
Queen's Dessert.....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	30
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb. Cocoa.....	56
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30

Breakfast Cocoa—	
In bxs 8 & 12 lbs., each, 1/2 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45

MENIER FABRICANT DE CHOCOLAT.
Paris et Noisiel.

Per 120 lb. case lot.....	Per 12 lb. box.....
Yellow wrapper.....	\$0 34 \$0 36
Chamois.....	0 43 0 48
Pink.....	0 50 0 56
Blue.....	0 58 0 68
Green.....	0 50 0 56
Lilac.....	0 58 0 66
Bronze.....	0 65 0 74
White Glace.....	0 73 0 83
Premium.....	0 38 0 42

Fancy Chocolates.

Fingers—	
40 in a box.....	per box } \$0 36 \$0 40
20 ".....	" " }

Croquettes—

Yellow wrap.....	2 70	3 00
Pink.....	3 75	4 20
Green.....	"	"

Croquettes are packed 12 lb. pack-
ages in a box, and 8 boxes in a case.

Pastilles—

Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	" " }
Green.....	0 55 0 60

Each case contains 54 1 lb packages or
108 1/2 lb packages.



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz. 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20
CHAS. BECK & SONS, per box	
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 ".....	1 25
" 4 " cotton bags.....	0 90

COFFEE.

GREEN.....	c. per lb
Mocha.....	28, 33
Old Government Java.....	25, 35
Rio.....	21 22
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 26
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	34
Our Own.....	32
Jersey.....	30
Laguayra.....	28
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

LEMON CRISPS.
VANILLA CRISPS.
CINNAMON CRISPS.
ORANGE CRISPS.
STRAWBERRY CRISPS.
TO BISCUIT & CONFECTIONERY CO., TORONTO.

J. W. COWAN & CO.

Currants, Patras, bbls	62	61
" " " bbls.....	62	65
" " " cases	7	7 1/2
Vostizzas, cases.....	7 1/2	9
" " " cases	8 1/2	10
5-crown Excelsior (cases)	8	8 1/2
" " " case.....	8 1/2	8 3/4
Dates, Persian, boxes,.....	54	52
Figs, Elemeas, 14oz., per box	10	10 1/2
" 10 lb boxes	10	11
" 30 lb bx. 7 crown	14	14 1/2
Prunes, Bosnia, casks		

Oats, No 2, per 34 lbs	34	34
Barley, No 1, per 48 lbs..	...	45
" No 2 extra.....	...	40
" No 3 " 	36	38
Rye	53	55
Peas	56	57
Corn	00	00

Tubs, No. 1	15	50
" 2	13	25
" 3	11	00
Nests of 3	3	40
Keelers No. 1	10	00
" 2	9	00
" 3	8	00
" 4	7	00
Milk pans	3	25
Wash Basins, flat bottoms	3	25
" round	3	50
Handy dish	3	75
Water Closet Tanks	18	00

Hay, Pressed, "on track	9 25	9 50
Straw Pressed, "		5 50

JAMS AND JELLIES.

Alum	lb	\$0 02	\$0 03
Blue Vitriol.....		0 06	0 07
Brimstone		0 03	0 03½
Borax.....		0 12	0 14
Camphor		0 80	0 85
Carbolic Acid.....		0 30	0 50
Castor Oil.....		0 07½	0 08
Cream Tartar.....		0 28	0 30
Epsom Salts		0 02½	0 02½
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
boxes		0 15	0 17
Gentian		0 10	0 13
Glycerine, per lb.....		0 17	0 20
Hellebore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 30	0 35
Salpetre		0 08½	0 09
Soda Bicarb, per keg.....			2 50
Sal Soda		1 00	1 25
Madder		0 12½	

Selected		6½	6½
Layers		6½	7
Raisins, Sultanias		6½	10
" Elome			
" Malaga			
London layers	....	2	25
Loose muscatels, Califor	1 60	1	70
Imperial cabinets			
Coincisseur clusters	3 50	3	60
Extra dessert		4	50
" " grs.			
Royal clusters			
Fancy Vega boxes			
Black baskets	3 40	3	50
" " grs.			
Blue			
Pine Dehesas			
" " grs.			
Lemons	3 00	3	00
Oranges, Jamaica	2 75	3	50
" Valencias		4	50
" Floridas	3 00	3	50
" Seedlings			
" Navels			

CUT NAILS, from Toronto		
50 to 60 dy basis.....		2 30
40 dy.....		2 35
30 dy.....		2 40
20, 16 and 12 dy.....		2 45
10 dy.....		2 50
8 and 9 dy.....		2 55
6 and 7 dy.....		2 70
5 dy.....		2 90
4 dy A P.....		2 90
3 dy A P.....		2 90
4 dy C P.....		2 80
3 dy C P.....		3 90

HORSE NAILS:
"C" 60 and 5 per cent. from list.

HORSE SHOES:
From Toronto, per keg 3 6

SCREWS: Wood—
Flat head iron 77½ p.o. dis.
Round " " 72½ p.o. dis.
Flat head brass 75 p.o. dis.
Round head brass 70 p.c.

WINDOW GLASS: (To find out what size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be the first break glass, i.e., not over 25 inches in the sum of its length and breadth.)

1st break (25 in and under).....	1 3/4
2nd " (26 to 40 inches)	1 5/8
3rd " (41 to 50 ")	1 3/4
4th " (51 to 60 ")	3 7/8
5th " (61 to 70 ")	4 0/8

ROPE : Manilla	0 11
Sisal	0 09
New Zealand.....	0 08

AXES: Per box, \$6 to \$12.
 SHOT: Canadian, dis. 12½ per cent.
 HINGES: Heavy T and strap ...04½ 05
 " Screw hook & strap. 03½ 04

WHITE LEAD: Puro Ass'n guarantee			
ground in oil.			
25 lb. irons.....	per lb	...	..
No. 1	"	...	...
No. 2	"	..	...
No. 3	"	..	...

TURPENTINE	Selected packages, per		
gal	0 53	0 55	
LINSEED OIL	per gal, raw	0 59	0 61
Boiled, per gal.....	0 62	0 64	
GLUE: Common, per lb....	0 10	0 11	

INDURATED FIBRE WARE.

½ pail, 6 qt.....	\$4 0
Star Standard, 12 qt	4 5
Milk, 14 qt.....	5 5
Round bottomed fire pail, 14 qt.	5 5

DELHI CANNING CO	
Jams assorted, extra fine, 1's .	2 25
Jellies, extra fine 1's.....	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
	Per lb
Jams, absolutely pure—apple...	\$0 06
Family.....	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb....	0 12
Plum.....	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.
NIXEY'S

"Cervus" boxes of 1 doz.
6d.....London 5s., Canada, \$2 00
"Cervus" boxes of 1 doz.
1s.....London 10s., Canada, \$4 00

LICORICE.	
YOUNG & SMYLYE'S LIST.	
5 lb boxes, wood orsapper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
"Ringed" 5 lb boxes, per lb.....	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
'Acme' Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and ToluWafers, 5 lb cans per can.....	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans.....	1 50
"Purity" Licorice, 200 sticks.	1 45
" " 100 "	0 72½
Imitation Calabria, 5 lb bxs p lb.....	0 25

MINCE MEAT.
J. H. WETHEY'S—ST. CATHARINES
Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S.		cts
Durham, Fine, in $\frac{1}{2}$ and $\frac{1}{4}$ lb tins		
"	per lb.....	25
"	Fine, in 1 lb jars.....	22
"	Fine, in 4 lb jars.....	70
"	Ex. Sup. in bulk, per lb	30
"	Superior in bulk, p. lb	20
"	Fine, ".....	15

CHERRY'S IRISH	
Pure in 1 lb. tins.....	0 40
Pure in ½ lb. tins	0 42
Pure in ¼ lb. tins	0 44

WM. CANE & SONS, MANUFACTURING CO.

NEWMARKET.	
	Per doz.
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs.....	9 50
No 2 ".....	8 50
No 3 ".....	7 50

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1, 1 1/2 oz...	1 25
" " " " 2, 2 oz....	1 75
" " " " 3, 3 oz....	2 00

(SEELY'S FLAVORING)	per doz
Concentrated, 2 oz. full measure	1 75
" 4 oz. " " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

JOHNSTON'S, MONTREAL

		per doz	
Cases,	No. 1, 2 oz tins	\$2 75	\$3 00
"	No. 2, 4 oz tins....	4 50	5 00
"	No. 3, 8 oz tins....	8 00	8 75
"	No. 4, 1 lb tins....	12 00	14 25
"	No. 5, 2 lb tins....	25 00	27 00

FOREIGN.

Currants, Provincial, bbls.	...	54	6
" " " bbls	57	6	
" Filiatras. bbls....	54	6	
" " bbls....	54	6	

DOMESTIC

Apples, Dried, per lb.....	0 05½
do Evaporated.....	0 09½ 0 10

FISH.

Oysters, per gallon	1	50
" select, per gallon	2	60
Pickarel.....per lb	0	07
Pike.....do	0	07
White fish.....do	0	07
Manitoba White fish do	0	73
Salmon Trout.....do	0	07
Lake herring.....p. 100	3	00

5 Pickled and Salt Fish :

Labrador herring, p.bbl	6 00	6 25
Shore herring	"	5 00
Salmon trout, per ½ bbl	.....	.....
White Fish, ½ bbl.....	.....	.....

Dried Fish :

Codfish, per quintal.....	5 25	5 75
" cases	6 00	6 50
Boneless fish per lb	.....	0 04½
Boneless cod..... "	0 06½	0 08

Smoked Fish:

Finland Haddies, per lb	0 07	0 05
Bloaters.....per box	1 00	2 25
Digby herring..... "	0 12	0 15
Sea Fish: Haddock per lb	0 05	0 05
Cod..... "	0 05	0 07
B.C. salmon	"	0 13
Market Cod	"	0 05
Frozen Sea Herrings	2 65	3 00

GRAIN.

Wheat, White.....	0 65	0 65
" Red Winter,....	0 65	0 66
" Goose	0 60	0 63
Wheat, Spring, No 2.....	0 61	0 63
" Man Hard No 1..	0 83	0 84
" " No 2.....	0 80	0 82
" " 3.....	0 74	0 75

CHERRY'S IRISH	
Pure in 1 lb. tins.....	0 40
Pure in ½ lb. tins	0 42
Pure in ¼ lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	14 1/2	15
" Tarragona	16	16 1/2
" Fornigetta	14 1/2	15
Almonds, Shelled Valencia	28	32
" Jordan	45	50
" Canary	28	30
Brazil	14 1/2	15
Cocoanuts	5	6
Filberts, Sicily	10 1/2	11
Pecans	11	15
Peanuts, roasted	12	13
" green	10	11 1/2
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.

5 to 10 bbl lots, Toronto...	Imp. gal
Canadian	0 14 80 15
Carbon Safety	0 17 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 25
" Water White	0 24 0 25
Photogene	0 27 0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

Wright & Copp, Toronto, Agents,

		per doz
Home Made Tomato Catsup, qts	6 00	
" " " pts	3 50	
" " " 1/2 pts	2 00	
Chili Sauce	4 50	
" " " 1/2 pts	3 25	
Soups (in 3 lb cans).		
Tomato	3 50	
Fancy-Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4 50	

Fancy — Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4 25
Worcester Sauce, 1/2 pts..	\$3 60 \$3 75
" " pints	6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.

DAIRY.		Per lb
Butter, creamery, tubs.	\$0 23	\$0 25
" dairy, tubs, choice	0 19	0 20
" " medium	0 15	0 17
" low grades to com	0 13	0 15
Butter, pound rolls	0 20	0 22
" large rolls	0 18	0 20
" store crocks	0 18	0 20
Cheese	12	0 12 1/2

COUNTRY

Eggs, fresh, per doz	0 17	0 18
" limed	1 25	1 50
Beans	1 00	2 25
Onions, per bbl	90	95
Potatoes, per bag	0 13	0 15
Hops, 1891 crop	0 17	0 20
" 1892 "	0 05	0 08
Honey, extracted	0 12	0 14
" section		

PROVISIONS.

Bacon, long clear, p lb.	10 1/2	0 11
Pork, mess, p. bbl.	22 00	23 00
" short cut	0 13 1/2	0 14
Hams, smoked, per lb.	0 12	0 13
" pickled	0 14	0 11
Bellies	0 10 1/2	0 11
Rolls	0 13	0 13 1/2
Backs	0 10	0 10 1/2
Lard, pure, per lb.	0 06 1/2	0 07
Compound	0 06 1/2	0 07
Tallow, refined, per lb.	0 02	0 02
" rough		

RICE, ETC.

		Per lb
Rice, Aracan	3 1/2	4
" Patna	4 1/2	5 1/2
" Japan	5	6 1/2
" extra Burmah	3 1/2	4
" Java extra	6 1/2	10
" Genuine Old Carolina	9 1/2	10
Grand Duke	6 1/2	6 1/2
Sago	4 1/2	5 1/2
Tapioca	5	5 1/2
Goathead	5 1/2	6

ROOT BEER.

Hire's (Liquid) per doz	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 14	\$0 16
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	16	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs, " "	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and bris	3 1/2
1st quality white, 3 lb. cartons.	4
Lily White gloss, crates and cases	5 1/2
Brantford gloss, 1 lb.	5 1/2
Canada Laundry, Boxes	3 1/2
Pure Prepared corn	6
Challenge Corn	5 1/2

KINGSFORDS OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8

Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1 lb.	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	6 1/2
Durham corn starch	6

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6
Ivory Gloss, fancy picture, 1 lb packs	6
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivory Starch in cases of 40 packages	\$3 00

SUGAR.

		c. per lb
Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	5 1/2
" 50 lb. boxes	5 1/2	5 1/2
Extra Ground, bbls	5 1/2	5 1/2
" less than a bbl	5 1/2	5 1/2
Powdered, bbls	5 1/2	5 1/2
" less than a bbl	5 1/2	5 1/2
Extra bright refined	4 1/2	4 1/2
Bright Yellow	3 1/2	4
Medium "	3 1/2	3 1/2
Brown	3 1/2	3 65

SALT.

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" small lots	0 85
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40
Common, fine car lots	0 75
" small lots	0 95
Rock salt, per ton	12 00
Liverpool coarse	0 75

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Nourishment versus Stimulants - -

Extracts of Beef Stimulates only
Johnston's Fluid Beef nourishes thoroughly
Stimulants make you feel good temporarily
Nourishment does you good permanently

Which would you choose to give you Strength,

Johnston's Fluid Beef or Extracts of Beef.

- - The Johnston Fluid Beef Co.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

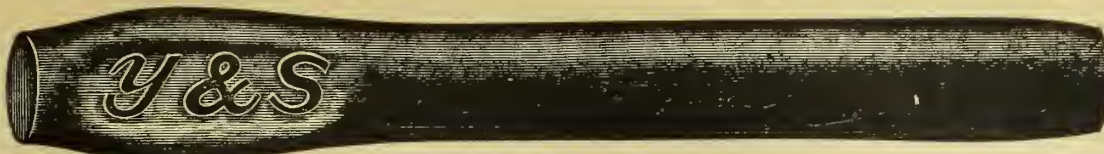
Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

HIGGINS' EUREKA SALT.		
F.o.b. Montreal—	Per Sack.	
Full sacks, 22 1/2 lbs.	\$ 2 30	
Quarter sacks, 56 lbs.	0 58	
Sacks con'g 16-14 lb. p'kts.	2 75	
F.o.b. Toronto—		
Full sacks, 22 1/2 lbs.	2 60	
Quarter sacks, 56 lbs.	0 67 1/2	
Sacks con'g 16-14 lb. p'kts.	3 00	

SYRUPS AND MOLASSES.		
SYRUPS.	Per lb.	
	bbls. 1/2 bbls.	
D.	2 1/2	
M.	2 1/2	
B.	2 1/2	
V.B.	2 1/2	
E.V.B.	2 1/2	
E. Superior	2 1/2	
XX	2 1/2	
XXX	2 1/2	
Crown	3 3 1/2	

MOLASSES.		
	Per gal.	
Trinidad, in puncheons.	0 32 1/2	0 35
" bbls.	0 36	0 37
" 1/2 bbls.	0 40	0 40
New Orleans, in bbls.	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" barrels.	0 42	0 44
" 1/2 barrels.	0 44	0 46

SOAP.		
	per lb.	
Ivory Bar, 1 lb. bars.	7	
Do. 2, 6-16 and 3 lb bars	6 1/2	
Primrose, 1/4 lb bars, wax W	6	
John A. cake, wax W. per doz	42	
Mayflower, cake,	42	
Gem, 3 lb bars per lb.	5	
" 13 oz, 1 and 2 lb. bars	5 1/2	
Queen's Laundry, per bar.	7	
Pride of Kitchen, per box.	2 75	
Sunshine, boxes, 100 tablets	6 50	
" 50 "	3 40	

MORSE'S SOAPS.		
	Per lb.	
Mikado (wrapped)	0 06	
Eclipse	0 06 1/2	
Stanley Bar	0 06 1/2	
Defiance	0 06	
Toronto, 12 oz.	0 50	
Ruby, 10 oz.	0 30	
Monster, 8 oz.	0 24	
Detroit, 14 oz.	0 48	
Lily White	0 90	
Everyday	0 80	
Queen City, 14 oz.	0 72	

Per box		
Mottled in 5 box lots, 100 bars	5 00	
" " 60 bars	3 00	
Floater (boxes free)	6 50	
Electric	2 75	
Hard Water Electric	2 50	
Royal Laundry	3 25	
Octagon	4 00	

Per doz		
Royal Magnum	0 25	
Anchor, Assorted	0 20	
" Castile	0 10	
Morse's Assorted	0 45	
Morse's Roso	0 45	
" Windsor	0 45	
" Castile	0 45	
Bouquet, paper and wood	0 80	
Prize Magnum, White Castile	0 72	
" Honey	0 72	
" Glycerine	0 72	
" Oatmeal	0 72	
Per box		
" Honeysuckle	0 72	
Sweet Briar	0 85	
Extra Perfume	0 55	

Old Brown Windsor Squares	0 30	
White Lavender	1 00	
Per doz		
White Castile Bars	0 85	
White Oatmeal	0 85	
Persian Bouquet, paper	2 50	
Oriental	0 45	
Pure Coconut, 3 doz. bxs, wood	0 40	
Heliotrope paper	1 50	
Carnation	0 60	
Rose Bouquet	0 60	
Cocoa Castile	0 40	
Arcadian	0 45	
New Arcadian, per gross	4 25	
Ocean Bouquet	0 45	
Barber's Bar, per lb	1 00	
Pure Bath	1 20	
Magnolia	0 85	
Oatmeal	0 90	
Unscented Glycerine	0 60	
Grey Oatmeal	0 60	
Plain Honey	0 70	
Plain Glycerine	0 70	
Plain Windsor	0 70	
Pine Bouquet	1 00	
Morse's Toilet Balls	0 90	
Turkish Bath	0 60	
Infants' Delight	1 20	
Surprise	5 75	
Sunlight	3 50	

TEAS.		
CHINA GREENS		
	per lb.	
Gunpowder—		
Cases, extra firsts	42 50	
Half chests, ordinary firsts	22 38	
Young Hyson—		
Cases, sifted, extra firsts	42 50	
Cases, small leaf, firsts	35 40	
Half chests, ordinary firsts	22 38	
" " seconds	17 19	
" " thirds	15 17	
" " common	13 14	

PING SUEYS.		
	per lb.	
Young Hyson—		
Half chests, firsts	28 32	
" " seconds	16 19	
Half Boxes, firsts	28 32	
" " seconds	16 19	

JAPAN.		
	per lb.	
Half Chests—		
Choicest	38 40	
Choice	32 36	
Finest	28 30	
Fine	25 27	
Good medium	22 24	
Medium	19 20	
Good common	16 18	
Common	13 15	
Nagasaki, 1/2 chests Pekoe	16 22	
" " Oolong	14 15	
" " Gunpowder	16 19	
" " Siftings	7 11	

CONGOU—BLACK.		
	per lb.	
Half Chests, Kaisow, Mon-		
ing, Pakling	12 60	
Caddies, Pakling, Kaisow	18 50	
INDIAN.		
Darjeelings	35 55	
Assam Pekoes	20 40	
Pekoe Souchong	18 30	

CEYLON.		
	per lb.	
Broken Pekoes	35 42	
Pekoes	20 40	
Pekoe Souchong	17 35	

TOBACCO AND CIGARS		
	per lb.	
British Consols, 4's; bright twist,		
5's; Twin Gold Bar, 8's	67 0	
Ingots, rough and ready, 8's	64	
Laurel, 3's	54	
Brier, 7's	55	

Index, 7's	50	
Honeysuckle, 8's	58	
Napoleon, 8's	54	
Royal Arms, 12's	55	
Victoria, 12's	53	
Brunette, 12's	50 1/2	
Prince of Wales, in caddies	51 1/2	
" in 40 lb boxes	51	
Bright Smoking Plug Myrtle, T & E, 3's	60	
Lily, 7's	55	
Diamond Solace, 12's	50	
Myrtle Cut Smoking, 1 lb tins	70	
1 lb pg, 6 lb boxes	70	
1 lb pg, 5 lb boxes	70	

EMPIRE TOBACCO COMPANY.		
	per lb.	
CUT SMOKING.		
Golden Plug, 2 oz. pkg boxes, 5		
lbs.	65	
Uncle Ned, 2 oz. pkg; bxs 5 lbs	60	
Gem, 2 oz, packages, 5 lb boxes	61	
Gem, 8 oz tins in 6 lb cases	70	

PLUG SMOKING.		
	per lb.	
Golden Plug	56	
Uncle John, 3 x 6, 3s. caddies		
16 1/2 lbs.	54	
Gem, 3 x 6, 3s. caddies 16 1/2 lbs.	53	
St. Lawrence, 2 x 3, 7s. caddies		
about 17 lbs.	51	
Banner, 2 x 3, 7s. caddies about		
17 lbs.	48	
Sterling, 2 x 3, 7s. caddies about		
17 lbs.	46	
Louise, Solace, 12s. caddies about		
16 lbs.	46	
Florence, Solace, 12s. caddies		
about 17 lbs.	42	
Hawthorne, 8s. butts 23 lbs.	47	
Something Good, 6s. butts 21 lbs	46 1/2	

FANCY SWEET CHEWING.		
	per lb.	
Good Luck, spun roll, 16 boxes		
4 lbs.	65	
Empire, 3 x 6, 4s. spaced 8s. bxs		
4 lbs.	61	
Joy, 16 oz. spaced 8s. boxes 4 lbs		
Joy, 3 x 12s, 14 1/2 oz. Spaced 6s.		
Rough and ready. Butts 25 lbs	52	
Judge, 2 x 3, 8s. Flat. Caddies		
about 20 1/2 lbs.	50	
Currency, 3 x 3, 7s. Rough and		
ready. Caddies about 21 lbs.	49	
Kentucky, 1 1/2 x 3, 13s. Caddies		
about 21 lbs.	50	
Kentucky, 1 1/2 x 3, 7s. Caddies		
about 21 1/2 lbs.	49	

BLACK SWEET CHEWING.		
	per lb.	
Star, Narrow, 12s. Butts about		
22 lbs.	47	
Morning Star, 12s. Butts about		
22 1/2 lbs.	43 1/2	
Montreal Twist, 12s. Caddies		
about 23 lbs.	44	
Anchor Twist, 12s. Caddies about		
23 lbs.	42 1/2	

CIGARS—S. DAVIS & SONS, Montreal.		
	Sizes.	Per M
Madre E' Hijo, Lord Landsdown		\$60 00
" " Panetelas		60 00
" " Bouquet		60 00
" " Perfectos		85 00
" " Longfellow		85 00
" " Reina Victoria		80 00
" " Pins		55 00
El Padre, Reina Victoria		55 00
" " Reina Vict., Especial		50 00
" " Conchas de Regalia		50 00
" " Bouquet		55 00
" " Pins		50 00
" " Longfellow		80 00
" " Perfectos		80 00

MUNGO, NINE.		
	per lb.	
Cable, Conchas	30 00	
Queens	29 00	
CIGARETTES, all Tobacco—		
Cable	7 00	
El Padre	1 00	
Mauricio	15 00	
DOMINION CUT TOBACCO WORKS, MON-		
TREAL.		
	per M.	
Athlete	\$7 50	
Puritan	6 25	
Sultana	5 75	
Derby	4 00	
B. C. No. 1	3 50	
Sweet Sixteen	3 85	
The Holder	3 85	
Hyde Park	10 50	
CUT TOBACCOS.		
	per lb	
Puritan, tenths, 5 lb. boxes	74	
Old Chum, ninths, 5 lb box	71	
Old Virgin, 1-10 lb pkg, 10 lb bxs	62	
Gold Block, ninths, 5 lb boxes	73	

CIGARETTE TOBACCO.		
	per lb.	
B. C. N. 1, 1-10, 5 lb boxes	85	
Puritan, 1-10, 5 lb boxes	1 15	
Athlete, per lb.	1 15	
Hyde Park	10 50	

WOODENWARE. per doz		
Pails, 2 hoop, clear	No. 1	\$1 70
" 3 "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" 3 "	"	1 80
" 5 " painted	"	1 80
Tubs, No. 0		9 50
" 1 "		8 00
" 2 "		7 00
" 3 "		6 00
Washboards, Globe		\$1 90
" " Water Witch		1 40
" " Northern Queen		2 25
" " Planet		1 70
" " Waverly		1 60
" " X X		1 60
" " X		1 30
" " Single Crescent		1 85
" " Double		2 75
" " Jubilee		2 25
" " Globe Improved		2 00
" " Quick and Easy		1 80
" " World		1 75
" " Rattler		1 30

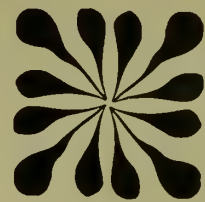
MATCHES.		
	per case.	
Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75

RAILROAD (10 gro. in case)		
	per case	
Single case and under 5 cs.	\$3 70	
5 cases and under 10 cases	3 60	
STEAMSHIP (10 gro. in case)		
	per case	
Single case and under 5 cs.	3 50	
5 cases and under 10 cases	3 40	

MOPS AND HANDIES, comb.		
	per doz	
Butter tubs	\$1 60	\$3 60
Butter Bowls, crates asst'd		3 60

YEAST.		
	per box	
BARM MFG. CO.		
1 box containing 2 doz. 5c. pkgs.	0 50	
1 " " 2 doz. 10c. "	1 00	

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

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CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House
RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel
KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.
NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,
Proprietor.



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ORDERS BY MAIL RECEIVE PROMPT
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Spray
your
Fruit
Trees
and
Vines

Wormy Fruit and Leaf Blight of Apples, Pears, Cherries and Plums prevented; also Grape and Potato Rot—by spraying with Stahl's Double Acting Excelsior Spraying Outfit. Best in the market. Thousands in use. Catalogue, describing all insects injurious to fruit, mailed free. Address
WM. STAHL, QUINCY, ILL.

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHROP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHROP,

I. H. NORTHROP.

Referring to above, H. W. Northrup has to thank the public for the generous patronage extended to the late firm, and wishes that the same degree of favors be shown the new firm of
NORTHROP & CO.

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Advertise
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The Goods You have For Sale

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Those Who Make Money

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CANADIAN
GROCER -

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

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MERCANTILE AGENCY
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Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
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The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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THOS. C. IRVING, Superintendent.

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Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
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1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



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THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

A Customer's Life . . .

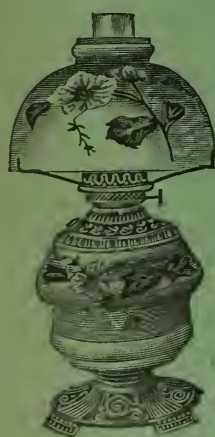
Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

Why don't you sell - **LAMPS?**



You sell Chimneys.

You sell Burners.

You sell Wicks.

You sell Coal Oil.

Why don't you sell Lamps. We mean nice Lamps.

They are just as staple and a good profit.

We have some nice Job Lots just now.

The very thing to make a trial with.

Write for particulars.

LOWANS, KENT & Co., TORONTO and WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made,"

"Perfection."

} Made from Seville Oranges.

"Lemon Jelly Marmalade,"

"Messina Lemons."

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

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128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
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DAWSON & Co.,
32 WEST MARKET ST.,

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Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST.
SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,

and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.



Detroit, Mich. - Windsor, Ont.



VOL. VII.

TORONTO, MARCH 24, 1893.

No. 12

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BEST ON EARTH

Butter Tubs

Just Received Car Load of
Best Quality 50 lb. Spruce.

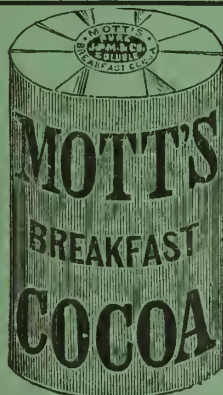
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MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

G. ALFRED CHOUILLOU AGENT MONTREAL.

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
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OATMEAL — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.



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Manufacturer
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PRIZE
MEDAL

Ginger Ale

TRADE MARK (Registered)

—AND—
Mineral Waters

SODA WATER, Etc., SYPHONS

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THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
extra-flavored Hams and Bacon.

Compressed Corned Beef.

Ox and Lunch Tongue

Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
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per gross, net.

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Our Stock of .

Spices, Coffees, Extracts
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. Is Complete .

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

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*We have today been awarded
the big Worlds Fair Contract
against the largest importing houses
This with contracts previously secured
guarantees our Coffee will be served
exclusively inside the Worlds Fair
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operators must not write beyond this line.

Yours truly,

CHASE & SANBORN.

THESE COFFEES FOR SALE BY

EBY, BLAIN & CO., Wholesale Grocers, - - TORONTO.



THIS IS THE COFFEE
THAT SECURED
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**"SEAL BRAND"**

JAVA AND MOCHA.



Packed in 2 Pound Cans.

15 CANS IN EACH CASE.

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CHASE & SANBORN,

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98 $\frac{50}{100}$
PER CENT.
PURE

Highest Test BI-CARBONATE OF SODA.

98 $\frac{50}{100}$
PER CENT.
PURE

Extra Refined, Packed in Drums, Barrels or Casks, also

Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products

THE UNITED ALKALI CO., Ltd., of Great Britain.

ARTHUR P. TIPPET & CO., Canadian Agents,

E. Lazenby & Son

Pickle Factories:

Globe Street,
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OUR LABELS ARE AFFIXED ONLY TO THE CHOICEST GOODS.



Pickles, Sauces, Potted Meats, Capers, Jellies, Soup Squares,
Olive Oils, Olives, Fortt's Oliver Biscuits, Etc.

THE BEST IN THE WORLD

For Sale by Leading Dealers throughout Canada



FRY'S
Pure Concentrated
COCOA.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

1lb. Tin will make 200 Cups
of Choice Cocoa.

It is a profitable line to handle.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, J. S. FRY & SONS, 43 1/2 Wellington St. E.



You Assist Us . . . We Protect You ^{TO THE} WHOLESALE GROCERY AND JOBBING TRADE

By dint of steady and persistent advertising in scores of daily and weekly newspapers throughout Canada, and by the recognized uniform quality and excellence of our goods, we have created a demand for everything we make, which necessitates every Wholesale Grocer and Jobber keeping a full stock of our

Wooden Ware, Matches, Indurated Fibre Ware, Washboards, Etc. . .

In addition to these, we have the largest and best equipped Paper Mills in Canada, and are therefore in a position to supply on the most advantageous terms and at the lowest Mill Prices, all grades of

Manillas and Brown Wrapping Paper,
Drug, Tea and Toilet Papers,
News, Prints, Woodboard, Etc., Etc.

BRANCHES AND AGENCIES AT

Montreal, Toronto, Winnipeg, Halifax, St. John, Quebec,
Kingston, Hamilton, Victoria, B.C.

The E. B. Eddy Co.

Mammoth Works, - Hull, Canada

THE CANADIAN GROCER

& GENERAL STOREKEEPER.

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MARCH 24, 1893.

No. 12

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.
MONTREAL OFFICE: 146 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building.
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

retail merchants have against the foreign pedlars. Another is the danger to the community through their habits of living. It is well known that large numbers of these Italians will congregate in one house. Into these crowded houses many of them carry at night the fruits, vegetables, etc., which may remain unsold at the close of the day's peregrinations. It is alleged that some of them utilize the space underneath their beds for storage rooms. Whether this be true or not, it is evident that fruit or any article of food stored in a dirty, overheated and overcrowded room is not improved in quality. On the contrary, it is injured, and not only this, but it is well known that fruits readily absorb disease germs, which are afterwards transferred to the stomachs of the consumers. If this were more generally known people would be a little more particular about from whom they purchased their fruits, vegetables, and other articles of food.

Hucksters there always have been, and hucksters there probably always will be, but, like every other class of people, they have rights that must be respected. At the same time they have no right to special privileges or to bear a proportionately less share of civic burdens than any other class in the community. The privileges they are granted of standing with their horses and waggons on the principal and crowded streets and calling out their wares, or of going from house to house, often one after another in close succession, and bringing people to their doors in answer to their summons, is surely not dearly bought at \$30 a year. Why, in the matter of bills for rent and light they save that over and over again during the twelve months. Some of the pedlars no doubt think it an injustice that they

should be compelled to pay a license fee of any sort or form. But after all these should remember that the pedlar is a bit of a nuisance in the community as well as a sort of a convenience. If he was not he would not be compelled to take out a license; for one of the very objects of the license is to regulate him.

* * *

The remark of the Minister of Finance the other day anent the French treaty has caused a good deal of talk, newspaper and otherwise, and it has not been confined to this country either. In fact it has been discussed with avidity in England. All sorts of interpretations have been put upon it, and Mr. Foster has found it necessary to make a further explanation in the House, the sum and substance of which was that he did not in the first instance say that he would not ask Parliament to ratify the treaty this session. What he did say was that unless the conditions were changed the treaty would not at present be brought up for ratification. And in the cross questioning which followed two things were inferred. The one was that the treaty was a little different in some important particulars from what the Government expected; and the other was that Sir Charles Tupper, the Canadian High Commissioner, had been a little too previous in signing it.

* * *

Some of the "conditions" referred to have an important bearing upon the value of the treaty to this country. Canada, it was understood, was to have access to the French market under the minimum tariff, which would give us an advantage over non-treaty nations, but it seems that under the treaty now awaiting ratification there is some doubt as to what articles will be accorded this privilege. Then again, the goods to enjoy this privilege must be shipped by a

X It was with a good deal of surprise that the retail trade Friday last learned that the Property Committee of the Toronto City Council had reduced the license fee of pedlars to \$10—a drop of two-thirds, and had also removed the restrictions as to streets upon which they were not allowed to follow their avocations. Thus, almost without warning, was undone the work that resulted from the several years' agitation of the retailers of the city in general and the Retail Grocers' Association in particular. And aside from the question as to whether the license fee was excessive or not, it does seem that the retail merchants should have been given an opportunity of being heard before the step was taken.

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X The retail men of the city claim that their opposition is not so much against the principle of peddling as against a certain section of the pedlars. This certain section is the foreign element, and particularly the Italians. These, they point out, do not, as a rule, come to this country for the purpose of permanently settling here. Their purpose is to accumulate as much of the coin of the realm as they can and hie away again to the hills and plains of sunny Italy, their presence here thus proving an injury instead of a benefit to the country. This is but one of many grievances the

French line of steamers. To ship by a line running out of New York or by way of England would mean forfeiture of the right to go in under the minimum tariff, while French wines, on the other hand, could come into Canada by any route whatever. In regard to preserved fish and lobster there is also some ambiguity that needs elucidation. Another difficulty has arisen regarding wooden sea-going ships. Under the treaty these were to be allowed the privilege of the minimum tariff, but during the progress of the negotiations a law has been passed granting bounties to French vessel owners. The value of the minimum tariff to Canadian ship-builders under such conditions is obvious. It is the general opinion in and out of the House that Hon. Mr. Foster was justified in not hurrying the ratification of the treaty until certain obscure points are made clear, no matter how much Canada may desire extended trade relations.

* * *

To grocers the clauses of most interest are of course those immediately relating to the trade. Wines, sparkling and non-sparkling, for instance, were to be allowed to come into this country without being burdened by an advalorem duty of 30 per cent. The present duty on common soaps was to be reduced by one-half, while that on nuts, almonds, prunes, and plums was to be allowed entry on payment of one-third the amount now charged. The duty on nuts is now three cents a pound, and on dried prunes and plums one cent a pound. Among others, these articles of Canadian origin were to be allowed the privilege of the minimum tariff: Canned meats, condensed milk, fish preserved in their natural form, lobsters and cray fish preserved in their natural form, fresh or dried apples and pears, and preserved fruits.

* * *

The warmer and longer days remind the merchant as well as his wife of the approach of spring cleaning. At least if it does not it should. During the sleep of winter there are always some things that accumulate about the cellar, store house, yard or lanes that are not conducive to health. This season more than usual vigilance should be exercised in this particular. Cholera was epidemic in portions of Europe last year, and some of its victims reached the very gateways

of this continent. This year cholera is expected to make its appearance in earnest, and the period of its visit and the extent of its damage will be limited by the precautions that may be taken to grapple with it. Cholera is a dirt disease. If the water supply is pure, the sewage system good and the streets, lanes, yards and dwellings clean, it has little chance of establishing itself. Cholera and other disease germs, scientists tell us, do not proceed directly from filth. They say we may live on polluted soil, drink contaminated water, breathe impure air, without getting typhoid fever, scarlet fever, diphtheria, or, in fact, any infectious disease unless the specific germs of either of these have been introduced. The trouble is that bad drinking water, polluted soil and filth attract the specific germs just as the dead horse on the plain does the carrion crow. But there the comparison ends, for while the latter does not breed, the disease germ multiplies about as fast as one can think. Hence the desirability of cleanliness.

* * *

A storekeeper should always aim at keeping the size of his stock in proportion to that of his capital, even if adhering to the rule necessitates the carrying of a small stock. Where the proportion is unequal the merchant is like a ship at sea with an abundance of sail but little ballast. As long as everything is favorable, —customers paying up well, no competition—there seems no danger, but let a few adverse winds arise, and over she goes. The advantages of the wise course are many. Whether a man's stock be large or small he is always pretty secure. He is also in a position to keep what stock he has fresh and new. This, if he is overloaded and short of funds he cannot do. Goods well selected and that are fresh usually find a ready sale. And quick sales, even if the profits are not what they ought to be, is what helps to make business a success.

* * *

There was a brief and lively discussion at the last meeting of the United Grocers of Brooklyn that illustrates the old adage that "those who live in glass houses should not throw stones." One member referred to the fact that certain dry goods houses were selling staple groceries at ruinous prices. Other members, while deprecating the practice, pointed out that some grocers were selling towels, crockery, and even clocks,

and that before anything was done the members of the association ought to take the notes out of their own eyes.

* * *

At the same meeting a short talk was given the members by a Mr. J. H. Meyer, during which he said some sensible things. One part of his subject was devoted to the question of the treatment of clerks. "Many grocers," said he, "treat their help as men, others again look upon them as a mere piece of machinery, with which you have contracted to do so much work. As to the ratio of blame attached to the majority of cases are as six to one and a half a dozen of the other. I often find when a clerk has been dishonest, it is the usual course to take him to some back room, make him admit that he has robbed you, and then proceed to squeeze him until he confesses the amount. You agree that if he pays you that amount you will not prosecute him, he pays and out he goes, probably helped along with the aid of your solid understanding giving him a gentle lift. I wonder if you all know that you are compounding a felony. The law says you are when you enter into an agreement or understanding, express or implied to compound or conceal a crime or to abstain from a prosecution thereof or to withhold any evidence thereof. My advice is to squeeze him until you get your money, and then hand him over to the police. Then you are doing your duty as a citizen and ridding the community of an evil." His conclusions are somewhat harsh, but they are just, and what is just is right. Of course it is well to temper justice with mercy, and the wideness of the mercy should be measured by the circumstances. This should be considered calmly before taking final action by every employer who is unfortunate enough to have in his employ a man whom he has caught in dishonest practices.

* * *

Here is a pointer for publishers of trade journals. Take your old blank sheets, give a few extra folds and then tell your subscribers that commencing with this issue your journal will in future be fashioned in the more expensive and handy magazine form. If you have been in the habit of using the commonest of paper, continue to do so. We are indebted to an eastern contemporary for the recipe.

RETAILERS' RIGHTS MENACED.

The bill to be introduced at the next session of the Ontario Legislature to amend the Pharmacy Act, would, if adopted, be a disgrace to the statute book that it would adorn. The duty of our legislators is to make laws for the preservation of the peace and for improving the condition of the people; not to enact measures to the detriment of the many for the benefit of the few.

Ever since this country was settled by white man part of the stock-in-trade of practically every general merchant has been what is commonly known as patent medicines. Insect powders some of them also sold. In all hardware stores these latter articles, particularly Paris green, are to be found. The country has never been injured by reason of these patent medicines and insect powders being handled by this class of merchants. On the contrary it has been benefited.

The bill that has been prepared by the Ontario College of Pharmacy aims to deprive all except duly accredited druggists or general dealers who are not within five miles of a pharmacist, of these vested rights. Even such simple remedies as castor oil, senna, salts, turpentine, horse medicines, etc., would come under the bane. The bill is clear on this point. "No person shall keep open shop for retailing, dispensing, or compounding poisons or medicines of any kind, or sell, or attempt to sell, any of the articles mentioned in schedule A," is the reading of the vital clause. Further down the clause is specified Paris green and London purple. The The schedule A referred to contains a list of poisons. Even scammony, bromide of potash, and other mild drugs are placed upon it. In fact, the framers of the bill seem to have searched high and low for every substance or thing in which there was the smallest proportion of poison and placed it on the list. But after all they might have gone a little further. They might have included some articles that are in daily consumption, such, for instance, as apples, turnips, cabbage, potatoes, etc., for there are poisons in all these. Carrots, of course, they could not have touched; for nature, it is said, has put no poison in their make up.

The Ontario College of Pharmacy has no doubt been led to take this step by reason of encouragements received by judicial decisions in England and in Canada, where judgments have been obtained against persons selling proprietary medicines in which, upon analysis, were found to be certain poisons. Analyze our bread, our butter, and in fact about everything we eat, and poison could be discovered. But the zealous druggists have no desire to carry their investigations so far. It is not the public weal they are most interested in. What they want is a monopoly of the trade of patent medicines. Poison or no poison, they will have no qualms of conscience about

selling them. There are about 3,300 general merchants in the province selling patent medicines compared with probably about four-fifths of that number of druggists.

The general, or any other merchant as far as that goes, is just as competent as the druggist to hand a bottle of patent medicine or a box of pills over the counter. Nobody denies that. There can, therefore, be no question as to motive. It is patent on the very face of it. The plea that the sale of medicines does not come within the purview of a general merchant will not suffice, aside altogether from the fact that years in the trade has practically given him vested rights. It does not come within the province of the Legislature to say what one merchant shall sell and what another shall not, except of course where the public safety is in question, such, for instance, as the practice of medicine or the making up of prescriptions. And if the Ontario Legislature is to depart from this principle for the benefit of the druggist, why not for the grocer, the boot and shoe man, the dry goods man, the hardware man—in fact, why not prohibit every merchant from selling an article of merchandise that is outside his immediate line of business? This would only be carrying out to its logical conclusion the absurdity that the proposed bill will initiate. One can scarcely conceive, however, the possibility of the bill going through the House. First of all it has the common sense of the legislators to contend against, while arrayed behind this will be the opposition of the manufacturers of patent medicines and of those whose interests it menaces. It will not do, however, to trust to possibilities. What everyone interested in the defeat of the bill want to do is to drop a line to his representative in the Ontario Legislature. That will materially assist in the premises.

CHATS WITH BUSINESS MEN.

I met a friend of mine the other day who is at present filling a position in a store in this city. In his boyhood he worked on a farm. Like thousands of others he pined for other spheres. After he had obtained an education he taught school for a few years. From that he graduated into business. "I tell you there is nothing like farm life after all," he remarked with a sigh, as he walked by my side tired and pale-looking. "And you can bet that when I have saved a little more money I'll pack up my traps and back to farm life will the wife and I go again. Like lots of other boys, I used to think that farm life was the worst of all lives. But I have found out my mistake. Then think of the pureness of the air, the healthy and exhilarating character of the work, the sweet sleep that comes to tired but healthy body, the plentiful supply of plain and nutritious food. Then look at the jolly winter evenings we have in place of being tied up in the store as I am. Oh, don't I wish I was back on the farm now!" he added gleefully, as he lifted the latch

and entered the store. He has already a tidy sum in the bank, his share, by the way, of what his father had made on the farm. And so he is pretty sure to gravitate, as many others would like to, back again to farm life.

* * *

"There is one thing that I think ought to be cried down," said a Front street man to me a few days ago, "and that is the practice of some brokers of selling to retailers direct. Perhaps you doubt it, but I know what I am talking about, for we have unearthed more than one case. It is not just to us. These brokers are supposed to sell to us wholesale men, and we in turn to the retail trade. But what do we find. Simply that some of these very brokers are selling to our customers the very goods we are trying to sell. I say it is not fair, and I know one thing, if it is continued we shall stop having anything to do with them. They will soon see where they will be if this and other houses give them the cold shoulder," he concluded, with a shake of the head.

* * *

"Did you ever see those piano-hand-organ men loading up their instruments after they were through for the day?" queried a retailer.

"No. What with? Music?" I rejoined.

"No, no. Don't you know what I mean? Potatoes, groceries, bread, butter, and so forth. That's what I mean. If you have never seen them—Well, you watch them some evening. It's a sight I can tell you to see the amount of stuff they will stow away in one of those instruments. My little boy saw them loading up the other day, and he wanted to know if they fed the organ to get more music out of it. I told him no, but that the stuff was to make the organ man strong so that he could grind out music all day to please little boys and to displease their papas. But, say, you ought to see them," he persisted.

* * *

Mr. Lewis, of Belleville, eastern representative of Sloan & Crowther, was in the city Saturday. "The roads are in a terrible condition," said he to me. "They are full of pitch-holes, and it's neither wheeling nor sleighing that you can get in some parts. And trade is quiet. But the prospects—Well, they're excellent," he added as he slipped a rubber band over a box of yellow sugar. "And what is more, there's money in the country. Plenty of it. I met an auctioneer in Colborne and he told me that he had just had a sale of farm stock and implements. He said that he got excellent prices, and the buyers seemed to have plenty of cash. He told me that the farmers were well supplied with money this spring. And that is what I hear from other people. You know that firm that was burned out in Cobourg the other day. Oh, you know, Mr. What's-his-name. Well, never mind. Anyhow, the man next door to him had his stock damaged by smoke and water, and he has been having a fire sale. And would you believe it, last Saturday he took in one thousand dollars, and the most of that was cash, too," he concluded, as he tilted back his hat and resumed the work of replenishing his samples.

BYSTANDER.

ADJECTIVES IN ADVERTISEMENTS.

DEAR GROCER,—Your interesting contributor's (Straight Moyune) dissertations, though not very deep and lengthy, are nevertheless pithy and appropriate to our trade, and I read his weekly comments with pleasure, but I think his last week's effusion relative to criticizing the advertisements in your paper, must have escaped the editorial eye or it would never have been inserted. No doubt a good deal of random and rackless advertising is indulged in by some quack nostrum manufacturers in the average daily newspapers and religious weeklies, but I question very much if any of your legitimate advertisers can be justly accused of doing any of this sort of work. As "Straight Moyune's" identity is not known, one cannot tell whether he is one of those jealous j"quack" advertisers or not, but it is not unlikely that he is one of that unfortunate class of retailers who buy everything that is offered them without considering the business standing and integrity of the houses or manufacturers advertising the goods, or the appropriateness of the article to his trade.

"Straight Moyune" denounces the use of adjectives and qualifying words in announcing the quality of one's goods, and decries the use of such trite and appositive words as "finest," "famous," "best," "most attractive," "delicious," etc. He forgets the fact that while a certain article which is advertised, and conscientiously so, by the advertiser, according to his belief and light, as "the best," may not be the best for him and his trade. Circumscribed though it is, it does not follow that the article is not inherently "the best" to some other merchant, or merchants, in some other locality. To the merchant in a section where Japan teas are sold the best China, Ceylon or other teas are dead stock, but that does not prevent the latter named teas from being "the best" for a black tea district. There are men in business to-day who maintain that this or that blacking, blue, soap, or other article sold by them 30 years ago, is "after all the best," "nothing like the old button blue for my trade," etc. Perhaps "Straight Moyune" believes that granulated sugar is "the best," but can you convince a life-long user of fine crystal Demarara that that sugar is not infinitely "the best after all"? I think not.

As I take a great interest in advertisements generally, and those in your excellent journal particularly I crave the indulgence of a little space on this matter. I have taken the trouble of looking through the advertisements of your issue of the 17th inst., and hope your readers will find the comparative statements presented of interest. I also hope that your advertisers will consider that no reflection is being cast on their goods,

as their names and articles are only used by way of illustrating my point, and the merchants throughout the country will now, as heretofore, have to be the best judges of the various articles.

Beginning with the front (outside) cover we find staring us in the face the monstrous announcement that Colman's Mustard has obtained the HIGHEST awards and unequalled honors at all the principal international exhibitions. And a list of gold medals, long enough to cover the breast of a champion amateur bicyclist, follows. Turning to page 25 we notice a noted Hamilton wholesale grocery calling the attention of the trade to "Cherry's Irish Mustard" as being "guaranteed absolutely PURE." Now, if a thing is absolutely pure nothing can be purer or better, and it therefore follows that Cherry's Mustard must also be "the best," because, according to a well-known axiom of Euclid, "things which are equal to the same thing are equal to one another." I may venture to remark here that there are thousands of benighted merchants and consumers who maintain, and stubbornly at that, that a certain Mr. Keen also makes another "best" mustard, and I personally know from experience that this same Keen does sell an abnormally large quantity of "the best" mustard.

Below the mustard ad. on the front cover we notice that Messrs. H. A. Nelson & Co. are advertising "Best Quality" of butter tubs. Then turning to page 2 and the inside page of back cover, the E. B. Eddy Co. and the Wm. Cane & Sons' Mfg. Co. also lay claim to making "excellent goods" and "the best goods made." Strange, that both should make the best.

Inside of the front cover a St. Catharines manufacturer has the unheard of presumption to advertise "The Best and Cheapest Mince Meat on Earth." Note the wide range he gives his defiant ad., "Best on Earth!" Our friend must be an American. The writer, while admitting the excellent quality of this particular mince meat, knows of several other manufacturers of the article in this country and the United States, but for fear of being subpoenaed as a witness in a libel suit between these parties I refrain from mentioning names.

Then on some page the well-known London spice house of Gorman, Eckert & Co. states that they make "The finest goods on the market." I am of the opinion our local houses have good grounds for a libel suit against you, Mr. Editor, right here.

But the most striking instance of advertising license as observed through the colored spectacles of "Straight Moyune" is on page 1. The top advertisement of the United Alkali Co., Ltd., of Great Britain, states that their Bi-Carbonate of Soda is "Highest Test (98 50-100 per cent. Pure), while at the foot of the page

Messrs. Brummer, Mond & Co., Ltd., claim to making "The Purest and Cheapest in the Market," etc. I am free to wager with "Straight Moyune" that he dare not deny the purity of both these "Best" bi-carbonate of soda. Then on some page we find Messrs. Fry & Sons advertising the "strongest, highest, absolutely pure highest medical authority, marvellous purity and strength, highest grade of pure cocoa manufactured, etc." I am pleased that they didn't use up all the adjectives as I have a very "superior" cocoa myself to advertise and I feel nervous about launching out now.

The Canada Meat Packing Co., Montreal, and F. W. Fearman, Hamilton, both prepare, the one "extra flavored hams and bacon," the other "mild, sweet, delicious flavored goods." Can "Straight Moyune" deny the contention of these two reputable firms? Not if he has tested the goods.

Coming now to the subject of teas, and particularly that public trade disturber, the dreaded "package" tea which is giving some small calibre men so much concern, we find a perfect galconada of adjectives. Page 11 is fairly alive with high sounding and unpronounceable names of brands and adjectives, and a cursory glance by one not accustomed to such literature is apt to lead one to believe it to be a report of the siege of Delhi, a chapter out of the Vedda, or a Russian Ukase. The various advertisers of these Indian teas no doubt believe their teas to be the "best," but if you will turn to page 15 you will observe that Eby, Blain & Co. also have a package tea, with, however, a somewhat more pronounceable title. That this firm's tea is beyond doubt "the best?" and of unsurpassable quality, I am, in the words of Truthful James, "free to maintain," for I wrote the advertisement, and if any of your readers don't credit my assertion all I ask them to do is to order some and see for themselves. We could get along very well with all these "best" package teas now on the market, and the soul of our friend Stephen Hustwitt, was beginning to become reconciled to the number of the enemy, but, oh, horrors! What did his outraged soul say when he read THE GROCER'S market notes of last issue and learned that another of the "faithful" had fallen away. Sloan & Crowther have joined the procession with a new "best package" tea, with an Indian name, too. Stephen, however, like Ephraim, is "wedded to his idols" and will keep on Salaaming to his "original packages," and drawing inspiration at their bungholes. To do Stephen credit he does his "best," and I hope he will long be spared to "Beard the lion in his den, the Douglas in his hall."

Dear GROCER, I might go on enumerating on the extravagant use of adjectives by all your advertisers, the pickle

men, jams, jellies, canned goods, meal, etc., but I have already taken up much more of your space than I thought necessary to explain my point. I may state, however, that the use of such qualifying words as are censured by "Straight Moyune," (who, by the way, I am inclined to believe is a very "boxey" Ping Sney after all, and very blue at that), are perfectly appropriate and permissible, and your sceptical readers require only to buy the goods and try them to ascertain if they are "the best," "finest," "most delicious," "purest," etc., as the case may be. As far as regards the absolute purity of the goods themselves is concerned, that is one of the things to be learned on Judgment Day.

In conclusion, I hope my friendly criticism of a friendly suggestion will be accepted by "Straight Moyune," and your advertisers, and readers as in the interests of your numerous advertisers, among the most modest of whom is

Yours truly,

WM. H. SEYLER,

Toronto, March 20th, 1893.

HOW HE WAS FOOLED.

SCENE—Grocery store; Mr. J., proprietor, behind the counter. Enter Mr. M., commercial traveller.

Mr. M.—Good morning, Mr. J.; this is a fine morning.

Mr. J.—Yes, sir, it is, very fine. Well, how are teas to-day?

Mr. M.—Well, they are very stiff. In fact they are going up.

Mr. J.—Is that so? What are they worth now?

Mr. M.—Well, I have a few very fine samples here that are very good value and if you have time and don't mind I will let you see them and you can judge for yourself.

Mr. J.—All right, sir; just let me have a look at them.

Traveller opens up samples and displays them on the counter. Grocer looks at them and says they appear all right and suggests that they liquor them.

Traveller—All right, sir. Just let me have your cups and I will fix them.

Mr. J.—All right, you fix them while I go and put on the water.

Exit to get the water, while the traveller assort the teas and puts the marks on the bottom of the cups. Grocer returns, and, reaching towards a box of cigars, takes one, and presents the box to the traveller, saying: Take one, and have a smoke till the water is ready. Traveller accepts, and both sit down to smoke and exchange wisdom while the water boils.

Enter another traveller with teas.

Grocer—Hello! Just in time; have a cigar.

2nd traveller—No, thank you. It makes me sick. I just brought these samples

over for you to try. Here are some of the best teas in the market.

Grocer—All right; we are just waiting till the water boils, and if you wait we will try the teas together.

Traveller No. 2 decides to wait. He takes a seat and enjoys a second-hand smoke, while the others discuss nearly everybody else's business but their own. At length they drift into a discussion on articles they have read in THE CANADIAN GROCER.

"By the bye," said Traveller No. 2, "did you read the article in THE GROCER the other week on tea testing?"

"No; I did not see it," said Traveller No. 1. "What was it about?"

"I read it," said the grocer. "It was about travellers smoking when they were going to sell teas. I think the fellow who wrote that is a crank and don't know what he is talking about. Why there is T., he smokes, and he sells lots of teas."

"Well, I believe that the man who wrote that is a thoroughly experienced man, and perfectly well understood what what he was talking and writing about," said Traveller No. 2.

"Oh," said Traveller No. 1, "you will often come across men that are cranks like that. I don't pay much attention to these things, anyhow."

At last they were notified by the singing of the kettle that it was time to draw the tea, which they did, and after testing and re-testing, and disputing with the man who did not smoke, and whose taste was perfectly clear, the grocer bought a large quantity of the tea he considered according to his then viciated taste to be the best. But the grocer, like many another grocer who smokes, had been completely fooled, for after the travellers left the store the one turned round and said to the other, "Look here, M., you know that that tea was nowhere near the best."

"Of course I do," said Traveller No. 1. "Why, it was the worst tea I had in the lot."

CRITIQUES ISSUE MARCH 17.

To begin with, retail grocers are not going to be beguiled into anything savouring of combine. That idea was unfortunately tried once. Perhaps the good accomplished by the utter failure of the "fixed prices for granulated" some years ago will bear fruit in repressing the efforts of an over-anxious manufacturer to boom his soap by means of a fixed retail price, and the consequent advertising by means of the naturally attendant public outcry will never come. Free trade has come home to stay.

That article on "Evaporated Apples," from the N. Y. Bulletin, was about as indefinite as some of George A. Reid's impressionist pictures. There was an utter disregard of point and a striving after

generalities which make reading such concoctions a burden. An "impressionist" picture is really to be admired for some inherent strength, but save us from "impressionist" writing.

Another good information-giving article, this time on "The Herring Fishery," is a commendable feature and well worth reading.

Adulteration in food is an important topic now-a-days, and too much care cannot be taken by the trade in making and keeping a reputation for pure and wholesome goods. A good rule is to buy certain spices always from the same houses. Then if any complaint follows you have definite ground to work upon, knowing absolutely who is to blame.

That interview with E. B. Eddy sounds just like him.

At three-for-a-quarter canned vegetables sell quicker than the most popular blend of package teas, and that rate of progress is likened to hot cakes, only quicker, so they say. We won't say which tea sells so very quickly.

Notwithstanding the emphatic gesticulation of the self-sure authority on syrups the cold emphatic fact remains that syrups are not in it any more as sellers.

Yes, commercial travellers who come into your store smoking their cigar are not by any means as welcome as if they paid more attention to the proprieties. There is no need for business men smoking while attending to business, and this rule is growing in force as a sound maxim for intelligent buyers and also sellers. What is more incongruous than a retail grocer, hoping, working and wishing for success, and at the same time smoking in his store in full and complete view. Very often, we fear, the materials used are old pipes and worse tobacco.

The druggists do not want much, and, inasmuch as they (after securing their amended Pharmacy Act) are going to quit selling toilet soap, castile soap, brushes, fancy meals, toilet paper, ginger pop, candy, ice cream, and the hundred and one articles to which they have no right whatever, why should we grumble?

STRAIGHT MOYUNE.

WHERE HE WORKED.

There was a minstrel show in the city last week and it got off a good hit on a certain Yonge street house that is trying to run nearly every branch of trade except that of selling liquor. The dialogue was something like this:

"Where's yo' workin'?"

"Up at Hungry's."

"Up at Hungry's?"

"O, pshaw, no! Up at Appetite's."

"Where's dat?"

"O, dat's not it, elder. I mean up at Eaton's."

CARBONIZED PEPPER.

A Western company manufacturing graphite paint tell us of a recent enquiry for a price on a large amount of graphite. It is not the custom of the concern to sell its raw material, and an investigation was made as to the use to which the graphite was to be put. The enquiry was found to proceed from a company having a close business connection with a jobbing house that does a large business in black pepper. The era of sanded sugar and chicoried coffee has evidently given place to the day of carbonized pepper.—Iron Trade Review.

VINEGAR FROM RAGS AND PAPER.

Eternal vigilance seems to be the only price at which the welfare of the vinegar trade can be preserved. Spurious vinegars, purporting to be the genuine article, are constantly finding their way into the markets and competing with simon pure product, despite every precaution that can be taken. And now comes the intelligence, vide a prominent English medical journal—that is quite within the bounds of possibility, according to chemical science—to convert, by a series of chemical operations, an old linen shirt, or a paper collar, or paper pulp of any sort, into vinegar. This authority assures the reader that recent search has shown that by digesting any of the above substances, or, indeed, starch, sugar, or other carbohydrates with alkali, such as caustic soda, a salt of the alkali, acetate of soda, is formed. This can easily be recovered, and the product on distillation with sulphuric acid could be made to yield pure acetic acid, which, as everybody knows, is the acid of ordinary vinegar, in which it occurs to the extent of 3 to 4 per cent.

The trade, that is, the elder vinegar branch, might well be disturbed at this piece of information; but, happily, the authority aforesaid hastens to reassure the public that "this conversion is only of theoretical interest, however, and of no practical value." But who can tell this? In these days of sharp practice and clever adulteration, who can tell that this discovery, theoretical only though it may seem, may not be utilized and put into practical shape by some shrewd commercial fraud? What with false coloring and branding, the elder-vinegar maker has enough to contend with now, but when it comes to pitting his product against a decoction of old linen shirts and cast off paper collars, and such like, it is too much. If that day should ever come, the rag bag will be the rival of the apple tree, and the junk shop will compete with the orchard. Dreadful thought! Imagine, if it is possible, the process of putting up pickles in acetified second-hand garments!—American Cidermaker.

HEAVY ADVANCES IN LEAF TOBACCO.

The root of all the trouble in the cigar trade lies in the Sumatra wrapper market. The McKinley tariff of 1890 has caused a revolution in this grade of tobacco. It was imposed to keep it out of the market, yet has failed to do so, as the consumers of fine cigars will have Sumatra wrappers and nothing else. A year ago, or about seventeen months after the new duty was imposed, the price of pure Sumatra wrappers to the manufacturers was from \$3 to \$3.50 per pound. To-day the same goods cost \$4 and \$4.50. This advance has been effected by two things. Principally a shortage in the crop. The Sumatra crop in 1892 was 223,000 bales, against 305,000 bales in 1891. Then again, a new and important buyer has appeared in the market—Austria. Two and three years ago when the Havana crops were failures, Austrian buyers bought Sumatra wrappers as a substitute. The consumers in that country like those in this have grown to like them, and now want Sumatra wrappers instead of the more costly Havana variety. As an instance of how scarce good Sumatra is, some Boston manufacturers, who usually take a week or two in December to pick up their year's supply, were this season in the New York market for two months. It is anticipated that before long fine light colored Sumatra wrappers will be worth \$5 per pound.—Boston Commercial Bulletin.

THE CURRANT CROP.

Referring to the market for currants the Produce Market Review of London, in its issue of March 4, says: The position is not without a considerable amount of strength, and in looking at the probable course of future events one very important factor must be borne in mind, viz., the probability, and as regarded by some producers, the certainty, that the crop of 1893 will be a small one. The reason for this idea is based upon the fact that, owing to the "Peronosperous" last year, the vines have been left in a weakly and sickened condition, and where the pruning operations have been commenced the opinion has been forced upon the farmers that particular portions of the trees will not bear their quota of fruit. Supposing this view to be correct, the evils of this disease did not end with the very serious reduction which it caused in the out-turn of the 1892 crop, but it leaves an unfortunate heritage behind, to be borne by that of 1893. Another point which is strongly in favor of the market for the lower descriptions is the fact that the French Government have in consideration a measure which would greatly facilitate the use of currants in the manufacture of wine. It is true that the bill seems

likely to suffer postponement, but the hope is still strong in the minds of the Greek farmers that it will sooner or later become law, and that, if not in the immediate future, it will ultimately be an important concession, which will do much to restore the French demand to its former magnitude. A point which is also worth taking into account, and which may affect the sounder and better parcels in the landed stocks of provincial fruit, is the clear indication from the average quality of the last shipment which reached London, that the fruit remaining in Greece is inferior to that which has previously been received. If this is a correct conclusion, it would appear tolerably clear that good sound grocery fruit will not be in any too heavy supply, and will be more or less at a premium.

ONE PRICE.

The merchant who succeeds in building up his business and realizing the most profits, asks one price for his goods, and firmly refuses to lower, says Canadian Traveller. The customers who want good goods are willing to pay what the article is worth. These are truths which close and intelligent observation always confirm. Yet there are some retail dealers who, rather than lose a stubborn customer, will reduce the price of goods to almost what they cost; and there are customers who invariably haggle for a lower price, even if an article is offered at a reasonable rate. The merchant who begins to occasionally "knock off a little" on regular prices, having shown himself vulnerable, will be continually tormented by cunning and mean customers until he yields again and again, to the serious detriment of his business; and only by a decisive return and a continued adherence to a one price basis can he recover his former prestige.

Customers who invariably try to "beat down" on prices wherever they go to trade, although they occasionally get many things cheap, only accomplish their purpose by showing that they have no self-respect; and, moreover, in most places in which they enter, they expend their breath in vain, for care is taken that they never be given a cent's worth more than their just due. On the contrary, reasonable customers, who do not complain at reasonable prices, will be the favored ones, and will have extra pains taken with their orders, so that they will be sure of obtaining their full money's worth. Justice, clear and simple, and business stability, require that goods and articles of all kinds, should be sold at one price. Whoever succeeds under such circumstances in getting anything for almost what it cost, knows that he is defrauding someone out of his dues, and the dealer who yields to the imposition knows that he is sacrificing his own rights, as well as strict business honor.

THAT QUEBEC BUSINESS TAX.

There was a very lively meeting of retail merchants in Montreal on Monday evening last, the occasion being a gathering to consider the provincial business tax which has raised such a rumpus, and the particulars of which have already been fully made public. After a very stormy meeting, at which a report detailing the course taken by the committee who had interviewed Provincial Treasurer Hall and their reception by him were submitted, it was decided to carry the case to the Privy Council of the Empire, so it would seem that the Montreal men are in dead earnest in their intention of resisting the obnoxious impost.

When the chairman, Mr. Joseph Fortier, called the meeting to order, the hall was well filled. On the platform with him were Mr. John Lewis, the hon. secretary; Mr. James Baylis, the hon. treasurer; and Messrs. H. Huot, A. Michiels, Israel Rubenstein, W. Paul, A. Michaels, A. M. Featherston, C. P. Chagnon, J. O. Labelle, R. Hemsley, W. A. Stephenson, J. B. A. Lancot, all members of the committee. The first business was the reading of the hon. secretary's report, which was simply a review of what had been done, ending up with the following strong sentiments:

"On the 13th instant they saw with surprise and indignation that the Government had not kept faith with them, and had, through Mr. Lambe, issued public notice that the tax would now be collected with rigor. The executive committee immediately convened, ordered a letter to be sent to the Treasurer expressing surprise at this action and asking the promised communication on the subject and calling this meeting to take into consideration what shall be done in the premises.

"The Government says: 'Pay the tax under protest if you will' and then we will grant you one or two test cases to prove the constitutionality of the act. There are 1,000 to 1,500 dealers in Montreal subject to this unequal tax, 450 have subscribed 10 per cent. of the tax to defend themselves against its injustice. You subscribers to that defence fund are called here to-night, and only subscribers are supposed to be here, at any rate, only such can vote as to what action shall be taken. We regret that some citizens were unjust enough to refuse to subscribe to this fund, while waiting to avail themselves of the advantages of this agitation and the work of your committee, being willing to reap where others have sown."

After a very hot discussion the following resolution was adopted:

"Whereas, we learn with regret and indignation that notwithstanding our earnest appeals and courteous remonstrances, that the Quebec Government, in

violation of their promise made through Premier de Boucherville on the 24th of November last, that the obnoxious and unjust Commercial Tax bill should be remodelled during the last session of the Quebec Legislature, so as to equalize the burden placed upon the trading community of Montreal. But during the session no action has been taken in the matter;

"And, in despite of the promise made by the Cabinet Ministers to our deputation which waited upon them at their own request before the session closed, which promise was emphatic; that although no relief had been afforded by legislative action, the Cabinet would consider immediately the session closed what could be done by order in council or otherwise for the relief of the commercial community of Montreal if any such relief could be had, and that no action should be taken until our deputation was informed of the result of such deliberation.

"And, whereas, no information has been vouchsafed as promised and a respectful letter to the Hon. Treasurer asking for such information having been completely ignored, the only answer being a public notice in the newspapers calling upon all concerned to pay this obnoxious, unjust and unequal tax, and that it will be collected with vigor, and that since the calling of this meeting to decide what shall be done in the premises legal process involving expense has been taken to enforce it. Therefore, be it resolved that our executive committee are hereby instructed to take such legal action in the matter as the solicitors in the case may advise to test the constitutionality of the act, which we believe both unjust and ultra vires."

After this a motion by Mr. A. M. Featherston that the tax be paid under protest and that a subscription be opened to defray the legal expenses of carrying it to the highest court in the realm be taken, was carried amid applause.

The feeling over the action of the Hon. Mr. Hall in refusing to attend the meeting is very bitter.

MONTREAL MERCHANTS' AND THE FRENCH TREATY.

The subject of the proposed treaty with France and the actions of Sir Charles Tupper and the Hon. Mr. Foster in connection with the matter has been engaging considerable attention in Montreal since the first discussion of the matter opened up in the press. THE GROCER'S Montreal representative, in his tour around the grocery trade learned that the parties who are most directly interested in the matter, viz., the wholesale grocers and fruit dealers, all approve of Hon. Mr. Foster's action, deciding wisely they consider, in not taking a plunge in the dark. Besides they all are carrying some pretty good lots of the goods which come under the provisions of the treaty, and consider that it would be most unfair to them to have a sudden change launched upon them without a

minute's warning to give them any time to prepare for it.

Mr. Quintal, jr., of N. Quintal & Son, said that he had not paid much attention to the matter, but that he considered all the talk about insults to France, etc., pure nonsense. The treaty must surely have been signed subject to the ratification of our Parliament, and if its members considered that we had been unfairly treated they had a right to delay the matter before binding the country to any hard and fast course. The class of goods affected would be mainly wines and fruits, and even if the treaty was all right merchants should get fair warning before it was enforced.

Mr. Geoffrion, of L. Chaput, Fils & Co., spoke in the same strain, as did other French wholesale grocers whom the correspondent happened to run across.

Mr. G. Childs, jr., of G. Childs & Son, said that he did not want to see the treaty arrangements closed until everything was perfectly clear. He considered that the action of the Finance Minister in the matter was perfectly correct. His firm carried considerable lines of goods which would come under the provisions of the treaty, and he considered that six months' notice at least should be given in the event of the treaty being agreed to before it came into force. This would allow merchants to arrange matters in accordance with the new conditions.

Mr. Hughes, of Caverhill, Rose, Hughes & Co., expressed himself in the same strain, while Ald. McBride, of the firm of Vipond, McBride & Co., fruit importers, did not want to see the treaty enforced for a year. His reason was that the firm was carrying a heavy stock of nuts, prunes, etc., which would stand them a heavy loss if the treaty was put into force without fair notice.

HE'S THE WHITE HAIR ED BOY.

The estate, including the stock and store of the late J. H. Hunter, M.P.P., of Durham, has been purchased by his eldest son, James A. Hunter, who will continue the business in his own name.

When Mr. Hunter died his son James was in Toronto studying law, but he immediately threw it up and returned to Durham, rolled up his sleeves, and took charge of the store in the interest of the estate, his father having died intestate. Now, as already stated, he has purchased the business. If an ideal general store-keeper can be found it is Mr. James Hunter. He is young in years, but he has put his time to such good use as to have acquired a knowledge of his business such as is not attained by many who are his superior in years. He is a careful student of the trade papers, keeps his eye on the markets, and usually knows when to step either backwards or forwards. With the farmers' wives—and the daughters of course as a natural consequence—he is the white-haired boy. He can never do too much for them, and those who have witnessed it say it is a sight good for sore eyes to see the fatherly way in which he tucks the robes comfortably around the forms of the ladies, both young and old, who have occasion to visit his store.

CANNED GOODS GOSSIP.

It is semi-officially stated that the Alaska salmon combine realized an average profit of \$1 per case on salmon packed last year. They expect to do as well or better on a pack of 500,000 cases this year.

Apres of California canned fruit, it is learned that some misleading reports have latterly been sent out to canners, no other object for which can be imagined than an effort to attract consignments during the coming season. Those reports virtually affirm that the low prices at which some lines of goods have been sold recently were unwarranted, and intimating that the writers of the reports were in a position to obtain more money. As "business," from a certain standpoint, this sort of canvass may be right and proper, but in contrast with honest trade methods it certainly loses in the eyes of conscientious merchants. All "trade-winning" arguments to the contrary, the local market for California standard canned fruit remains in poor condition. Convincing evidence of that fact may be secured by corresponding with commission merchants and brokers of experience, and on application to jobbers generally.—N.Y. Bulletin.

Latest accounts confirm previous reports that there is little or no prospect of the rupture in the proposed Columbia River salmon packers' combine being healed, and that a combination this season is out of the question.—Ex.

Still bids made by a prominent Maine packer for the product of the various Canadian lobster packers has somewhat excited the provincial canners, and the majority now ask 5 to 10c. per doz. advance on prices that were accepted a short time ago.—New York Bulletin.

It is reported from a New England trade centre that orders have been taken there for an anti-combine brand of red Alaska salmon, 1893 pack, at \$1.12 1-2 delivered.

Two lots of 1893 pack canned lobster, aggregating 32 cases, have been received in New York during the past few days; all went at \$2.00 per dozen. The goods were in tall tins.

Several canners have made their opening prices for 1893 pack Columbia river salmon. The range is \$1.35 to \$1.45 f.o.b. shipping point for tall tins and \$1.45 to \$1.57 1-2 for flats.—N.Y. Bulletin.

The N.Y. Bulletin says that the better grades of American quarter oil sardines are gradually growing in favor, and the prospects are that the use of enough olive oil to relieve the flat cotton oil flavor would help the sale of the goods considerably.

There were some signs of recovery on the New York market from the recent slight decline in prices of gallon canned apples. In any event bids of \$2.70 for a fancy brand of Maine goods was refused, while \$2.75 figured as an inside price for standard New York State fruit.

CANNED GOODS NOW AND THEN.

When the failure of Jay Cooke & Co. was announced in September, 1873, the commercial and financial classes instinctively realized that a crash was impending. The "crash" came all right, and following in its wake began the gradual shrinkage in value of nearly, if not all, commodities, to the scale of present existing values. No line of goods seemed to offer so long and stubborn resistance to this reduction in price as did the large line of articles known as canned goods. At the date above referred to three-pound tomatoes were held firmly by packers at \$2.50 per dozen, there being "no money" in packing them at that "misery" price. Other articles were priced on a similar scale of values. The shrinkage, however, began almost immediately after the occurrence of the above failure, and went on steadily for ten or twelve years, until the scale of values ruling up to January last was established, say 80c. to 90c. for three-pound tomatoes, with only a trifling difference in price as between eastern and western markets, local packers in the west being compelled to yield to the dealer the largest share of the freight advantage he held over competitors in order to clean up his pack. But this gradual cheapening was, as it were, fought year by year in a speculative way by packer, retailer and jobber. Every break in price was assumed to be to a point less than cost of production and bound to react. Every dealer loaded up with a stock sufficient to meet his ordinary trade requirements for years ahead, in the idea that he would unload on his neighbor who had failed to size up the situation correctly as he had, but time gradually revealed the fact that the speculative holder had in his store stacks of goods bought at higher than ruling market price, with the added disadvantage of rusty cans, swells, shop-worn, old goods, in place of new, and fresh goods, loss of interest and storage. In fact, the result was failure to many of this speculative class, and loss to all. Of late years the buying of canned articles has been done by all classes on the conservative shop-keeper principle, of buying as required to meet a regular demand from the regular trade. In this style of trading goods no longer accumulate and grow into swells and "rusties." The packer-made prices are based on the pack to be marketed; it is met by packer, jobber and retailer, and it is consumed. Very few old goods are now found to enrich the warehouseman as in former years. If there ever was a time when the date of pack was needed on canned articles, that time has passed long ago and will never come again. Goods are forced to consumption by cut in prices and by agencies that reach all classes of the people—dry goods stores, drug stores and meat markets—so that the grocery man has to keep his profits within limits or he will cease to be in the business so far as canned goods are concerned, and it also insures consumption of the goods within a reasonable time, say two seasons after packing at most, probably 85 per cent. being consumed before new packing season comes around. There is absolutely no need, therefore, to date cans, as no goods are injurious

to health because of their age, whereas a person ignorant of this fact and prejudiced, would perhaps be induced to reject the chance to purchase a palatable, wholesome table delicacy offered at a low price. In such a case ignorance is surely more profitable than knowledge.—Chicago Grocer.

BUYERS AND SELLERS IN TOWN.

These are among the merchants who have called on Eby, Blain & Co. during the week: Messrs. Geo. Parker, jr., Sheldon; D. J. Miller, Gore Bay; Geo. Simms, Nipissing; Geo. Johnston, Ballantine; G. H. Falconer, Streetsville; J. J. Rae, J. Urquhart, Stouffville; Geo. Hagerman and wife, Zephyr; E. H. Disney, Balsam; E. Harris, Gore's Landing; J. F. Ardell, Queensville; W. Bernard, Brechin; Wm. Suggitt, Valencia.

A PACKER'S VIEWS.

A leading Chicago packer says: "There will probably be about 10,000,000 lbs. of short rib sides here at the end of March, against 55,000,000 lbs. last year. I expect in May there will be about the same amount, 10,000,000 lbs., against 44,000,000 lbs. last May. We will get in May and June some increase in the hog receipts, for we will get the hogs now following cattle. I do not expect the hog receipts to become normal until next January. Pigs are usually dropped in the spring and not usually marketed until they are ten months old. Feeders are now willing to pay 7c. for young pigs in the West, and find them very hard to get."

THE MACKEREL SITUATION.

The Lenten season has witnessed no remarkable movements in the market for mackerel or other pickled or salted fish. The strong features of favorable statistical position and prospective large consumption were discounted in advance to no little extent by prominent handlers of the goods, and with no greater demand than was calculated upon, values have fluctuated within narrow limits. A week or so ago there were signs of softness in values and an inclination in some quarters to the idea that changes in prices, if any took place, would be towards a lower level. Auction sales of stock taken from a warehouse that was recently partially destroyed by fire served, however, to allay the rather "bearish" tendency that was developing. Two prominent New York and one Philadelphia firm took enough of the goods at comparatively stiff prices to make it clear that the market still has some friends; that mackerel are not considered dangerous property at present prices, and that not a few distributors are enjoying a very good trade. To all accounts, supplies here and in the East are well under control, while no great amount remains back in foreign countries to come to this market in the immediate future.—N. Y. Bulletin.

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Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases.
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If you are desirous of extending your Tea trade order a sample
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Have posted through Ontario an Illustrated
Booklet showing how the tea is grown, how pre-
pared, and how packed. The public appreciate
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Pure Indian Tea

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style as the popular "Monsoon Indians" and retail
at the same prices.

We have a large and varied stock of Indian and
Ceylon Teas. Most of our teas being specially
packed for us in half chests, and shipped direct from
the country of growth, arrive in splendid condition
not having been opened and turned out in London.

WHY ORANGES DO NOT FREEZE.

The hypothesis of Bishop Whipple mentioned in "W. D.'s" interesting letter from Florida in the New York Times in regard to the resistance of oranges to frost is an excellent one for a theologian, but hardly so to any scientific person.

It is a law of crystallization that this process depends upon several conditions of the liquid to be crystallized or frozen, by which is meant simply that the liquid is changed into a solid. The effect of evaporation has much to do with it, as this itself reduces the temperature of liquid to a considerable extent, as may be discovered by any person who will pour a little ether on his hand and blow upon it, when the greatly increased coolness will be felt. In India water is frozen by exposing it in porous jars to the cold night winds, when the temperature of the air is several degrees above the freezing point.

Ice may be formed in a red-hot crucible by the sudden evaporation of liquid carbonic acid, or in a saucer under the receiver of an air-pump by the evaporation of it and the rapid absorption of the vapor that escapes by reason of the reduced pressure by sulphuric acid in another saucer.

Again, solutions of various substances, as sugar or crystallized salts, will not freeze at the ordinary temperature at which ice is formed in pure water. Thus a solution of salt requires a lower temperature to become frozen than fresh water does, and it is well known that sugar syrup can hardly be frozen at any ordinary temperature. Further, the tension under which liquids are held has an effect in the same way; a light tension makes freezing easier, while a high one retards the congelation.

Now all these facts have a bearing in the case of oranges and other fruits, as well as the sap of trees. Watery sap of very succulent plants freezes much more easily than

that of the sweet and dense sap of the maple or the hickory. Some buds will resist freezing quite stubbornly at a very low temperature, and the resinous covering of the bud scales of trees, as those of the horse chestnut, exert a great resistance to freezing.

The sap or juice of the orange contains a large quantity of citric acid in solution, and a low temperature is required to congeal such a solution. It also contains considerable sugar, and this tends to resist cold. The sap or juice, which exists in this fruit in the proportion of 78 per cent. in the Florida orange, is under considerable tension, and this exerts some resistance to freezing. And, finally, the sap is not exposed to evaporation because of its tight covering by which it is protected.

Thus an orange must be exposed to a lower temperature than the ordinary freezing point of water before it will freeze. The same applies to other fruits as apples and vegetables, as potatoes, to some extent.

TO ENCOURAGE COFFEE GROWING

According to the Bureau of American Republics the Government of Nicaragua has promulgated a law offering to each person planting coffee trees a premium of 5 cents for each tree planted when the number does not fall below 5,000 plants. One-half of the premium will be paid when the trees are two years old and the remainder when the trees begin to yield. Coffee shrubs ready for setting out can be purchased at the rate of \$5 per thousand; the land cleared at a rate of from \$3 to \$12 an acre, upon which from four hundred to five hundred trees can be planted. The cost of clearing the land will largely depend upon the quantity of timber and undergrowth upon it. Labor can be obtained on the plantations for 40 cents a day, and 100 pounds of coffee can be produced for \$5 of a quality that has been selling for the past five years at from \$16 to \$25. Under no circumstances should a person go to Nicaragua or any other country of Central or South America for the purpose of growing coffee unless he has a capital of \$3,000 or \$4,000. He should have sufficient capital to live upon while he is waiting for his coffee trees to grow, which will be a period of four years.

BUTTER KEGS.

A new kind of butter keg, holding about a cwt., or 112 lbs., is being made for packing creamery butter for shipment to the European market. It is lined with parchment paper, preventing any woody flavor round the sides and at the top and bottom. Some of these were forwarded to the English market last year, and gave great satisfaction. Fifteen or twenty years ago nearly all the butter turned out in the Brockville and Morrisburg sections were put up in kegs or firkins.—Trade Bulletin.

DUTIES ON FRENCH WINES.

There are at least two industrial classes in this country who are desirous of not seeing the French treaty ratified in its present form. The one is the manufacturers of Canadian wines and the other is the grape grower. A deputation was in Ottawa this week with a petition praying that the 30 per cent. ad valorem duty on French wines be not removed.

The firms directly interested in the manufacture of wine in Ontario are Pelee Island Wine and Vineyard Co., Brantford; Ernest Girardot & Co., Concordia Vineyards, Sandwich; T. G. Bright & Co., Niagara Falls Wine Company, Toronto; J. S. Hamilton & Co., Brantford and Tilsonburg; George Barnes, St. Catharines Wine Co., Haskins Wine Co., Hamilton; Luc Montreuil, Walkerville; M. Guindon, Windsor; A. C. Tournier, Sandwich; Alex. McNeill, J. S. Visger and Alex. Askin, Walkerville, and Thaddens Smith, E. Wardroper and H. H. Reherg, Pelee Island.

The Canadian wine manufacturers claim that there are at least 5,000 acres of land planted in vines, capable of producing one million and a half gallons of wine; that Ontario alone has an area suitable for grape culture at least equal to the present area of vineyards in France, and that there are about 4,000 people directly or indirectly interested in grape growing and wine-making.

They further contend that if the proposed treaty is ratified without certain restrictions, and also without equivalent advantages being granted to Canadian wine-makers from the Government, our grape-growing and wine industries will be practically ruined.

"The wine market of the United States is closed to us on account of a specific duty of 50 cents per gallon," said a dealer to a reporter, "and if the French wines are admitted at a lower rate than at present without regulations which would enable us to compete on equal terms with them the Canadian market would also be practically closed to us, as the wine manufacturers in France possess numerous advantages and privileges that we do not enjoy. For instance, French manufacturers are making from dried raisins a wine which they fortify with alcohol and blend with Spanish, Italian or Sicilian wines, of which they import enormous quantities for that purpose; so that admitting French wines in Canada is practically admitting Spanish, Portuguese and Italian wines also. It is well known that Canadian people favor sweet wines rather than dry wines, and that the bulk of the wine consumed in this country is sweet wine, which may be classed as light port or light sherry. Now the admission of wines of 26 degrees of strength for importation, free of the ad valorem duty, includes light ports and sherries. We are thus forced to compete against sweet wines which are produced at a nominal cost and fortified with spirits which wine manufacturers in France can distill without costly restrictions or use without any excise duty."



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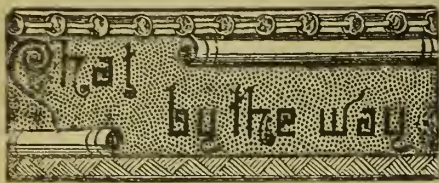
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Are Standard, and sold by
all grocers.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The retail grocers of the East End, Pittsburg, Pa., are again talking of organizing into an association.

The production of rubber boots and shoes is nearly equal to a pair a year for every man, woman and child in the United States.

Burnham's Clam Bouillon—just the thing for outing parties, served instantly with little hot water, 50c. bottle enough for 8 to 10 persons.

The store of A. C. Lloyd, grocer, Stratford, was broken in Sunday evening, and the contents of the till, amounting to about fifteen dollars in silver, was stolen.

The four most prominent coffee brokers of Holland have estimated the world's production of coffee for current year ending July 1, at 11,486,000 bags, and for the year ending July 1, 1894 at 9,786,000 bags.

Tins filled with sand, but which are represented to contain a preparation known as "Granulated milk," are being sold in several towns in East Kent, and public attention has been called to this gross imposition.

Quite a number of cheese factories in Brockville district are in full blast. At Wilow factory about 4,000 pounds of milk are being received daily. This factory will have a lot of new cheese ready for the market by Saturday.

The retail grocers of Memphis, Tenn., recently held a meeting for the purpose of taking steps to protect themselves from the constantly increasing habit among the jobbers of selling to consumers at wholesale prices.

The last West India steamer arriving at St. John, N. B., brought 150 puncheons of new crop Barbadoes molasses, half for St. John and half for St. Stephen, also a lot of sugar for the Moncton refinery and a lot of asphalt.

Tallow has declined in the United States from 8½c. last week to 7c., owing, it is reported, to an agreement between two big soap-making firms of Chicago to resist the payment of what they regarded as an unwarranted price.

Advices received from the Philippine islands are to the effect that two sugar ships are already on their way to the port of Montreal, and that a third is now loading. The ship Abbie S. Hart sailed from Iloilo on

February 57, and the ship Treasurer sailed from the same place on March 3. Both these vessels are for Montreal with sugar. The ship John E. Sayre was loading at Iloilo on January 29 for Montreal.

Mr. John Richardson, grocer, Orillia, has removed his grocery to a more central part of the town, the McCosh building. Mr. Richardson deserves the success he has met with, as no merchant north of Toronto can boast of a finer stock of high class groceries and chinaware than Mr. Richardson.

Imports of salted mackerel from foreign countries into the United States during the seven months ending January 21st, 1893, amounted to 77,977 barrels, against 78,029 for the corresponding period last year. Imports of salted herring were 120,819 and 116,833 barrels respectively.

The Supreme Court of Tennessee has decided that the action of the Wholesale Grocers' Association of Nashville in binding its members not to purchase from any manufacturer or importer who sold to retailers was illegal. It decided further that the injured party in such case was entitled to damages and costs.

Prof. Robertson addressed the Agricultural Committee a few days ago on the development of the cheese and butter industry in Canada. The committee will advise that the Government grant assistance equivalent to \$200 each to not more than four cheese factories in each constituency whose proprietors convert them into butter-making establishments in the winter.

Perry & Alport, general merchants, Orillia, have made extensive alterations in their already large establishment. The grocery department has been moved to the rear of the store, but as usual this department will be first in the county. Perry & Alport are noted for good goods at reasonable figures, and having more room to do business they will spare no pains to give their customers a rare treat from one of the largest and finest assorted stock in the town.

It is announced that large sales of lands for coffee growing have been made to Americans in the Mexican States of Vera Cruz and Oaxaca. Nearly the whole of North America south of the United States is more or less adapted to coffee culture. Guatemala, Salvador, Honduras and Costa Rica have large coffee interests, and the government of Nicaragua is making special efforts to promote coffee culture by giving land and a small bounty on the crop.

A deputation composed of Messrs. L. V. Labelle, J. B. Dugas, O. Mario, B. A. Dupuis and A. Piquette, from St. Jacques, county of Montcalm, headed by Mr. L. E. Dugas, M.P., waited upon Controller Wood Monday and asked that a change be made in the manner of collecting the duty on tobacco. At present the duty is collected on the manufactured article, and the deputation asked

that it be collected on the raw material at the port of entry. The proposition will be given due consideration.

According to an official statement made in the House Monday there are 144 breweries in Canada located in the provinces as follows: Manitoba, 9; New Brunswick, 4; Nova Scotia, 5; Ontario, 82; Quebec, 35; British Columbia, 18, and Prince Edward, none. The number of employes are 1,840, and the wages amount to \$891,381 per annum. The value of the raw material used is \$2,530,631, and of the finished product \$5,717,872. There are also 9 distilleries in Canada—1 in Nova Scotia and 8 in Ontario. These distilleries give employment to 404 men, the amount of wages paid being \$178,950 per annum. The value of the raw material is \$1,226,092, and of the finished product \$2,199,060.

Few men who go into maple syrup manufacturing make an unadulterated success of it.—Troy Press.

Employer—"You took a day off to go a-fishing yesterday?" Employee—"Yes sir." Employer—"Catch anything?" Employee—"Nothing, sir." Employer (making a powerful effort to appear calm)—"Come up to my house this evening. I want to have a talk with you about taking you into partnership."

"Pleath, thir, I want five pounds of crack-erth," said a tiny woman in a Yonge street grocery.

"You do, hey?" said the grocer. "What kind of crackers?"

"Juth plain crack-erth like we aluths get," lisped the little one.

"I guess you want them mixed," suggested the grocer.

"No, I don't, cauth there for the birds to eat on the winder thill," explained the child anxiously.

"Well, I declare," said the grocer, "that's drawing it pretty fine," but he put up five pounds of his best crackers for the little friend of the birds.

You can lose more than we do by not subscribing for this paper.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

Spring:=====

Every Merchant looks over his stock at this season of the year—so does every housekeeper. If your customers call on you now can you sell them:—

Brushes, (Scrub and White Wash) ?

Whiting, Borax, Pearline, Sapolio ?

Surprise, Sunlight. and Good Luck Soaps ?

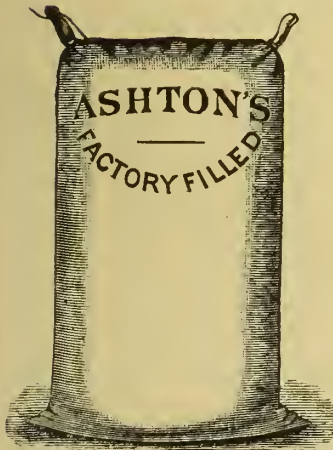
Lessive Phenix, Pride of the Kitchen ?

Wooden and Indurated Fibre Pails, Tubs, Etc. ?

Castor Oil, Epsom Salts, Glauber's Salts ?

Diamond Dyes, Washing Soda, Etc. ?

If you are low in any of these write us, or ask our travellers for them. Our prices are right and quality right.



Standard Goods are the Best to Handle.



Ashton's Factory Filled and Higgin's Eureka Salts

Possess a deserved popularity that makes them easy sellers. They are the purest and strongest salts in the market and are used by the best Butter and Cheese Makers in the country. If you buy Butter, advise only the use of Ashton's or Higgin's. Butter made with these reliable brands never spoils or gets rancid, and has always a superior flavor. **NOTE THESE FACTS.**

Francis D. Moulton & Co.

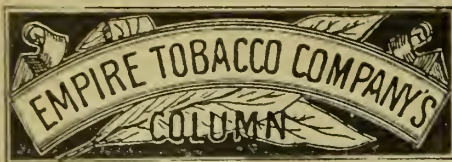
General Agents

29 Broadway, New York

EBY, BLAIN & CO.,

Western Canada Agents

WHOLESALE GROCERS, **TORONTO**



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

DRY GOODS.

The past week has been a quiet one in the entry rooms of the wholesale houses. Some of the placing orders have been filled, but these are only the orders delayed by late arrivals from the factories, and even these are all filled now. Travelers are out on the road, but their orders are meagre as yet. Now and again a large order is secured, where some buyer has not been on the market nor ordered previously. But sorting orders as a rule are very small. Dealers will not order until the warm weather causes brisker buying by consumers. The execution of better orders requires considerable time in most of the houses; these orders are mostly for staples and small wares of various kinds. Silks of all kinds have advanced in price, but the advance in the price of the manufactured product is not commensurate with the advance in the price of the raw material. The United States silk manufacturers estimate that the raw silk which cost them \$3.80 a year ago now costs them \$6.50, or an advance of 71 per cent. This is a tremendous increase in price, but the increase in manufactures such as ribbons has been only from 10 to 25 per cent., and many of the Canadian jobbers having placed early orders have been holding back from the advance and contenting themselves in many cases with a small profit. This is useless and unnecessary. Prices must be advanced, and a gradual advance is better than a heavy abrupt one. It is estimated that the increased consumption in silk goods last year amounted to 20 per cent., and it is still on the advance.

Lest the figures quoted above should seem too high, it might be mentioned that some reports substitute \$4 for \$3.80 and \$6.25 for \$6.50. But even these figures show an advance in raw silk of over 61 per cent. Moreover, it is said on the best of authority that raw silk will reach \$7 within the next six weeks. One of the largest silk firms in the United States has issued a circular saying that after April 1st they will be compelled to ask an increase of 12 1-2 per cent. on all new orders or re-orders for mitts or gloves. Let all dealers in silk goods keep stocks well assorted and full; it will undoubtedly pay.

The business in underwear is at present in one of the stages generally passed through by all lines of a similar nature; the competition between the mills running on this class of manufacture has been so keen of late, that prices have been reduced so as to leave extremely scanty margins, in fact, in some instances "leaders" have been sold without any profit whatever. As a natural consequence of this, the quality of the goods produced has been lowered to meet these exigencies and the general demand for low-priced goods. The inevitable outcome will, of course, be a reaction in favor of the higher grades, as soon as the public are awake to the state of

affairs. In fact it may be said that this reaction has already set in. Take, for example, the line of heavy underwear which was mostly cotton, and sold for from \$3.50 to \$4.50 per dozen at the mill. Where a wholesaler two or three years ago used a hundred cases of these goods he now contents himself with a hundred dozens. The past winter has given cheap stuff the go-by in earnest style. Two or three years ago \$9 per dozen was the price of the best domestic underwear; now Canadian underwear of the better grades bring \$21, \$24 and \$27. This may be due to demand for better goods in part, but in part it is due to the ousting of cheap and medium grades of imported underwear. The lowest grade of imported goods several years ago was \$7.50 per dozen; now it is \$18. Why this change? Simply because our domestic manufacturers are producing lines which oust foreign lines at a less price than \$18 per dozen. Under protection our manufacturers must gain in experience and power. Whether the cost of this is too high from a public standpoint is a political question, and must be settled by politicians.

BOARD OF TRADE TALK.

The fourteenth annual report of the Winnipeg Board of Trade has been issued, and shows that the board is steadily progressing. The president, in his speech, deprecates a Dominion Insolvency Act, and says it would prove detrimental to the interests of Manitoba and the Northwest Territories.

The council of the Brandon Board of Trade invite applications for the position of secretary.

The London Board of Trade banquet, to commemorate the opening of the new Canadian Pacific railway station in that city, will probably take place in the third week in April.

A Board of Trade has been organized at Gananoque with these officers: President, E. L. Atkinson; vice-president, W. F. Latimer; sec't.-treas., J. T. Green; council, C. E. Britton, R. Taylor, O. D. Cowan, S. McCammon, W. N. Rogers, Jas. Donevan, Wm. Byers, M. McParland, J. B. Turner, J. B. McMurchy, W. J. Gibson, Thos. Roach.

T. S. Ford has been chosen president of the Mitchell Board of Trade.

The Tilsonburg Board of Trade is having petitions made ready to forward to the officials of the G.T.R. asking to have the evening train from the East arrive there earlier than 9.35, to have the delay of the morning train at Brantford lessened so that the travelling public may reach Toronto earlier in the day; also to have the trains coming east on the Air Line in the afternoon timed so as to make connections with the Brantford train which leaves Tilsonburg at 4 p.m.

The Baltimore Manufacturers' Record says: The present position of cottonseed oil is no less interesting than the phenomenally short cotton crop. The small yield of cotton and the unusual demand for oil to supplement the scanty supply of lard have given to cottonseed products an importance never before reached. Last summer cottonseed sold at \$7 a ton and less in some localities, but now the mills are buying all they can get at upwards of \$20 per ton, \$22 being about the ruling figure. Refined oil is now selling at 60c. and upward per gallon, as compared with 20c. a year or two ago.

John Jamieson & Co's LOCHFYE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG ——— MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
Also at **England.**
Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

W. GIBBINS & CO.,
Commission and
Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried
and Evaporated Apples, Beans, Peas, &c.,
or will take orders for packers and others.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are 16c. to-day; Butter in good demand
at 20 to 23c. for good to choice; Dried Apples 5c.;
Green Apples 1.50 to \$2.00; Potatoes 85c. to \$1.00;
Beans \$1.30 to \$1.40; Honey 5c. for Buckwheat,
8c. for Clover.

Consignments of Above
Solicited.

We have on hand choice Cheese, October
make, and Canned Corned Beef in all sizes, for
which we solicit your order.

J. F. Young & Co.

March 21, '93 **74 FRONT ST., EAST**
.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —
JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant
And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. (LEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings **Oranges.**

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, March 23, 1893.
GROCERIES.

The quietness noted last week is more pronounced this. The condition of the roads in the country is wretched, travellers experiencing a good deal of difficulty in getting about. The situation however is healthy and a good brisk spring and summer trade is anticipated. The farmers seem to be well supplied with money and stocks in country stores are not large, a good seasonable winter having stimulated a steady demand. Dealers too have been buying from hand to mouth. Under these conditions the trade has good reason to be hopeful. Nothing particularly new has developed during the week, the market being absolutely devoid of any marked features. The sugar market was a little unsettled during the early part of the week, but it seems to have regained its self possession again, while outside the markets have if anything become a little firmer. Fruits remain in much about the same condition as they have for the last few weeks, while the movement in canned goods has followed the trend of the general trade and also exhibits a slight falling off, although the inquiry for corn is if anything a little more brisk. Teas are moving fairly well, while the position appears to be still gathering strength. Payments are fair.

COFFEES.

The local demand for Rios continues for small lots at 21 to 22c. for the really good article. An increasing demand is reported for the East Indian product, of which there is a scarcity. There are absolutely no good Javas to be obtained. Prices rule firm and the situation locally is without change.

DRIED FRUIT.

Business continues much about as before. The movement is not large, but prices rule steady. Some lines, if anything, have evinced a little more firmness. Valencias are fairly strong in New York, where prices are about $\frac{1}{4}$ c. a pound higher than ten days ago. Demand on the local market is only fair, but in view of the condition of the outside markets higher prices are probable before long. Prices here rule from $\frac{1}{4}$ c. up, although it seems that some fruit is being offered $\frac{1}{4}$ c. lower than this figure, but the

quality, it is said, is of such a nature that the buyer needs to give it a careful examination. The current market continues to rule strong. The demand is still fair, and the next two or three weeks will probably see a much brisker movement. Prices range all the way from $5\frac{1}{2}$ to 10c. per lb., the outside figures being quoted for fine Vostizzas, Plunes continue strong, with demand light at from $7\frac{1}{2}$ c. up in cases. Dates are quiet and unchanged at $5\frac{1}{2}$ to $5\frac{3}{4}$ c.

RICE AND SPICES.

The rice market continues to rule quiet and steady at prices ranging all the way from $\frac{3}{8}$ c. to 10c., the outside figure of course being for genuine old Carolina.

Spices are without change. Ginger is firm at 25 to 27c. for pure Jamaican and 16 to 18c. for African.

SUGAR.

Some eastern people have been selling goods on this market at a little lower prices, and the Montreal refineries have it seems met them. The latter however still appear to have confidence in the market and do not want to sell for future delivery, their contention being that they are sure to get more money as soon as the demand becomes active. The local trade is quiet with prices unchanged at $4\frac{3}{4}$ to $4\frac{1}{2}$ c. for granulated and at $3\frac{3}{8}$ to $4\frac{1}{4}$ c. for yellows. Tuesday's telegraphic advices reported cane firm and rising in New York and London, and beet on the latter market strong. In New York granulated was quoted at $4\frac{1}{2}$ c.

SYRUPS AND MOLASSES.

There is still a scarcity of good syrups, while demand for low grade continues fair. We quote as before at 30 to 35c. for low grade, 38 to 42c. for mediums and 45 to 55c. for brights. Demand for molasses continues only moderate at 30 to 35c. for New Orleans and at 32 to 38c. for West Indian.

TEAS.

Teas continue to attract the most attention, but nothing particularly new has developed in them during the week. The characteristic is still the strong position of the market. Demand continues good, particularly for low and medium grades. The desirable lines are being picked up rapidly and the market here is getting into splendid shape for the new teas, old stocks getting so reduced. The general opinion in England, as far as Assams and Ceylons are concerned, is that the bottom of the market has been seen for some little time, and these teas are not expected to be any cheaper for some months to come.

Lewenr & Hauser Bros.' tea letter of March 10 says:—"It is reported that in consequence of the very unfavorable weather they have had in Ceylon, the export from Colombo during the current month would not reach even 5,000,000 lbs., and though this low figure is not generally believed in, same would certainly have had some effect upon the market had not the somewhat unsatisfactory deliveries of late counteracted it. These latter so far this month again show half a million pounds less taken for export than same time last year. They are, however, stationary for home consumption, although the falling off in February was said to be attributable to a belief entertained in the country that the Liberal Government might reduce or do away with the tea duty this coming Easter. If such were the cause of the smaller deliveries for home consumption last month, the same cause would probably again operate this current month, unless the country is bare of duty-paid stock."

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Apples have dropped to \$1.75 for fancy stock.

The red clover market is nervous and jobbing prices are higher at \$8.60 to \$9.50

Shipments of Coleman's mustards are arriving on this market. They are said to be larger than usual.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

A car of frozen sea herring arrived on this market during the week. This is the first for a month and only about the third for the season.

Lucas, Steele & Bristol, Hamilton, have still left a few packages of cheap Young Hyson and Japan teas, which they advertised a few weeks ago. Samples will be mailed a few weeks ago.

Gorman, Eckert & Co., London, Ont., are putting up a fine article in catsup and fruit relish. Their sales in this article are away ahead of their expectations. No grocer can afford to be without these goods in stock.

Boyle & Son, Napanee have this spring introduced a new patent cheese vat gate that is taking well. So far they have not been able to supply the demand. They are now building 75 cheese vats, each one having the gate specified.

Cheap lots of evaporated apples recently offered in the interior New York market have been practically all cleaned up, and prices there are firmer now than they have been for some little time past. Cheap lots in the New York city market have become rather scarce also.

The railways have issued the following notice to their freight agents: From March 13, 1893, until further notice, canned vegetables in cases will be carried at the following weights from stations in Canada east of Port Arthur to all points to which the rates are governed by the Canadian joint freight classification. All canned fruits and vegetables, except tomatoes: 2 lb. cans, 45 lbs. per case; 3 lb. cans, 65 lbs. per case; gallon cans, 6 cans to case, 45 lbs. per case; ditto, 12 cans, to case, 90 lbs.; tomatoes, 3 lb. cans 70 lbs. per case.

The Surprise Soap concern are now making extra time to catch up with their sales of Surprise Soap. For some time past they have been behind hand in filling orders, but are now gradually catching up. Since the St. Croix Soap Mfg. Co. started in business the sale of Surprise Soap has increased very rapidly. This growth of their trade has compelled them to enlarge their factory from time to time. Up to the present five additions have been made, and a sixth is now projected. From a local trade the business has grown until at the present day Surprise Soap has a sale from ocean to ocean.



"KENT" Bottled Pickles

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the wholesale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.

L. H. DOBBIN, - MONTREAL.

BEAVER BRAND PICKLES

Best Value
in Canada



Send for
Quotations

T. A. Lytle & Co. VINEGAR MFRS. Toronto

The Lakeport Preserving Co.

Have sold out their large pack of
Tomatoes, Corn, Peas, Beans,
Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
His boys eat them.
Prepared by the
**Kingsville
Preserving Co.,**
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS—Continued

PETROLEUM.

The Petrolea Advertiser in its weekly report says: The market position continues unchanged, and little movement in any way can be looked for until the amendments to the Petroleum Inspection Act have been made, and become law. Transition periods like this in an industry necessarily cause stagnation, as people do not know what to do. The crude man cannot keep on drilling; the refiner cannot buy stock freely; the dealer will only buy from hand to mouth; and the general tone is thus depressed.

The following are the latest quotations here:—Canada refined oil, 13½ to 14c; carbon safety, 17½ to 18c; Canada water white, 19c; American water white, 21 to 22c photogene, 25c.

BUTTER AND CHEESE.

The butter market is in a fairly healthy condition. Receipts are not heavy, although there is a good deal of ordinary butter coming in. Demand is principally for large rolls and fine dairy tubs, the latter at 20 to 22c. and the former at 19 to 20c. Pound rolls as a rule sell at 23c. In creamery, early makes are difficult to place, being off flavor and new make is above the price that the ordinary grocer cares to pay. The movement is therefore small. Prices for the first-class article are unchanged at 25c. for tubs and at 27c. for pound prints. Ordinary creamery of second quality can be obtained a little lower than last week, at 20c.

In cheese the supply and demand is fair. The ruling prices are from 11½ to 12c., and occasionally 12½c. is obtained, but this is a difficult price to get. On the other hand, there is some early make that dealers would be willing to take 11c. for. The market is quiet and the movement is merely on retail account, there being no large lots going out.

COUNTRY PRODUCE.

BEANS—Demand is light and there are not many to be had. Some dealers are selling an ordinary sample at \$1.20 to \$1.30, and for good stock \$1.50 is being asked f. o. b. Chatham.

DRIED APPLES—There is not much demand. Receipts are a little more plentiful and stocks tend to accumulate. Dealers are paying 5½ to 5¾c. and are selling at 5½c.

EVAPORATED APPLES—Prices if anything are a little firmer at 9½c. There has been some enquiry for car lots, which seem unobtainable. Small lots are not wanted, it being easier to sell a car than a ten-box lot.

EGGS—The tendency of prices continues downward. Receipts are liberal and demand good for small lots. Arrivals on Tuesday last were particularly free. The ruling price for small lots is 16c., but ½ or even 1c. lower would not be refused for fair-sized lots.

HONEY—Market remains as before. Dark sells in bulk at 6 to 7c. and in sections at 10c.; white granulated is quoted at 8 to 8½c. for 50 pound tins and in sections at 15c.

(Continued on page 22.)

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

CANNED GOODS.

TORONTO.

No particularly new features have developed during the week. The market has followed to some extent the trend of the grocery trade in general, and, like it, the movement is not so brisk owing to the breaking up of the roads, although a good business is nevertheless being done, while the position of the market continues to gather strength. Tomatoes are in fair demand, but trade is scarcely as good as a week ago. Prices range as before, at 9c. to \$1. There has been some enquiry from London, England, this week for five thousand cases, but the prices offered were rather lower than dealers here would accept, and nothing came of it in consequence. Tomatoes have advanced to \$1.17½ in Chicago, and prices here are firm. Peas are in fair demand and unchanged at 90c. to \$1. A line of soaked peas is said to be on the market, but these are only taken by people who are not particular as to quality, and they sell cheaper than the figures quoted. Corn is in active demand; in fact more so than probably any other line of canned goods. Stocks are getting low, but it is thought they will be ample. Prices are quoted as before at 90c. to \$1. In canned fruits an increased demand is reported for apples and peaches, but the market has developed

no new features beyond these. Peaches are quoted at \$2.25 for 2's, \$3.25 to \$3.75 for 3's Apples sell at from 85c. to \$1 for 3's. There is nothing particularly new in the situation regarding salmon. Stocks are light and prices firm at \$1.50 to \$1.80. One house on the street has instructed its travellers to pick up all the five or twenty-case lots of Horse-shoe brand they can find in retail hands. The local demand for lobsters is only moderate, but prices are firm at \$2 for tails and \$2.50 for flats. There is no particular feature beyond that packers report that they have foreign orders in excess of what they will be able to supply. Sardines are quiet and unchanged. Canned meats are only moving in limited quantities, but prices are firm, with an upward tendency, and packers refuse to sell ahead at present prices.

MONTREAL.

Canned goods continue dull on the whole. A feature is the scarcity of salmon, and further orders have been placed for stock which will arrive on first steamers from Liverpool. These goods were taken around the Horn from British Columbia by sailing vessel to Liverpool, and it is claimed that they can be laid down in Montreal cheaper than if they came across direct to this market by rail. The prices are said to be \$5.25 cost delivered in Montreal. Orders are also being taken for July and August delivery at \$4.55 for clover leaf, and 4.52½ for British American brands.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5c.
F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

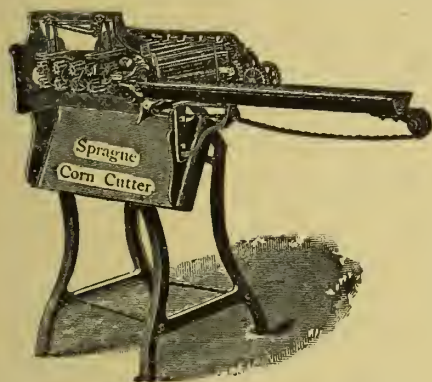
QUALITY—Bright, dry, and sound new-crop stock.

WE AIM AT—

THE
BEST **FRUITS** - AND -Lowest Possible Price.
CLEMES BROS.

Phone. 1768

TORONTO



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. McLean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.**SEEDS -** Everything for the
Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD.** TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.

It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

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FORREST CANNING CO'Y,
HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

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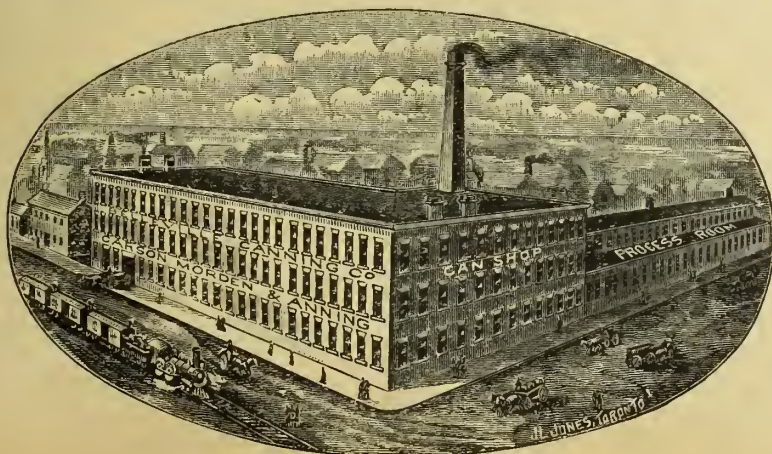
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers.



MARKETS.—Continued

DRESSED POULTRY—The market remains dull and unchanged. Chickens are quoted at 65 to 75c. per pair, ducks 85c. to \$1 per pair, turkeys at 14c. per pound, and geese at 9 to 10c. per pound.

POTATOES—Demand is fair at steady and unchanged prices. Car lots on track have been moving at 82 to 85c., and bags sell out of store at 95 to \$1. Dealers are now patiently awaiting the opening of the pits.

ONIONS—Dull and unchanged at \$2 to \$2.25 a bag.

HOPS—The market is difficult to fathom, there being considerable difference of opinion among dealers, both regarding prices and the future. Prices for '92's range all the way from 17 to 20c., according to quality, and yearlings are quoted at 15 to 16c. A local dealer a few days ago wrote to a grower in one of the hop centres, asking for quotations. He was quoted 25c. and was requested to make a bid if that did not suit him.

HOGS AND PROVISIONS.

The season is about over for dressed hogs and there are but few coming in. No car lots are offering, and packers are depending upon farmers' deliveries for supplies. Prices range from \$8 to \$8.10, and they are easy at these figures. Meats are in fair demand, and some car lots of mixed are going out for Liverpool. There is a continued good demand for hog products generally, but in small parcels.

BACON—Long clear 10½ to 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—In good demand and firm at 13 to 13½c.

LARD—Pure Canadian is 13¼c. in tubs, and 13½c. in pails. Compound 10½ to 11c.

BARREL PORK—U. S. heavy mess is \$20.00 to \$20.50. Canadian short cut \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 7 to 8¼c., veal 6½ to 8c., mutton 7 to 8c., lamb 8c. to 8½c.

GREEN FRUIT.

There has been quite a slump in the apple market during the week in sympathy with the decline in England. On the local market the demand is limited and not many are being exported. Fancy stock is down as low as \$1.75 per barrel, while ordinary to poor stock no one wants. There is a fairly good demand for oranges at unchanged prices. Lemons are in fair demand at higher prices. We quote as follows:—Valencia oranges at \$4.50 to \$4.75 per case, Jamaica \$2.50 to \$2.75 per box, Floridas \$3 to \$3.50 per box, Palermos \$2.50 per box; lemons \$3.50 for 300's and \$3.25 for 360's. Bananas \$1.75 to \$2.50; pineapples 20 to 30c., Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket; apples, \$1.75 for fancy stock.

FISH AND OYSTERS.

Trade continues brisk and supplies have been arriving with more regularity. Demand will principally be for white fish and trout. Among the receipts this week was a car lot of frozen sea herring, and prices are quoted at \$2.50 per hundred. Haddock and steak cod are both 1c. lower at 6 and 9c. respectively. Finnan haddie is quoted at 9c. Oysters remain as before. We quote as follows: 7 to 7½c. for trout and ordinary whitefish, 7½c. for Manitoba whitefish, 4½c. per lb. or \$3 per hundred for frozen Lake herring, \$2.50 per hundred for frozen sea herring, 10c. for mackerel, 13c. for

B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, 6c. for haddock, 4 to 4½c. for market cod, 9c. for steak cod, 5c. for flounders, 6½c. for skinned and boned codfish, \$3 per half bbl. for Labrador herring, \$2.75 per half bbl. for shore herring, 11 to 12½c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 7c. for pike, 7c. for pickerel; ciscoes \$1.50 to \$1.75 a hundred, black bass 10 to 12½c. a pound; finnan haddie, 9c.; oysters, \$1.25 for stds., and \$2 selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES—The market is without change. Car lots of cured have been moving at 5¼c. and No. 1 cows' is quoted at 4½c.

SKINS—There is less enquiry for sheepskins, although prices are unchanged at \$1.35 to \$1.40. Calfskins are in good demand at 7c. a pound, with supplies light.

WOOL—There is very little doing. Demand is moderate for pulled wools, but there is no fleece in the market. Enquiry from local mills is steady. Pulled wools unchanged at 22 to 23c. for supers and at 26 to 27c. for extras. No. 1 and black are unchanged at 20 to 21c.

TALLOW—Business is rather quiet. Dealers are paying 7c. and selling at 7½c.; rough unchanged at 3c.

SEEDS

The market is in a decidedly nervous condition, and quotations are subject to variations from day to day. This applies more particularly to red clover, but other lines are affected to a more or less extent, and when jobbers quote it is generally accompanied by the request that a reply be sent by wire if price is favorable. During the past week there has been an advance of 75c. in red clover in Toledo, but this market has only slightly responded, but what it might be compelled to do is another thing. Country customers are ordering sparingly, although the parcels are numerous. Red clover is being jobbed out at \$8.60 to \$9.50. A fair jobbing trade is being done in alsike at prices ranging from \$5.50 to \$8.50, the outside price being for fancy seed. The demand for timothy is so far only moderate. Prices range from \$2.40 to \$2.90, the outside figure being for flail threshed and unbulled, but the chief demand is for the prime to choice article, which is being jobbed at \$2.50 to \$2.65.

DRUGS

There have been no actual changes in prices during the week. Trade is fairly good, and the chief demand seems to be for plain everyday drugs. Spring medicines and disinfectants are beginning to move.

MONTREAL MARKETS.

MONTREAL, March 23, 1893.

GROCERIES.

The grocery trade has been quiet during the past week, for the spring break-up has conduced to restrict the actual movement of business. As a consequence there is little to note in this connection. But the fact does not seem to cause sellers any anxiety, for they appear to be satisfied that once the country is settled supplies will be required of them pretty freely. Nor is there anything in the advices from the interior to indicate that they are wrong in this supposition. In the matter of values, however, some of the leading staples have furnished new

features. For instance, although the change has not actually been established on the regular market, refiners are booking orders for round lots of granulated sugar at 1-16 decline, but refuse to concede this in the case of jobbing parcels. Yellows show no change. Syrups and molasses are on the easy side also, the latter having been offered for June delivery at 30c., which is rather contrary to the advices which have been circulated in this market this spring, the general tenor of which indicated firmness. It seems that they were erroneous, however, and it is worthy of remark that operations here on the higher price first advised have not been large, for buyers have pursued a very conservative course in the matter. Tea has met a fair enquiry from dealers, although importers' agents are doing nothing. Coffee and spices continue in light supply and good demand, values ruling firm. Dried fruit is very quiet. Canned goods have been dull.

SUGAR.

There is an easier tone to the sugar market, but it can hardly be said that a change has been actually established yet. However, there is no doubt that the refiners have conceded 1-16 on round lots of granulated, but such a basis is not possible for business in the regular way as they are still asking 4 5-8c. for ordinary quantities. For wholesale business though 4 9-16c. is possible on granulated, and it is said a cut of 1-16c. has been made in yellows also for large quantities, but we cannot cite any actual business as transpiring on the new basis.

SYRUPS AND MOLASSES.

Good bright syrups continue to move out fairly well, but although no actual change is to cite the tone is easier. Molasses rules quiet and unchanged on spot on the basis of 32 to 33c., but for futures business at 30c. June delivery has transpired.

TEA.

There has been nothing very special in tea, and the only sales of importance that the brokers announce is an 800 package lot of Japans on a steady basis. We quote common 12 to 14c., medium to good 16 to 18c., fine 19 to 21c., and finest 25 to 31c. Black teas are firm, low-priced stock being very difficult to obtain. Greens are steady also.

COFFEE AND SPICES.

The firm tone of the coffee market is maintained under light supplies and a fair demand. We quote Jamaica, 19 to 20c.; Maracaibo, 21 to 22c.; Rio, 19 to 21c.; Java, 25 to 27c.; and Mocha, 25 to 28c. Jobbing lots necessitates a proportionate advance on the above basis.

Spices are firm and unchanged. Black pepper, 8 to 9c.; Pimento, 6 1-2c., and nutmegs, 50c. to \$1.00, according to the quality.

DRIED FRUIT.

Dried fruit rules very quiet but steady. We quote off-stalk Valencia 4 3-8c. to 4 1-2c. for seconds and 4 3-4c. for firsts. Valencia layers have been enquired for at 6 to 6 1-4c. for straight wholesale lots. Currants are quiet, and values are nominally quoted 5 to 5 3-4c., as to quality.

RICE.

Rice is moving out fairly well from first hands at unchanged prices. The quo-

(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

The flour market continues to rule dull and easy. Mill feed continues in good demand at steady prices, with offerings light.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.85 to \$4.10; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.90 to \$3.00; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$15 to \$15.50, shorts (ton lots) \$17 to \$18; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33 to 34c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market is dull and unchanged. A few special brands are still meeting with some attention at quotations, but the market is neglected on the whole. Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.75; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4 to \$4.15; strong bakers' \$3.90 to \$4.00.

ST. JOHN'S N. B.

The market has a slightly easier tone, though holders of stocks claim prices are liable to advance. Quotations are, Manitoba, \$5.15 to \$5.25; High Grade Ontario \$4.30 to \$4.40; Medium Patents \$4.15 to \$4.25.

Oatmeal very firm. Prices are given at \$4.40 to \$4.50.

Corn meal steady at \$2.75 to \$2.85.

Feed is higher and almost impossible to get at \$23 to \$24, bags free.

Our lines in **BAKING POWDER** are

"Snow Drift"
"Our Cream Tartar"
and **"Crystal"**

All Pure and of the Finest Quality.

THE SNOW DRIFT CO., BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada.

7¹/₂ C.
Pound.

White Clover Honey
GENUINE.

QUALITY, THE FINEST AND FLAVOR DELICIOUS.

In 50 and 10 lb. tins. Tins, 25 and 10c. each.
Order Promptly.

A. BEATTIE & CO., St. Marys.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

AGENTS:
J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.

The Western Milling Company
(Limited.)
REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE. W. W. SUTHERLAND.
STRATHROY OATMEAL AND CORNMEAL MILLS.
Pincombe & Sutherland,
STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,
also Standard and Granulated Oatmeal, CORNMEAL, Dressed Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.
Highest price paid for Oats and Peas in car lots.
WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.
Brandon, Man.

—MANUFACTURERS OF—
Hungarian, Patent, Strong Bakers

- - FLOUR - -
Also Oatmeal, Rolled Oats, Rolled Oatmeal, Granulated and Standard.

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y
PROPRIETORS

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Oatmeal
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D. R. ROSS, - - EMBRO, ONT.
A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal
IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

MONTREAL Markets continued

tations are: Standard, \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina, \$7.50.

NUTS.

There is no change in nuts, which rule quiet and unchanged. We quote as follows: Pecans 11 to 12½c., Terragona almonds, 10½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FISH.

The fish market is quieter, the demand being pretty well over. Stocks of fresh fish are small and prices are generally nominal, but pickled fish are easier in tone, although there is no actual change in the quotations. We quote as follows:—Haddock, 0 to 5c., cod 4c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 9c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12 per brl.; do. \$7 per half brl.; C.B. and N. S. herring, \$4.75 to \$5 per brl.; tommy cods, \$1.50 to \$1.75 per brl.; fresh herring, \$2 to \$2.50 per hundred; haddies, 7½ to 8c.; Yarmouth bloaters, \$1.50 to \$2; frozen mackerel, 8½ to 9c.; smelts, 4 to 5c.

BEANS.

The market is quiet but steady, at \$1.25 to \$1.45 for fair to choice stock, with ordinary \$1 to \$1.20.

HONEY.

Buckwheat honey has been sold at 5 to 6c. in cans, and we quote 5 to 7c. for extracted. Bright comb stock is worth 12½ to 13c., with sales at these prices, dark and broken stock ruling at 7 to 8c.

MAPLE SYRUP.

Quite a lot of old maple syrup has sold during the week at 55c. Arrivals so far are few and unimportant and no bona fide sales can be cited.

HOPS.

The market is quiet for choice. Canadian has sold as low as 18c., and we quote a range of 15 to 18½c., according to quality.

ASHES.

The market is firm, first pots changing hands at \$5 per 100 lbs.. Second pots are nominal at \$4.20, and first pearls at \$5.35.

APPLES.

The market is steady at \$3 to \$4 for choice with poor down as low as \$1.

ONIONS.

Onions are in fair demand, red and yellow stock in barrels selling at \$2.50 to \$3.50. Spanish onions are worth 90c. to \$1 per crate.

POTATOES.

The potato market is firm with prices, somewhat higher, \$1 to \$1.05 having been made for car lots, some choice cars fetching as high as \$1.08 to \$1.10. In fact, really choice is so difficult to obtain that it commands almost anything.

EGGS.

The egg market rules weak, single cases selling at 20 to 21c., and round lots 19c. Receipts are large, and while the demand is fair, it is not sufficient to keep the market cleared.

BUTTER.

Butter rules steady for a fair jobbing trade. We quote as follows: Choice fall creamery, 23 to 24c.; creamery seconds, 21 to 22c.; Townships dairy, 21 to 23c.; Morrisburg and Brockville, 20 to 22c.; Kamouraska stock, 00 to 20c.; Western 20c.

MONTREAL TRADE NOTES.

The fact that canned salmon can be sent from British Columbia around the Horn to

Liverpool and afterwards shipped across and sold laid down in Montreal at less than they can be brought direct across by rail, has been demonstrated this week.

Sales of molasses for June delivery have been made on this market at 30c.

Reagan, White & Co. are offering now, some newly arrived Indian, green, and black teas.

A lot of 800 boxes low grade Japan teas changed hands here during the week at 12 to 14c.

English cables on raw sugar say that Java is being quoted at 16s. 7½d. and beet 14s. 4½d. for present and future delivery.

Mr. Hughes, of Caverhill, Rose, Hughes & Co., says that once the roads get settled, he expects trade to pick up materially.

Mr. Quintal, jr., of A. Quintal and Fils, calls molasses the easy spot of the grocery market. He has heard of numerous offers of 30c. June delivery.

There is a decided scarcity of really choice potatoes, and car lots bring almost anything sales at \$1.10 transpiring during the week for choice car loads.

Messrs. Lightbound, Ralston & Co. are offering their usual special lines of Japan, Ceylon, Indian and China teas, as well as a complete assortment of canned goods, etc., etc.

Mr. Geoffrion, of L. Chaput, Fils & Co., reports that, although the refiners may have marked down granulated sugar for round lots, grocers are still working on the former basis.

Refiners are conceding 1-16c. per lb. for round lots of granulated sugar, but for business in a regular way 4½c. is still the basis, for they will not allow anything for ordinary quantities.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., March 23, 1893.

The market is without any special feature. Prices in all staple lines are steady, with the exception of molasses, which has weakened some. Trade is improving.

Teas—The market is still firm for all cheaper grades, though no change is noticed in better qualities. Stocks held are quite sufficient for requirements.

Sugars—A fair demand for all grades. Sugars at steady prices is quoted: Granulated, 4½ to 4¾c.; ex. C., 3¾ to 4c.; yellows, 3½ to 3¾c.

Molasses—Very little moving. Some new Barbadoes has arrived and is selling at 32 to 33c.; other kinds, 28 to 32c.

Rice—A slightly easier tone. Some quotations given are 3½ to 3¾c.

Beans—Steady at regular prices, \$1.80 to \$1.90.

Eggs—A better demand, prices somewhat higher; are selling at 17 to 18c.

Butter—Is somewhat easier; any choice lot finds ready sale at 20 to 21c.

Cheese—Is without change, at 11 to 11½c.

Provisions—Clear mess pork, \$26 to \$27; mess pork, \$22.50 to \$23.50; beef, \$15 to \$15.50; smoked rolls, 12 to 13c.; hams, 14 to 15c.

Fish—Dry and pickled fish are somewhat easier, market well supplied. Smoked haddies are scarce and higher; herring higher.

PERSONAL MENTION.

The wife of Mr. Wm. Parkhill is convalescing nicely.

Mr. George Mnsson has recovered sufficiently to leave the city for a few days.

Lockhart Watt left on Monday for a business trip to Europe. He will be absent about two months.

Mr. Donald Morrison, western traveller for Stuart, Harvey & Co., Hamilton, has joined the travelling staff of Eby, Blain & Co. Mr. Morrison will cover the territory west of and including London, taking in the Sarnia branch. Mr. Robert Stuart, who formerly covered that section for Eby, Blain & Co., will take in all points east of London, as his increasing trade through the counties and the Niagara Peninsula requires all his attention there.

James Stewart, who has done a successful general store trade at Young's Point for many years, is offering his business for sale. He has not been in the best of health for some time and is to return to the Old Country. Young's Point is on the Trent Valley Canal, six miles from Lakefield and fourteen from Peterboro'. There is a growing trade to be done in the locality, and for an experienced young man this is an excellent opening.

MILK SUGAR.

It has long been a problem what to do with the by-products of milk. Much time and money have been devoted to experiments to utilize these, but the Swiss are the only people who have made a successful business in that direction, their product—sugar of milk—commanding the market. "The American Dairyman" states that one of the leading cheese makers in the United States, W. E. Smith, has quite recently succeeded in producing an article of milk sugar equal to the best Swiss product. "In this connection Mr. Smith informs us," says that journal, "that 200,000 lbs. of the Swiss product was imported into this market during the four months ending April 30, 1892 in addition to the home output. There are no means of learning the volume of the production of the home article other than that based on mere guesswork. That it must be important may be gleaned from the fact that the American Lactose Company, of which Mr. Smith is President, purpose turning out 300,000 lbs. of this product during the current year."

FAMOUS "STAR" Sugar Cured Meats

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Pure Cod Fish, 1 lb. Blocks,
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Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

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Elliott, Marr & Co.,

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THE POSITION OF PEPPER.

N. Y. Bulletin says that operators for a rise in pepper appear to have lost their advantage, and the market for some little time past has been in a ragged, uncertain position, but mainly favoring buyers. It is now claimed that the bull movement was not based so much upon calculations of an actual shortage of crops, as upon the belief that the market had been oversold, and the bears would find it impossible to meet their engagements; but when time for delivery came the shorts were ready with a great deal more stock than they received credit for, and tendering it to parties who really had no use for the pepper. The latter in their desire to promptly sell out have weighted the market with a surplus amount, under which weak prices develop. It may be noted, however, that there are some limits about quality of deliveries that are likely to produce discord.

RATS PLAY BALL WITH EGGS.

"Do you want to see something funny?" said a drug clerk to a reporter one evening. Of course, the reporter was not averse to see something in the humorous line and so informed the mixer of pills and powders, says The Washington Post.

"Well, if no one comes in for a moment I'll show it to you," said he, placing a basket of eggs, used in making egg phosphates, from the top of the soda fountain to the counter. "Now stand here and watch the rats," and the newsman stood where he could get a view.

It took but a moment's silence and then out popped a hoary old rat, soon followed by three more. They seemed to understand their part, and climbed nimbly up a box about a foot high, used in covering pipes, and from that to the tray under the counter where the glasses are washed. Up on top of another box they went, and then to the top of the counter.

The first descended to the floor, the second remained on the box the third in the tray, and the fourth on the high box. Seeing they were there the old rat on top walked to the eggs and picked up one, carrying it with his front legs, walking on his hind feet like a squirrel. He dropped it over and it was caught by the rat beneath, who in turn gave it to the one beneath him.

This rat jumped down and rolled the egg under the soda fountain. In this manner they carried down six eggs in exactly one minute, when, thinking the fun was expensive, the clerk drove them away.

"They will steal them by the dozen if I'll let them," said the clerk, "and we have to keep them on top of the fountain."

KEEPING APPLES PERFECTLY.

A prominent apple grower at Portland, Me., confidently asserts that he has discovered by actual experience how to keep apples perfectly; and in proof of his claim he has on hand sound samples of no less than three distinct crops. His procedure is so simple that it is well worth experimenting on. Select sound winter fruit, wipe dry, wrap in tissue paper, pack in dry sand, and place in a dry cellar. The result, it is claimed, will be the perfect preservation of the apples thus treated.

AUSTRALIAN BUTTER.

A Victoria (Australia) dairyman, after a visit to England, has communicated some of his impressions to The Australasian. Australian butter, he says, beats both the Normandy and Danish makes in its keeping qualities, but where it is lacking is in uniformity. On the necessity for uniform quality strong stress is laid. Better, he says, a slightly inferior butter which is uniform than superior butter of varying grades. It is the belief also of this authority that Australian butter is destined to drive the French and Danish out of the English market. It may be mentioned as one of the curiosities of the trade, due principally no doubt, to the bonus system, that Victorian butter may be bought cheaper in London than in Melbourne.

A CASH BASIS.

For many years the question as to whether retail merchants should sell on a cash or credit basis has been debated warmly in trade papers and in meetings composed of merchants, and also in grange lodges and Patrons of Industry. Of course the principles of the Patrons is to buy wholesale, deal for cash, and do away with middlemen. However, many men have pointed out the use of credit, especially where a fair percentage of the merchant's customers are agricultural laborers or farmers. These men receive their year's pay or profit during the last three months of the year, and for the other nine are supposed to be without any considerable amount of cash. And for this reason many boldly declare that a retail merchant cannot succeed when doing business on strictly cash principles. At a debate in a neighboring village last week this question came up, and this reasoning was advanced.

Now this appears to be both fallacious reasoning and from wrong premises. The farmer does not market his produce in this country all in one day or all in one month. At least a farmer who judiciously varies his crops and products should have a perpetual harvest all the year round. The product of the farm is not all grain; it is composed of differ-

ent classes of articles or products which are marketed each week, or can be if necessary. Even the grain is marketed at intervals during the winter months, and plenty of farmers in this district often hold over until spring. In all these cases the reasoning of the credit men breaks down.

But even if the whole statement were true, and farmers did market their grain all between October first and January first, that proves nothing. They have their money, and why should they lose the interest on it as well as the merchant? A cash business no doubt will be mutually beneficial. Every person is making for the cheapest market to buy in, and where goods are sold on credit cannot be the cheapest place. Neither can a cash and credit business be the cheapest, although cash customers may get a discount, yet the credit price is always asked, and even with discount off the prices are not as low as they would be if the business was strictly cash.

It is an undoubted fact that the man who sells the cheapest is the man who sells for cash. If merchants would put their cash business plainly and honestly before their customers they would undoubtedly succeed in convincing them that a pure cash basis in the retail business would be much more economical.—London Free Press.

TRADE COMPETITION IN FRANCE.

An important bill has been passed by a very large majority in the French Chamber of Deputies, the double purpose of which is to protect the smaller distributing traders from the competition of great establishments dealing in many kinds of goods, and to raise more revenue. The patentee, or license tax, is levied on all dealers. It is charged in two portions, one upon the rental, the other being a fixed sum, equal in amount in the same locality, but increasing with the size of the population. The tax upon rental varies from one-thirteenth on the smallest rents to one-seventh on the largest. Hitherto firms carrying on several branches of trade in the same building have only been chargeable as for one. Under the new bill, however, each branch is to be treated singly and taxed accordingly. An additional patentee is to be paid also, proportioned to the number of persons employed. The bill defines the kinds of goods to be included in each branch, and there are sixteen branches. It is estimated that the total amount of license tax paid by the Bon Marche, a great retail establishment in Paris, which has 2,000 employees, will be increased from \$82,000 per annum to \$228,000, and that of the Louvre from \$82,000 to \$195,000. Attempts were made during the discussion of the bill to fix the number of categories at 70 and even 102 instead of sixteen, but these were unsuccessful. The measure was passed by a majority of 379 to 54, the deputies being greatly influenced, it is said, by popular jealousy of large trading establishments, and by the fact that a general election is near at hand.

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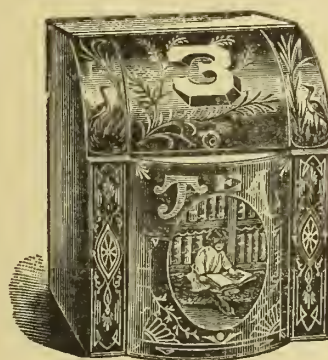
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STEWART, HARVEY & CO. RETIRING

The old established firm of Messrs. Stewart, Harvey & Co., late John Stewart, Sou & Co., of Hamilton, are retiring from business, and have sold their entire stock and good will to Messrs. Balfour & Co., of the same place. Messrs. Fred. Smye and Chas. McIlroy, two of the former firms most popular travellers, will accompany the stock and good will to Balfour & Co.

AN INSOLVENCY BILL.

A private bill was introduced in the Nova Scotia Legislature Monday providing for the distribution of insolvent estates, the main provision of which makes preferences illegal, and provides for the equal distribution of assets among the creditors. Provision is also made for making assignments to sheriffs of counties, but creditors are allowed to substitute assignees of their own nomination. The bill is largely a re-enactment of the Ontario act, omitting some provisions that have been the subject of controversy in the courts.

THE MONTREAL BOARD OF TRADE.

The Council of the Montreal Board of Trade is at present discussing the advisability of depriving delinquent members whose dues are not paid of the little piece of paper that entitles them to the privileges and advantages of the Board of Trade, and as it is said that there are quite a few of these who are over a year in arrears, the board's action seems to be right and just. It is the desire also of many of the most prominent members of the board to make the certificates worth more than they are to-day. At present they stand at \$65, but it is understood that at the quarterly meeting in April Mr. E. Judge will propose an advance in the value of the certificates. There are only a few for sale now, but if the board carries out the intention of confiscating the certificates of members whose dues are over a year in arrears there may be a lot more on the market.

There are two suggestions as to how the value of the certificates may be increased. One is to limit the membership and the other to put up the membership fees. The board will soon have to wrestle with both of these.

Next month the board moves into its new quarters, and already the question of how the event is to be celebrated is being considered. One suggestion is for a formal opening of the building in the afternoon and a reception in the evening and the next day a grand dinner at the Windsor hotel. Delegates from the Boards of Trade all over the country are to be invited. The members of the Dominion and Provincial Cabinets and members of both legislative bodies.

IMPORTS OF CITRUS FRUITS.

The California Fruit Grower says: "That we are nearing the point of self-support in the production of oranges is evident from the declining imports of such fruit. It is not long since there were imported into the United States nearly two million boxes of oranges, mostly from Italy and Spain. At present rates of increase in production, it will be but a short time until we shall grow more fruit than can probably be sold, especially at high prices, in this country, and must ourselves seek a foreign market for oranges. Of lemons we still lack a large amount of enough to supply the home demand.

The value of imports of citrus fruits for the past few years will be seen by the table showing the imports for the fiscal years ending June 30th, as follows:

	Oranges Value.	Lemons. Value.
1885	\$2,088,204	\$2,510,426
1886	1,871,839	2,608,819
1887	2,408,140	3,835,147
1888	2,268,872	3,395,983
1889	1,961,889	3,189,534
1890	1,916,652	3,374,032
1891	2,339,987	4,351,970
1892 (cal. year)	1,227,311	4,831,334

The above figures are compiled from the reports of the Chief of the Bureau of Statistics, which give values only without regard to quantities.

From other authentic sources we find that the number of boxes of oranges imported into the United States for the year ending October 31st last was 614,628 as against 1,050,988 for the previous twelve months. For the same period the number of boxes of lemons imported reached 2,291,700 and 1,828,720 respectively. A glance at these figures will show that generally speaking the imports of oranges have fallen off perceptibly of late, while there is a noted increase in the imports of lemons. As near as may be estimated, the orange crop of the United States last year was not far from five million boxes, and the imports as above shown something over half a million, making the total consumption in the United States from five and a half to six million boxes at the present time. That the consumption of oranges is rapidly increasing is also shown by the figures above presented, and they also show that the value of lemons consumed has nearly doubled since 1885.

The crop of Florida oranges last year was a large one, reaching some 3,800,000 boxes, while California had over 1,000,000 boxes. The Florida crop of the present season now nearly all marketed will not reach 3,000,000 boxes, but that of California will come up well towards 2,000,000 boxes; thus making the American crop, including that of Louisiana, nearly equal to that of last year.

The extent of citrus planting during the present spring will be much less than that of the previous two seasons, but enough will no doubt be added to our orchard areas to keep ahead of the increasing consumption of oranges in the United States. It will then become a question of successfully competing with the Italian and the Spaniard in European markets.

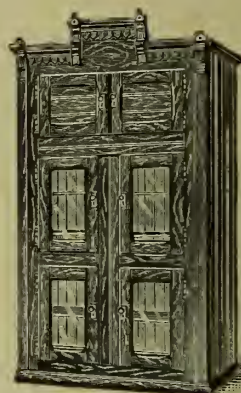
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offered to the trade. Manufactured from fresh ripe
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Add two parts of water to one of Evaporated Cream
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THE WHITE BEAN SITUATION.

One would naturally suppose that this country was sufficiently large and abundantly able to produce all the white beans that the inhabitants require for their annual consumption, but it appears that only a small percentage of the actual quantity necessary is produced from our own soil. The consumption of beans is undoubtedly showing a gradual, although steady increase, which is conclusive evidence that Boston 'culture' is making itself felt throughout all sections of the country. Vast quantities are regularly consumed among our Puritan neighbors, but other localities are rapidly forging ahead, and will in time succeed in wrenching from the east the title of "bean eaters," which for ages they have retained possession without question. The importation of the foreign product has been unusually large the past season, and the business has yielded excellent returns to all those interested both in this country and in Europe. The increased demand is attributed to the poor potato crop this country harvested last year, and the heavy advance in the value, thus forcing thousands of the working class to a more economical substitute, and seemingly with one accord the article beans has been decided upon as answering fully the requirements of the people. In past years France has been the country we have looked to when desiring to make good deficiencies upon this side of the water, the hand-picked product of that country being favored next to that of our own raising; but the season of 1892 did not deal favorably with the crop in that country, the yield not being sufficient to permit of any considerable exports to this side; hence it was found necessary to seek in other sections the stock that has been needed to meet the requirements of this country. Hungary was discovered as possessing an abundance, and, though the quality of their crop is probably not up to the standard of the French hand-picked, yet the prices quoted were accepted as favorable; therefore to that section of the world import orders went out in large volume, and have continued to increase steadily up to the present time, until today the quantity in transit has caused a halt in the interest of buyers, the latter entertaining some doubt as to the country's ability to take care of the heavy quantity in prospect upon the basis of the values now ruling. The cost of medium abroad is said to be equivalent to about \$1.15 to \$1.20 laid down. To this must be added 40c. duty, which brings the actual value up to \$1.55 to \$1.60. The quotation of this market at present is \$1.75 to \$1.85, though it is doubtful if these values could be realized to-day upon invoices. Up to this time there has been no important accumulation of stock, but it is the future quantity that is to be landed that appears to disturb the trade, and prompts more cautious action. The Scotia has just arrived with 9,900 bags. A considerable portion of this lot was sold previously, and will pass directly to the trade when the vessel is discharged. Cable statistics show that the Pocahontas, to follow, has 1,200 bags; Prydain, 11,000 bags; City, 38,000 bags; Powhattan, 20,300 bags, and Elysia, 10,000 bags, or a total quantity yet to arrive, of, say 80,500 bags, or the equivalent of 281,750 bushels. Whether any further shipments will be made to this

side during the remainder of the season is a question, as reliable authorities in the trade inform us that it was with some difficulty the last cargo loaded was secured. The course of the market from this time on will be dependent wholly upon the character of the demand. If the consumption continues at the rate experienced during the past four months importers claim they will meet with no difficulty in handling the seemingly large supply in prospect; but the trade, on the other hand, are looking forward to the summer season, and the harvesting of the various domestic crops, and anticipate a gradual falling off in the consumption from the opening of spring. Buying will undoubtedly be pursued cautiously during the next several months, or until a clearer idea of the situation can be obtained; in the meantime the market is summed up, "Quiet but steady."—N.Y. Bulletin.

EUROPEAN POTATOES.

The potato market has been in a most unsatisfactory condition of late, and as the season advances the outlook seems less favorable for those most interested. The light home crop last season caused growers and dealers at primary points, both in the interior of this State and throughout the Western States, to turn speculators; and large quantities of potatoes were put away for the winter and late season to await the high prices which were expected in view of the short crop. The yield in Europe was believed to be light from early advices, and the prospects were truly very favorable. As the season advanced stock commenced to arrive freely from Europe, and for the last couple of months the importations have been very excessive, and, notwithstanding the market is overstocked, and prices have been forced down to a basis which does not cover expenses, they will which do not cover expenses, they still come in in quantity beyond all expectations, and the yield must have been much larger than supposed in most European countries. The arrivals for the past two or three weeks have been over 100,000 sacks per week, and values are so low that all classes of trade are using them exclusively, causing business in domestic stock to be almost at a standstill, as they are held higher in proportion than foreign, and, as prices now asked for the domestic are not on a parity with figures ruling at primary points, commission receivers are not disposed to make further concessions, particularly in view of the fact that they could not get low enough to materially widen the outlet.

Not only this market, but about all the nearby markets are being supplied by the foreign potatoes, and enquiries and orders are received from some of the most westerly sections, so that unless there is a very decided falling off in shipments from abroad, it does not seem probable that the market can be forced up sufficiently to allow holders of domestic to clean up at satisfactory prices, and it looks as if the bulk of the stock would have to be sold at figures below those which could have been realized first of the season.

One favorable feature for the domestic is the poor quality of foreign. In previous seasons they have been superior to our home potatoes, especially those

from Scotland, but recently the stock received has been of irregular quality, and this may turn the consumption more toward the domestic. In some cases stock has arrived in such poor shape as to be a total loss, many marks not averaging over 50c. to \$1, while the bulk of offerings have sold lately in range of \$1.25 to \$1.75, with only strictly choice up to \$2 or higher per sack holding 168 pounds of potatoes.

The demand is all that could be expected, however, and, while not equal to the excessive offerings, the accumulation would be quickly reduced under light arrivals for a week or so, and an advance would undoubtedly result, and it seems as if the unfavorable advices which have been sent abroad from here during the past two or three weeks must soon be answered by a temporary reduction in receipts; but dealers all claim that there are any quantity of potatoes still in Europe which holders are anxious to unload on this market. Many of the foreign are shipped on commission, while a great many are bought by speculators here, and some of the investments have turned out rather disastrously for the buyers, the stock selling here for less than it cost on the other side, bringing the price for the consumer down to a very low point, considering the smallness of the yield last year.—N. Y. Bulletin.

A POINTER ON BUTTER.

"No dietetic reform would, I believe, be more conducive to improved health among children, and especially to the prevention of tuberculosis than an increase in the consumption of butter," remarks a contemporary. "Our children are trained to take butter with great restraint, and are told that it is greedy and extravagant to eat much of it. It is regarded as a luxury, as giving a relish to bread, rather than in itself a most important article of food. Even to private families of the wealthier classes these rules prevail at table, and at schools and public boarding establishments they receive strong reinforcements from economical motives. Minute allowances of butter are served out to those who would gladly consume five times the quantity. Where the house income makes this a matter of necessity, there is little more to be said than that it is often a costly economy. Enfeebled health may easily entail a far heavier expense than a more liberal breakfast table would have done. Cod liver oil costs more than butter, and it is besides often not resorted to till too late. Instead of restricting a child's consumption of butter, I would encourage it. Let the limit be the power of digestion and the tendency to biliousness. Most children may be allowed to follow their own inclinations, and will not take more than is good for them. The butter should be of the best and taken cold. Bread, dry toast, biscuits, potatoes and rice are good vehicles. Children well supplied with butter feel the cold less than others, and resist the influenza better. They do not 'catch cold' so easily. In speaking of children, I by no means intend to exclude other ages, especially young adults. Grown-up persons, however, take other animal fats more freely than most people do, and are, besides, allowed much freer selections as to both quality and quantity. It is not so necessary to raise any clamor for reform on their account."

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

TO RENT—A STORE AND DWELLING, with a small stock of boots and shoes for sale. W. S. H., care GROCER. 12

A GOOD BUSINESS for sale at Young's Point, near Lakefield. Splendid opening for party with push and small capital; stock light and good, no dead goods in store. Rent low. Business chiefly cash—Reason for selling, present proprietor going to the old country. For further and full particulars apply to Jas. Stewart, Youngs Point, Ont., or W. H. Seyler—care Eby, Blain & Co., Toronto. 13



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto. Agents for Ontario

" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

TENDERS

INDIAN SUPPLIES

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon of THURSDAY, 20th April, 1893, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1893, duty-paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the supplies required, dates of delivery, &c., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having such authority will be admitted. The lowest or any tender not necessarily accepted.

L. VANKOUGHNET,
Deputy of the Superintendent-General
of Indian Affairs.

Department of Indian Affairs.
Ottawa, March, 1893.

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all. Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary. Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.



LICORICE LOZENGES

....

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLLIE

Brooklyn, N. Y.

....

These goods can be obtained from any of the leading first-class houses in Canada. . . .

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,
—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

BUSINESS CHANGES.

SALES MADE OR PENDING.

The general stock of George Halliday, Arnprior, is advertised for sale by tender.

Ross, Sydmer & Co., general merchants, Bancroft, have sold out to Davy Bros. & Co.

The grocery stock of G. F. Graff, New Hamburg, is advertised for sale on 24th inst.

McAvoy & Fitzmartin, boots and shoes, Campbellford, are selling out and leaving town.

Miner & McKechnie, general merchants, Granby, Que., have sold out to W. R. Horner.

The general stock of Thomas Macnicol, Oak Lake, Man., has been sold at 63c. on the dollar; and for the grocery stock of H. B. Dumpy & Co., Winnipeg, 39c. on the dollar was obtained.

The general stock of P. E. Caron, Lennoxville, Que., is advertised for sale March 28. The grocery stock of Joseph Fortier, Sr., Magog, Que., is to be sold same day; also the general stock of E. Levesque, Ste. Flavie, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Ross & Tait, general merchants, L'Amble, are dissolving.

W. L. Davis & Co., grocers, Vancouver, B.C., have dissolved.

M. Vincent, grocer, Exeter, has been succeeded by Mrs. Edwin Bissett.

T. Hamel and A. Poirier have been registered as proprietors of a general store at Quebec.

L. A. Croteau and P. Croteau have been registered proprietors of the firm of Croteau Freres & Cie., grocers, Quebec.

REMOVALS.

Gilbert Lavalley, general merchant, Starsene, is removing to Isle Verte.

Joseph Girard, general merchant, Moose Creek, is removing to Sturgeon Creek.

D. Weismiller, general merchant, Hensall and Kippen, is closing up his branch at the latter place.

FIRES.

Joseph Phoenix, grocer, and W. Russell, tobacconist, Victoria, B. C., have been burned out.

The grocery stock of J. Pelcher, Owen Sound, was slightly damaged by fire Friday. There was no insurance.

DEATHS.

Henry McElroy, of the firm of H. McElroy & Sons, Richmond and Carp, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

W. Malcolm, grocer, Annapolis, N.S., has assigned.

Joseph J. Noble, boots and shoes, St. John, N.B., has assigned.

R. J. McLean, confectioner, Woodstock, is offering to compromise.

Joseph Disilets, general store, St. Clotilde de Horton, Que., has assigned.

Duncan Sinclair, general merchant, Alvinston, has assigned to C. B. Armstrong.

W. J. Weems, fruits and cigars, Nanaimo, B.C., has left town, and the bailiff is in possession of his estate.

W. Murray, wholesale grocer, Sherbrooke, Que., has compromised with his creditors at 25c. on the dollar.

Galbraith, Grant & Cook, general merchants, Telegraph Creek, B.C., have compromised at 40c. on the dollar.

"Away" is the brief news the mercantile sheets convey regarding John McKenna, a Mount Stewart (P.E.I.) grocer.

John Campbell, general merchant, Brockville, has assigned, and D. P. Burke, in a similar line of business at Joggins, N.S., has done the same thing.

O. E. Henry of Beamsville, and James Simpson of Galt, both general merchants, have assigned. The one to C. S. Scott and the other to C. B. Armstrong.

The liabilities of Stickles & McBride, the insolvent general merchants of Lisle, Ont., are \$6,000, and assets nominally \$7,000. Of the latter nearly one-half consist of book debts. Stock is to be sold by auction March 28.

EGG-TESTERS AND LIQUOR.

Talk about eggs, and you deal with a delicate subject says a contemporary, that is, if you attempt to illustrate your remarks with the things discussed. The discussion, too, should always be carried on at a time and place when and where you are reasonably certain that there is no possibility of sudden interruption, such as would necessitate your dropping the subject. It is needless to point out the wherefore of this to the intelligent egg man. Doubtless the Sun writer gave due consideration to these points when he delivered himself of the opinion that the Egg-Testers' Union of New York city have done well to decide that no person shall be considered in good standing as an egg-tester, who is addicted to strong drink. Sobriety is desirable in every walk of life, but it would be difficult to mention any vocation in which it is more imperatively demanded than in that of the professional egg-tester. There have been statesmen who have made some of their ablest public deliverances while half-seas over, hod-carriers who could carry their heaviest loads superimposed upon a jag; clergymen who could deliver their most powerful exhortations when in the condition of how-came-you-so; prize fighters who could strike their most telling blows while standing up on a skate; and temperance lecturers who could score their greatest

number of pledge-takers when their trolley was off. But neither history nor mythology mention an egg-tester who ever accomplished a noteworthy feat of egg-testing when he was loaded.

The many reasons why an egg tester should keep sober are as patent to the layman as to the professional manipulator of the ovarious bounty of man's sedentary provider. Perhaps the best of these reasons has to do with the matter in hand. If an egg be dropped by a nerveless egg tester, the damage is total and beyond repair, except through a miracle; for has not the poet truly said:—

"All the king's horses and all the king's men
Couldn't put Humpty Dumpty up again?"

Not only should the hand of the egg tester be as steady as though controlled by nerves of steel, but his vision should be clear and direct. The expert can tell at a glance whether

"Within a wall as white as milk,
Behind a curtain soft as silk,
Bathed in a bath of crystal clear,"

a yoke or a chicken doth appear; but what value would there be in the professional opinion of an inebriated egg tester, whose bifurcated vision should see maybe two chickens in an egg justly entitled to be classed as a "strictly?" Again, the egg tester should be firm on his legs. Some of the most complete (we use this form of speech advisedly) wrecks on record have been the result of a tipsy man inadvertently sitting or kneeling in a basket of eggs.

From the view point also of his obligation to society it is imperative that the egg tester shall always be at his best. Not only does it depend upon him whether the matutinal boiled egg of the bon vivant shall open fit to satisfy his epicurean taste, or shall prove to have been suitable only for the sea-going omelet; but he must not err in the more delicate classifications which separate the family egg from the fashionable boarding house egg, the fashionable boarding house egg from the plain boarding house egg, and these from the "cooking" egg, the egg utilized for raw material in various arts and industries not culinary, and the egg that is bestowed as a token of displeasure by the audiences whom the entertainments have failed to please.

The more this subject is considered, the more important does it appear that the professional egg tester shall be a man of uncompromising sobriety. Let the Union adhere to its position, and it shall receive the moral support not only of all total abstainers and all who are temperate in their temperance, but even of those whose conduct falls short of the temperance standard of the Egg Testers' Union.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
LONDON, CANADA:



A CHESTNUT REVENGED.

"I say, Mr. Hooligan!"
 "Say it yuresilf. Yez hov yer mout' open."
 "I only wanted t' know ef yo' evah heered a bed tick."
 "Naw, Misther Johnsing; but—"



—O'i've heered a chocolate drop."

M. F. EAGAR

GENERAL AGENT
 . . . AND . . .
 BROKER

CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
 HALIFAX, N. S.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
 Japan Nibs 12½c. and up.
 Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
 Fish, Fruit, Vegetables,

Write for Samples and Quotations.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

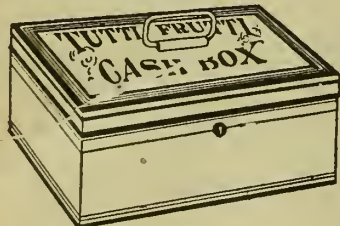


NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

GENERAL STOCK OF MERCHANDISE AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT"
PLUMBAGO"
STOVE POLISH.
Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.
6d. and 1s. Tins.

NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

ROBT. MOORE, Travelling Agent, London, Ont.

36 Yonge St., TORONTO.

	Per doz	
Apples, 3's.....	\$0 95	\$1 00
gallons.....	2 00	
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00
Corn, 2's.....	0 87½	1 00
" Epicure.....		1 15
" Special Brands.....	1 40	1 50

Peerless

PAYS YOU a better profit than any other.
Unequalled in Quality.
Guaranteed to Please.

Washing

See our Travellers, or write to
Pure Gold Mfg. Co.
TORONTO

Compound

Prices Current Continued—

CANNED GOODS.

Cherries, red pitted, 2's.....	2 10
Peas, 2's.....	0 90
" Sifted select.....	1 40
Pears, Bartlett, 2's.....	1 75
" Sugar, 2's.....	1 50
Pineapple, 2's.....	2 25
Peaches, 2's.....	2 00
" 3's.....	3 00
" Pie, 3's.....	2 00
Plums, Gr Gages, 2's.....	1 75
" Lombard.....	1 50
" Damson Blue.....	1 50
Pumpkins, 3's.....	0 95
" gallons.....	3 00
Raspberries, 2's.....	1 40
Strawberries, choice 2's.....	2 15
Succotash, 2's.....	1 65
Tomatoes, 3's.....	0 85
"Thistle" Finnan haddies.....	1 50
Lobster, Clover Leaf.....	2 40
" Impr'l Crown flat.....	2 60
" tall.....	1 90
" Other brands.....	1 80
Mackerel.....	1 10
Salmon, talls.....	1 45
" flats.....	1 70
Sardines Albert, 1/2's tins.....	13
" Sportsmen, 1/2's genu- ine French high grade, key opener.....	12 13
Sardines, key opener, 1/2's.....	10 1/2
" Martiny, 1/2's.....	10 10 1/2
" Other brands, 9 1/2's.....	11 16 1/2
" P & C, 1/2's tins.....	23 25
" 1/2's.....	33 36
Sardines Amer, 1/2's.....	6 1/2
" 1/2's.....	9 11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 11bcans.....	\$1 65	\$1 70
" 2 ".....	2 70	2 80
" 4 ".....	4 80	5 00
" 6 ".....	8 00	8 25
" 14 ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2 ".....	2 60	
" 4 ".....	4 75	
" 6 ".....	6 75	
Par Ox Tongue, 2 1/2 ".....	9 00	
Ox Tongue.....	7 85	
Lurck Tongue.....	3 25	
" 2 ".....	6 75	
English Brawn.....	2 75	
Camb. Sausage.....	2 50	
Soups, assorted.....	1 35	
" 2 ".....	2 25	
Soups & Bouilli.....	1 80	
" 6 ".....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50	
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25	

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 23c. packets.....	0 75
Orange Blossom.....	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 150 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O'Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/2's.....	6 and 12 lbs. 0 30
Caracas, 1/2's.....	6 and 12 lbs. 0 35
Premium, 1/2's.....	6 and 12 lbs. 0 30
Sante, 1/2's.....	6 and 12 lbs. 0 26
Diamond, 1/2's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homoppat'c, 1/2's, 8 & 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

EPP'S.

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENS DORP'S ROYAL DUTCH COCOA.

1/2 lb. cans, per doz.....	\$2 40
1/4 ".....	4 50
1 ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/2's, 6 lb. boxes.....	0 40
Vanilla, 1/2's.....	0 40

"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40
" Fry's " Diamond 1/2's, 6 lb bxs.....	0 26
" Fry's " Monogram, 1/2's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box.....	2 40
" 1/2's, ".....	4 50
" 1 lbs, ".....	8 75
Homopathic, 1/2's, 14 lb boxes.....	0 34
1/2 lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homoppat'c Cocoa (1/2's)	32
Mott's Breakfast Cocoa.....	35
Mott's Breakf. Cocoa (in tins)	41
Mott's No. 1 Chocolate.....	31
Mott's Breakfast Chocolate.....	22
Mott's Caracas Chocolate.....	41
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	21
Mott's Navy or Cooking Choc	27
Mott's Cocoa Nibbs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22 & 24	
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liqueurs 21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1 lb. tins 12-36 lb. box.....	\$7 25
Iceland Moss 1/2 lb in 12 lb bxs.....	35
Soluble (bulk) 15 & 30 lb bxs.....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....	per doz 1 40
Chocolates—	
Mexican, 1/2, 1/4 in 6-12 lb bxs.....	35
Queen's Dessert, ".....	40
Vanilla.....	35
Diamond, 1/2, in 6 and 12 lb. bxs.....	24
".....	28
Chocolate Powder, 15, 30 lb bxs.....	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/2, 1/4 lbs.....	40
Royal Navy (sweet).....	30
Confectioners' in 10 lb cakes.....	25 35
Chocolate Creams, in 3 lb bxs.....	30
Chocolate Parisien, in 6 lb bxs.....	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each.....	30
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb. Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30

Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1/2 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.....	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.	
Per 120 lb. Per 12 lb.	
case lot. box.	
per lb. per lb.	
Yellow wrapper.....	\$0 34 \$0 36
Chamois.....	0 43 0 48
Pink.....	0 50 0 56
Blue.....	0 58 0 66
Green.....	0 50 0 56
Lilac.....	0 58 0 66
Bronze.....	0 65 0 74
White Glace.....	0 73 0 83
Premium.....	0 38 0 42

Fancy Chocolates.

Fingers—	
40 in a box.....	per box \$0 36 \$0 40
20 ".....	
Croquettes—	
Yellow wrap.....	2 70 3 00
Pink.....	
Green.....	3 75 4 20
Croquettes are packed 12 lb. pack- ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	
Green.....	0 55 0 60

Each case contains 54 1 lb packages or
108 1/2 lb packages.



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20
CHAS. BOECKH & SONS, per box	
5 gross, single & 10 box lots.....	0 75 0 80
Star, 4 doz. in package.....	0 85
" 6 ".....	1 25
" 4 " cotton bags.....	0 90

COFFEE.

GREEN	c per lb
Mocha.....	28, 33
Old Government Java.....	25, 35
Rio.....	21, 22
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 26
TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	34
Our Own.....	32
Jersey.....	30
Laguayra.....	28
Mocha and Java.....	35
Old Government Java.....	30 32 36
Arabian Mocha.....	35
Maracaibo.....	30
Santos.....	27 28

RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

Something NEW IN Biscuits AT 11c. per lb.

LEMON CRISPS. VANILLA CRISPS. CINNAMON CRISPS. ORANGE CRISPS. STRAWBERRY CRISPS.

Toronto Biscuit & Confectionery Co., TORONTO.

Prices current, continued—

J. W. OOWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20 30
Say's Parisien, in 1/4 and 1 lb tins	30

DRUGS AND CHEMICALS.

Alum.....lb \$0 02 \$0 03	
Blue Vitriol.....	0 06 0 07
Brimstone.....	0 03 0 03 1/2
Borax.....	0 12 0 14
Camphor.....	0 80 0 85
Carbolic Acid.....	0 30 0 50
Castor Oil.....	0 07 1/2 0 08
Cream Tartar.....	0 28 0 30
Epsom Salts.....	0 02 1/2 0 02 1/2
Paris Green.....	0 16 0 17
Extract Logwood, bulk	0 13 1/2 0 14
" boxes	0 15 0 17
Gentian.....	0 10 0 13
Glycerine, per lb.....	0 17 0 20
Hellebore.....	0 16 0 17
Iodine.....	5 50 6 00
Insect Powder.....	0 30 0 35
Salpêtre.....	0 08 1/2 0 09
Soda Bicarb, per keg.....	2 50
Sal Soda.....	1 00 1 25
Madder.....	0 12 1/2

DURABLE PAIRS AND TUBS

WM. OANE & SONS, MANUFACTURING CO

NEWMARKET.

Steel hoops, painted and grain'd	Per doz. 2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs.....	9 50
No 2 ".....	8 50
No 3 ".....	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 1/2 oz.	1 75
" " " " 3 3 oz.	2 00

(SEELY'S FLAVORING)

Concentrated, 2 oz. full measure	1 75
" 4 oz. " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount on gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	per doz. \$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	c. per lb. 5 1/2
" " " " bbls	5 1/2
" Filiatras, bbls	5 1/2
" " " " bbls	5 1/2

Currants, Patras, bbls	6 1/2 6 1/2
" " " " bbls	6 1/2 6 1/2
" " " " cases	7 1/2 7 1/2
" Vostizzas, cases	7 1/2 9
" " " " cases	8 1/2 10
" 5-crown Excelsior (cases)	8 1/2 8 1/2
" " " " case	8 1/2 8 1/2
Dates, Persian, boxes	5 1/2 5 1/2
Figs, Elemes, 14oz., per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Prunes, Bosnia, casks	7 1/2 9
" " " " cases, new	7 1/2 9
Raisins, Valencia, offstalk	4 1/2 5 1/2
" " " " old	4 1/2 5 1/2
Selected.....	6 1/2 6 1/2
Layers.....	6 1/2 7
Raisins, Sultanias.....	6 1/2 10
" " " " Eleme	6 1/2 10
" " " " Malaga	6 1/2 10
London layers.....	2 25
Loose muscatels, Califor	1 60 1 70
Imperial cabinets.....	3 50 3 60
Connoisseur clusters	4 50
Extra dessert " qrs.	4 50
Royal clusters.....	3 40 3 50
Fancy Vega boxes	3 40 3 50
Black baskets.....	3 40 3 50
Blue " qrs	3 40 3 50
Fine Dehesas.....	3 40 3 50
" " " " qrs	3 40 3 50
Lemons.....	3 00 3 50
Oranges, Jamaica	2 75 3 00
" " " " Valencias	4 50
" " " " Floridas	3 00 3 50
Seedlings.....	3 00 3 50
Navels.....	3 00 3 50

DOMESTIC

Apples, Dried, per lb.	0 05 1/2
do Evaporated.....	0 09 1/2 0 10

FISH.

Oysters, per gallon	1 50
" select, per gallon	2 00
Pickrel.....per lb	0 07
Pike.....do	0 07
White fish.....do	0 07 0 07 1/2
Manitoba White fish do	0 07 1/2
Salmon Trout.....do	0 07 0 07 1/2
Lake herring.....p. 100	3 00

Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring.....	5 00
Salmon trout, per 1/2 bbl	5 00
White Fish, 1/2 bbl.....	5 00

Dried Fish:	
Codfish, per quintal.....	5 25 5 75
" cases.....	6 00 6 50
Boneless fish.....per lb	0 04 1/2
Boneless cod.....	0 06 1/2 0 08

Smoked Fish:	
Finnish Haddies, per lb	0 07 1/2 0 08 1/2
Bloaters.....per box	1 00 2 25
Digby herring.....	0 12 0 15
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod.....	0 05 0 07
B.C. salmon.....	0 13
Market Cod.....	0 05
Frozen Sea Herrings	2 65 3 00

GRAIN.

Wheat, White.....	0 65 0 66
" Red Winter.....	0 65 0 66
" Goose.....	0 60 0 62
Wheat, Spring, No 2.....	0 63 0 64
" " " " No 1.....	0 82 0 83
" " " " No 2.....	0 80 0 81
" " " " No 3.....	0 75 0 76

Oats, No 2, per 34 lbs	34 34 1/2
Barley, No 1, per 48 lbs..	45
" " " " No 2 extra.....	40
" " " " No 3 ".....	36 38
Rye.....	53 55
Peas.....	56 57
Corn.....	00 55

HAY & STRAW.

Hay, Pressed, "on track	9 25 9 50
Straw Pressed, " " "	5 50

HARDWARE, PAINTS AND
OILS.

CUT NAILS, from Toronto

50 to 60 dy basis.....	2 30
40 dy.....	2 35
30 dy.....	2 40
20, 16 and 12 dy.....	2 45
10 dy.....	2 50
8 and 9 dy.....	2 55
6 and 7 dy.....	2 70
5 dy.....	2 90
4 dy A P.....	2 90
3 dy A P.....	3 30
4 dy C P.....	2 80
3 dy C P.....	3 20

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg.. 3 65

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis.	
Flat head brass 7 1/2 p.c. dis	
Round head brass 7 1/2 p.c.	

WINDOW GLASS: [To find out what break any required size of panecomes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

1st break (25 in and under).....	1 35
2nd " (26 to 40 inches).....	1 55
3rd " (41 to 50 ").....	3 40
4th " (51 to 60 ").....	3 70
5th " (61 to 70 ").....	4 00

ROPE: Manila.....	0 11 1/2
Sisal.....	0 09 1/2
New Zealand.....	0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

Hinges: Heavy T and strap ..04 1/2	05
" " " " Screw, hook & strap. 03 1/2	04 1/2

WHITE LEAD: Pure Ass'n guaranteee ground in oil.

25 lb. irons.....per lb	..
No. 1.....	..
No. 2.....	..
No. 3.....	..

TURPENTINE Selected packages, per gal..... 0 53 0 55

LINSEED OIL: per gal, raw 0 59	0 61
Boiled, per gal.....	0 62 0 64

GLUE: Common, per lb.... 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.....	\$4 00
Star Standard, 12 qt.....	4 50
Milk, 14 qt.....	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1.....	15 50
" " " " ".....	13 25
" " " " ".....	11 00
Nests of 3.....	3 40
Keelers No. 1.....	10 00
" " " " ".....	9 00
" " " " ".....	8 00
" " " " ".....	7 00
Milk pans.....	3 25
Wash Basins, flat bottoms.....	3 25
" " " " ".....	3 50
Handy dish.....	3 75
Water Closet Tanks.....	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's.....	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple... \$0 06	
Family.....	0 07
Black and Red currant. Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb.....	0 12
Plum.....	0 10
Jellies—pure—all kinds.....	0 10
These goods are put up in	
glass jars and in 5, and 10	
lb. tins and 28 lb. pails.	

Marmalade—orange..... 0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.	
6d.....London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per	
box.....	1 25 1 25
"Ringed" 5 lb boxes, per lb.....	0 40
"Acme" Pellets, 5 lb cans, per	
can.....	2 00
"Acme" Pellets, Fancy boxes	
(30s) per box.....	1 50
"Acme" Pellets, Fancy paper	
boxes, per box (40s).....	1 25
Tar Licorice and ToluWafers, 5	
lb cans per can.....	2 00
Licorice Lozenges, 5 lb glass	
jars.....	1 75
Licorice Lozenges 5 lb cans.....	1 50
"Purity" Licorice, 200 sticks	
" " " " 100 ".....	0 72 1/2
Imitation Calabria, 5 lb bxs	
plb.....	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. OATHARINES

Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins	
per lb.....	25
" Fine, in 1 lb jars.....	22
" Fine, in 4 lb jars.....	70
" Ex Sup. in bulk, per lb	30
" Superior in bulk, p. lb	20
" Fine, " "	15

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1/2 lb. tins.....	0 42
Pure in 1/4 lb. tins.....	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	14 1/2	15
" Tarragona	16	16 1/2
" Foruigetta	14 1/2	15
Almonds, Shelled Valencias	28	32
" " Jordan	45	50
" " Canary	28	30
Brazil	14 1/2	15
Cocoanuts	5	6
Filberts, Sicily	10 1/2	11
Pecans	11	15
Peanuts, roasted	12	13
" green	10	11 1/4
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.

5 to 10 bbl lots, Toronto...	Imp. gal
Canadian	0 14 \$0 15
Carbon Safety	0 17 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 23
" Water White	0 24 0 25
Photogene	0 27 0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

Wright & Copp, Toronto, Agents,

	per doz
Home Made Tomato Catsup, qts	6 00
" " " pts	3 50
" " " 1/2 pts	2 00
Chili Sauce	4 50
" " " 1/2 pts	3 25

Soups (in 3 lb cans).

Tomato	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery, Asparagus	4 50

Fancy — Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable

LEA & FERRIN'S. per doz

Worcester Sauce, 1 pts. \$3 60 \$3 75
pints 6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints 3 25 || " " quarts | 6 00 |
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup " "	2 25
Anchovy Sauce " "	3 25

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs. \$0 23 \$0 25
" dairy, tubs, choice 0 19 0 20
" " medium 0 15 0 17
" low grades to com 0 13 0 15
Butter, pound rolls 0 20 0 22 || " large rolls | 0 18 0 20 |
| " store crocks | 0 18 0 20 |
| Cheese | 12 0 12 1/2 |

COUNTRY

Eggs, fresh, per doz 0 17 0 18 || " limed | 1 25 1 50 |
Beans	1 00 2 25
Onions, per bbl	90 95
Potatoes, per bag	0 13 0 15
Hops, 1891 crop	0 17 0 20
1892 "	0 05 0 08
Honey, extracted	0 12 0 14
" section	0 12 0 14

PROVISIONS.

Bacon, long clear, p lb. 10 1/2 0 11
Pork, mess, p. bbl. 0 21
" short cut 22 00 23 00 || Hams, smoked, per lb. | 0 13 1/2 |
" pickled	0 12
Bellies	0 14
Rolls	0 10 1/2
Backs	0 13
Lard, pure, per lb.	0 13 0 13 1/2
Compound	0 10 0 10 1/2
Tallow, refined, per lb.	0 06 1/2 0 07
" rough, "	0 02

RICE, ETC.

Rice, Aracan 3 1/2 4 || " Patna | 4 1/2 5 1/2 |
" Japan	5 6 1/2
" extra Burmah	3 1/2 4
" Java extra	5 1/2 6 1/2
" Genuine Old Carolina	3 1/2 10
Grand Duke	5 1/2 6 1/2
Sago	4 1/2 5 1/2
Tapioca, ...	5 5 1/2
Goathead	5 1/2 6

ROOT BEER.

Hire's (Liquid) per doz \$2 00

SPICES.

GROUND Per lb.
Pepper, black, pure. \$0 14 \$0 16
" fine to superior 10 15
" white, pure. 20 28
" fine to choice. 25 27
Ginger, Jamaica, pure. 16 18
" African, " 18 25
Cassia, fine to pure 14 25
Cloves, " 12 15
Allspice, choice to pure. 30 35
Cayenne, " " 75 1 20
Nutmegs, " " 1 00 1 25
Mace, " " 30 35
Mixed Spice, choice to pure. 25 32
Cream of Tartar, fine to pure

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and bbls 3 1/2
1st quality white, 3 lb. cartons. 4
Lily White gloss, crates and cases 5 1/2 || Brantford gloss, 1 lb. | 5 1/2 |
Canada Laundry, Boxes	3 1/2
Pure Prepared corn	6
Challenge Corn	5 1/2

KINGSFORD'S OSWEGO STARCH.

Pure Starch—
40-lb boxes, 1, 2 and 4 lb pack'g's 8
36-lb " 3 lb. packages 8 1/2
12-lb " " 8 1/2
38 to 45-lb boxes 8 |

Silver Gloss Starch—

40-lb boxes, 1, 2 and 4 lb. pack'g's 9
40-lb " 1/2 lb. package 9 1/2
40-lb " 1/2 lb. " 10
40-lb " assorted 1/2 and 1 lbs. 9 1/2
6-lb " sliding covers. 9 1/2
38 to 45 lb boxes 9
Oswego Corn Starch—for Puddings, Custards, etc.—
40-lb boxes, 1 lb packages 8 1/2
20-lb " " 8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—

St. Lawrence corn starch..... 6 1/2

Durham corn starch..... 6

Laundry Starches—

No. 1, White, 4 lb. Cartons..... 4 1/2
" " Bbls 4 1/2
" " Kegs 4 1/2
Canada Laundry 3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers 6
Ivory Gloss, fancy picture, 1 lb. cartons 6
Patent Starch, fancy picture, 1 lb. cartons 6 1/2
Ivory Starch in cases of 40 packages \$3 00

SUGAR. c. per lb

Granulated 4 1/2 4 1/2 || Paris Lump, bbls and 100 lb. bxs | 5 1/2 |
" 50 lb. boxes	5 1/2
Extra Ground, bbls less than a bbl	6
Powdered, bbls less than a bbl	5 1/2
Extra bright refined	4 1/2
Bright Yellow	3 1/2 4
Medium "	3 1/2
Brown "	3 1/2 3 65

SALT.

Bbl salt, car lots 1 00 || Coarse, car lots, F.O.B. | 0 65 |
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40 0 45
Common, fine car lots	0 75
" small lots	0 95 1 00
Rock salt, per ton	12 00
Liverpool coarse	0 75 0 80

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Nourishment versus Stimulants - -

Extracts of Beef Stimulates only
Johnston's Fluid Beef nourishes thoroughly
Stimulants make you feel good temporarily
Nourishment does you good permanently

Which would you choose to give you Strength,

Johnston's Fluid Beef or Extracts of Beef.

- - The Johnston Fluid Beef Co.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22 lbs.	\$... 2 30
Quarter sacks, 56 lbs.	0 53
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 22 lbs.	2 60
Quarter sacks, 56 lbs.	0 87½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.	bbls. ½ bbls.
D.	2½	2½
M	2½	2½
B	2½	2½
V.B.	2½	2½
E.V.B.	2½	2½
E. Superior	2½	2½
XX	2½	2½
XXX	2½	2½
Crown	3 ¾	3 ¾

MOLASSES.

	Per gal.
Trinidad, in puncheons...	0 32 0 35
" bbls.	0 36 0 37
" ½ bbls.	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels.	0 42 0 44
" ½ barrels.	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.	per lb
Do. 2, 6-16 and 3 lb bars	6½
Primrose, 4 lb bars, wax W	6
" 1 lb bars, wax W	6½
John A. cake, wax W. per doz	42
Mayflower, cake, " "	42
Gem, 3 lb bars per lb.	5
" 13 oz. 1 and 2 lb. bars	5½
Queen's Laundry, per bar.	7
Pride of Kitchen, per box.	2 75
Sunshine, boxes, 100 tablets	6 50
" 60	3 40

MORSE'S SOAPS.

	Per lb
Mikado (wrapped)	0 06
Eclipse	0 06½
Stanley Bar	0 06½
Defiance	0 06
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 24
Detroit, 14 oz.	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72

Mottled in 5 box lots, 100 bars.	Per box
" 60 bars.	5 75
Floater (boxes free).	3 50
Electric	6 50
Hard Water Electric	2 75
Royal Laundry	2 50
Octagon	3 25
"	4 00

Royal Magnum	Per doz
" 25 doz per box.	0 25
Anchor, Assorted	0 20
" Castile	0 40
Morse's Assorted	0 50
Morse's Roso	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood.	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
"	Per box
" Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55

Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Boquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Boquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Boquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Gray Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise	5 75
Sunlight	3 50

TEAS.

CHINA GREENS

Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" seconds	17 19
" thirds	15 17
" common	13 14

PING SUBEYS.

Young Hyson—	
Half chests, firsts	28 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13½ 15
Nagasaki, ½ chests Pekoe	16 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	7½ 11
Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67½
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55

Index, 7's	50
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50½
Prince of Wales, in caddies	51
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16½ lbs	54
Gem, 3 x 6, 3s. caddies 16½ lbs	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs	51
Banner, 2 x 3, 7s. caddies about	
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs	46
Louise, Solace, 12s. caddies about	
16 lbs	46
Florence, Solace, 12s. caddies	
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46½

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14½ oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20½ lbs.	50
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.	50
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
23 lbs	47
Morning Star, 12s. Butts about	
22½ lbs.	43½
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42½

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	50 00
" Perfectos	80 00

Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—

Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION OUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.

Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	8 50
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOES. per lb

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" 3	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" 3	"	1 80
" 3	" painted	1 80
Tubs, No. 0		9 50
" 1		8 00
" 2		7 00
" 3		6 00
Washboards, Globe		\$1 90
" Water Witch		1 40
" Northern Queen		2 25
" Planet		1 70
" Waverly		1 60
" X X		1 50
" X		1 30
" Single Crescent		1 85
" Double		2 75
" Jubilee		2 25
" Globe Improved		2 00
" Quick and Easy		1 80
" World		1 75
" Rattler		1 30

Matches, 5 case lots. single case

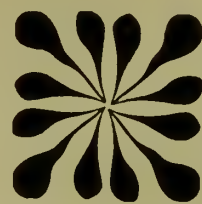
Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 80	3 90
Safety	4 20	4 30
French	3 60	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.		\$3 70
5 cases and under 10 cases		3 60
Steamship (10 gro. in case)		
Single case and under 5 cs.		3 50
5 cases and under 10 cases		3 40

Mops and Handles, comb	1 25
Butter tubs	\$1 60 \$3 60
Butter Bowls, crates as'd	3 60

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 60
" 2 doz. 10c.	1 00

The St. Lawrence Sugar Refining Co's



**GRANULATED
and YELLOWS
and SYRUPS ..**

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

**THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.**

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C P R

LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson.

NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,
Proprietor.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHRUP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHRUP,
I. H. NORTHRUP.

Referring to above, H. W. Northrup has to thank the public for the generous patronage extended to the late firm, and wishes that the same degree of favors be shown the new firm of

NORTHRUP & CO.

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Add-let
Advertising
Advertise
Advertisement
Advertisers

--- EXPLANATION ---

ADD

Put together

ADD-LET

Your Advertisement

ADVERTISING

When Spending Money

ADVERTISE

To give Notice

ADVERTISEMENT

The Goods You have For Sale

(So you will class with)

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Those Who Make Money

GOOD
ADVERTISING
PAYS

NO BETTER MEDIUM THAN

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CANADIAN
GROCER -

CHARLES F. CLARK, EDW. F. RANDOLPH
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ESTABLISHED 1849.

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THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the eldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

36 Front St. East and
TORONTO OFFICE 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

A Customer's Life

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

Why don't
you sell -

LAMPS?



You sell Chimneys.

You sell Burners.

You sell Wicks.

You sell Coal Oil.

Why don't you sell Lamps. We mean nice Lamps.

They are just as staple and a good profit.

We have some nice Job Lots just now.

The very thing to make a trial with.

Write for particulars.

GOWANS, KENT & Co., TORONTO and
WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON,
ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.

"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Toronto Salt Works,

128 Adelaide East,
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Dealers in Table, Dairy, Meat Curing, Barrel, Rock, Lump and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,
32 WEST MARKET ST.,

Telephone 1471. TORONTO.

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST.
SEELY'S



Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.



VOL. VII.

TORONTO, MARCH 31, 1893.

No. 13

COLMAN'S MUSTARD



BEST ON EARTH

Butter Tubs

Just Received Car Load of
Best Quality 50 lb. Spruce.

Send for Prices

H. A. NELSON & SONS

56 AND 58 FRONT ST. W.

TORONTO.

PURE



SOLUBLE

MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**

THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Dont fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

G. ALFRED CHOUILLOU AGENT MONTREAL.

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.



CHAS.
WILSON

Manufacturer
of

PRIZE
MEDAL

Ginger Ale

TRADE MARK (Registered)

Mineral Waters

SODA WATER, Etc., SYPHONS

TELEPHONE 3004. 519 Sherbourne St.
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THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
extra-flavored Hams and Bacon.

Compressed Corned Beef.

Ox and Lunch Tongue

Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.



Our Stock of

Spices, Coffees, Extracts and Baking Powders . .

Is Complete

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

GORMAN, ECKERT & Co. - London,
Ont.

QUALITY WON THIS CONTRACT!



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Cox's Patent INFOLD. Canada, Nov. 10th, 1883; U.S., May 27th, 1884.
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The Great North Western Telegraph Company, of Canada.

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Money orders by telegraph between principal telegraph offices in Canada and the United States.

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Montreal

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From **CHICAGO DIRECT WIRE.** *January 31st 1893*

*We have today been awarded
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against the largest importing houses
This with contracts previously secured
guarantees our Coffee will be served
exclusively inside the Worlds Fair
Grounds*

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Operators must not write beyond this line.



Yours truly,



CHASE & SANBORN.

THESE COFFEES FOR SALE BY

EBY, BLAIN & CO., Wholesale Grocers, - - TORONTO.

THIS IS THE COFFEE
THAT SECURED
THE WORLD'S FAIR CONTRACT!

"SEAL BRAND"

JAVA AND MOCHA.



Packed in 2 Pound Cans.

15 CANS IN EACH CASE.

CHASE & SANBORN,

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"SILVER PAN" Preserves . AND Marmalade

Boiled in Silver Pans to avoid the contact
of the Fruit with Copper.

The Finest Class of Preserves and Marmalade manufactured in England.
Patent Gelatine Sealing which is absolutely air tight and preservative.

AGENTS FOR CANADA

ARTHUR P. TIPPET & CO.

TORONTO and ST. JOHN, N.B.

E. Lazenby & Son

Pickle Factories:

Globe Street,
Cole Street,

London, Eng.

Soup Factories and Offices:

Trinity Street,
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EVERY ARTICLE PREPARED BY US IS GUARANTEED ENTIRELY UNADULTERATED.
OUR LABELS ARE AFFIXED ONLY TO THE CHOICEST GOODS.



Pickles, Sauces, Potted Meats, Capers, Jellies, Soup Squares,
Olive Oils, Olives, Fort's Oliver Biscuits, Etc.

THE BEST IN THE WORLD

For Sale by Leading Dealers throughout Canada



FRY'S

Pure Concentrated

COCOA.

Is the strongest preparation of Cocoa
made, and is absolutely pure, without
flavoring matter or any other ingredi-
ents.

1lb. Tin will make 200 Cups
of Choice Cocoa.

It is a profitable line to handle.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, J. S. FRY & SONS, 43 1/2 Wellington St. E.



You Assist Us . . . We Protect You ^{TO THE} **WHOLESALE GROCERY AND JOBBING TRADE**

By dint of steady and persistent advertising in scores of daily and weekly newspapers throughout Canada, and by the recognized uniform quality and excellence of our goods, we have created a demand for everything we make, which necessitates every Wholesale Grocer and Jobber keeping a full stock of our

Wooden Ware, Matches, Indurated Fibre Ware, Washboards, Etc. . .

In addition to these, we have the largest and best equipped Paper Mills in Canada, and are therefore in a position to supply on the most advantageous terms and at the lowest Mill Prices, all grades of

Manillas and Brown Wrapping Paper, Drug, Tea and Toilet Papers, News, Prints, Woodboard, Etc., Etc.

BRANCHES AND AGENCIES AT

Montreal, Toronto, Winnipeg, Halifax, St. John, Quebec,
Kingston, Hamilton, Victoria, B.C.

The E. B. Eddy Co.

Mammoth Works, - Hull, Canada

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannerymen, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MARCH 31, 1893.

No. 13

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 10 Front St. E.

MONTREAL OFFICE: 146 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

In The Toronto World of Monday last was published an interview with a local bank director regarding the curse of over-competition. "Even the saloon business is overdone," said he. "The wholesale dry goods business has been pretty well weeded out, and the houses now in that line are making money. All kinds of shop-keeping is overdone. If we had half the butcher shops, half the bakeries, half the groceries, etc., that line our main business streets, all would be occupied by happy and contented citizens." In regard to a remedy he suggested that some system of doubling up should be adopted.

* * *

As far as bank director's views go re evils of over-competition no one will dispute with him. They are apparent to everyone. But with the remedy he suggests it is different. It is all right in theory, but it loses all its plumes when viewed seriously. There are a thousand and one obstacles in the way of its ever advancing beyond the theoretical stage. Jones on this corner and Smith on that could be no more induced to double up than could a canary be induced to mate with an eagle. Smith, for instance, may have a good business and plenty of capital, while Jones may not have much to boast of in either particular. But even take it for granted that merchants here

and there would join issues, what is to prevent Brown from stepping in and taking possession of the store made vacant by one of them? Nothing. The last state would then be worse than the first. No, it is just as possible to dam the Niagara as to try by such methods to regulate the number of stores. Nor can it be accomplished by statute. Popular opinion would resent any such interference with the liberty of the subject. There is only one feasible way by which limitations can be placed on people going into business. That is by closing up some of the avenues which now make access to business so comparatively easy. Let wholesalers set a higher standard with regard to capital and experience for those with whom they will open up accounts; inaugurate shorter terms of credit; and offer greater inducements for cash payments. Then it would not be so easy for those to start into business whose qualifications often consist of little else beyond an ambition to be a merchant. It is of little use to talk about reducing the number of business houses while the way into business is so easy of access. What is wanted is to nail up some of the entrances. Then when a weak merchant succumbs it will lessen the possibility of his being replaced by one equally as weak.

* * *

When the grocer sees his wife getting her new spring bonnet he can take it for granted that it is time he got his stock into spring trade shape.

* * *

If it is the early bird that catches the worm, it is the live and progressive merchant that catches the most customers. People appreciate the novel, and the business man who caters to this taste does not, other things being equal, go unrewarded. A grocer in an English

town seems to recognize this peculiarity. At all events he has adopted a novel method of extending his trade. A demand for his teas is what he aims particularly to cultivate. These teas, he claims, are of a superior quality, and, to convince people of the truthfulness of this, he has issued a standing invitation to whosoever will, to come and drink tea with him, or, to put it in his own words, enjoy a cup of really good tea! The tea is dispensed at a side table decorated with plants and fairy lamps. Biscuits were also on the bill of fare. An idea of how well the free lunch was patronized may be gathered from the fact that a policeman had to be detailed for the special duty of keeping the crowds moving that congregated around the store waiting to partake of the grocer's bounty. It does not appear that the grocer was notified to appear before a magistrate for maintaining a nuisance, as was done in Ottawa a few years ago, when a pushing shoe dealer was fined for attracting a crowd to his store by means of an automaton placed in the window. Occasionally one runs across a retailer who complains that business is not all it might be. How would it be for some of these to turn their hand to imitating the English merchant? Who will try it?

* * *

Notwithstanding the high position Canadian cheese occupies in England its reputation has been more or less affected by inferior makes of American cheese, reputed to be Canadian, which have been placed on that market. This fact has been known for some time, but nothing practical in the way of preventing the imposition being continued has been done. Now, the cheese committee of the Home and Foreign Produce Exchange has taken the matter in hand, and it is to be hoped that some good may result. In a letter addressed to

Prof. Robertson, the committee suggests as a simple remedy that the branding on the skin of the cheese the words "Canadian Produce" and also the date when made be made compulsory. Where there is the counterfeit there must be the real. And while it is a source of satisfaction to know that Canadians possess the real, yet a good deal of the sweets are taken from it when by reason of the spurious the reputation of the original is tarnished. So important has the matter become that one would fancy the cheesemakers would voluntarily attach the brand as suggested by the cheese committee.

...

The City Council at its meeting Monday night deferred action on the report of the Property Committee recommending a decrease in pedlars' licenses from \$30 to \$10. The retail merchants of the city have thus another two weeks in which to marshal their forces in opposition. Whatever may be said in regard to the street limitations, there seems to be no question about the righteousness of the \$30 fee. There are other places that charge more. If the pedlars only realized it, a substantial license fee is a benefit to those who are already in the business. Competition among pedlars is as excessive as in every other line of business. A fee, therefore, that is something more than nominal will naturally tend to regulate the number of pedlars. With a fee purely nominal there will be what may be termed interant peddling. Fruiterers, grocers, etc., for instance, who, in the hot weather, may find themselves with a large quantity of fruit and vegetables on hand and which are likely to remain so, would be induced to load up their waggons and send out boys to peddle the stuff from door to door. In fact, some of the grocers threaten to do so anyhow if the recommendation of the Property Committee is concurred in by the Council.

...

Montreal business men have been assured by the Quebec Government that interest and taxes not yet paid, in accordance with the demand of the business tax, would not be collected, and that amounts already received as costs of legal notifications would be refunded. The business men of Montreal have had a hard fight to obtain this assurance, and they are to be congratulated upon the result. It shows what business men can sometimes accomplish if united.

THE SPRING GREEN FRUIT SALES.

The spring trade in green fruit is much quieter than usual so far as ordering for future delivery is concerned, scarcely half the amount of direct orders on Canadian account having been sent to primary markets this year for lemons and oranges as was placed a year ago at the same time. The brokers in Montreal explain this by saying that buyers seem to prefer to take their chances this year on consigned lots and that of the quality to come forward from the Mediterranean this spring almost all of it will be consigned fruit. At present the American markets rule very low both on lemons and oranges, and this fact is expected to divert a lot of fruit to the steamers now picking up cargoes on the Mediterranean for Montreal especially, as prices there have been satisfactory during the past year. The anticipations, therefore, are for a much larger quantity this season than last, although of course nothing definite is known about it or will be until the first boat has passed through the Straits of Gibraltar. Already four of the Reaford boats are chartered on this account. The Tremona is now loading at Messina, and after leaving that port will touch at Palermo and possibly Soreato. She will leave Messina very shortly. The Drocona is expected to arrive at Catania this week, and when she is finished at that port will also touch at Messina, Sorento and Palermo. The Escolona and the Avlona are now on their way, but their cargoes will consist largely of wines, as they will only take a small proportion of fruits.

In connection with these fruit sales a good deal of talk is caused among Montreal fruit brokers by an agitation going in New York to have the sales at that port conducted on the same basis as here, viz., prompt cash. Some of the New York men seem to fear that a change from the thirty day rule at present in vogue there to a prompt cash arrangement will tend to drive trade away from New York to other ports. The Montreal men admit that it may possibly drive some cargoes away from the big port, but after having an experience of both systems in Montreal they hold that the cash basis is far and away the best. It conduces to business on a more healthy basis and prevents speculative buying by weak holders who take a flyer in the hope of turning over their lots before the 30 days are up, and when they can't are in a regular hole, besides entailing loss on the seller. In New York the fear seems to be that it will drive people out of the green fruit business, but this is more of a blessing than an evil, at least Montreal dealers look at it in this light. Speaking of the matter the N.Y. Commercial Bulletin says: "The adoption of the cash system would undoubtedly prove of great benefit to those who are

abundantly supplied with capital, as it would lessen materially the number of buyers at the public sales, and there would be less to contend with in the shape of competition upon the "street." A very considerable portion of the green fruit dealers are merchants whose means are limited, and who would be unable to meet cash exactions and at the same time allow their customers the usual 30 or 60 days' credit. Some in the trade are free to confess that their means would not permit them to remain in business if the payment of cash was obligatory upon the purchase of each line of goods that was necessary to keep their assortments intact or when an opportunity was presented to take up stock upon exceptionally favorable terms. The more prominent houses, or those who are backing the cash proposition, claim that the trade of the country can be educated into buying its fruit upon short time, and that within a year the old time system of 30 and 60 days will have been entirely forgotten. The question arises, however, would all neighboring ports adopt the same policy, or would Philadelphia, Baltimore, Boston and New Orleans take advantage of the system here, and, by increased importations, seek to undermine the trade of New York by granting time to interior buyers. This question certainly deserves serious consideration, as the country is an open market, free to competitors from any section that may have fruit to offer. Without anticipating the action of the auction house to whom the petition is addressed, it is hardly reasonable to expect that the proposition will meet with favor. The petition, however, is yet out for signatures, and we understand has now gone to other markets for the consideration of those who possess auction credit, so when it returns and is presented, the trade will learn how the subject is viewed by the principals to whom it is addressed."

COFFEE IN HAWAII.

On the mountain sides a brilliant scarlet berry on a small, dark green, small-leaved bush will attract an observant eye. Break open the berry, and imbedded in each half will be found a white seed with a line running lengthwise through the flat exposed surface.

In this unfamiliar guise it will not take you long to recognize coffee, which is indigenous to the soil. Some exports have been made of this product, and it is found in the Honolulu groceries under the title of Kona coffee. Connoisseurs have pronounced its flavor and aroma equal to the Mocha.

It would doubtless be cultivated to advantage. Successful experiments have also been made in the cultivation of the olive. Limas grow in great profusion and to a fair size.

CHATS WITH BUSINESS MEN.

"No, there is not the rush of customers that there used to be Saturday nights," said an old east-end retail grocer to me the other day. "People are getting more into the habit of leaving their orders or doing their shopping Fridays, and so by the time Saturday evening comes around we have the greater part of the orders delivered, and where we often used to be compelled to keep open till close upon midnight Saturday nights, we now get through from one to two hours earlier."

"Yes, and I don't see why stores should not be closed every night in the week much earlier than they are," chimed in his good lady. "Say seven o'clock every night except Saturday's when it might be made 10 o'clock. I'm sure we would do just as much business. And then look how much nicer it would be. If we closed at seven o'clock we would be given a chance of spending the evenings in social enjoyment or improving the mind. Now we have no time for either one or the other."

"But say. Hold on a minute," called out the Man of the House as I placed my hand on the latch, "there is another thing that I have noticed, and that is that people don't eat as much as they used to years ago. But I know they dress better. So I suppose they stint their stomachs for the good of their backs."

"That's so," remarked the Lady of the House as she leaned over the counter and peeped at me from around the corner of the show case. "But then I don't know but that they ate too much in the days gone by. People are beginning to find out that they can live just as well—in fact better—on less food than they used to. John, tell Mary to broil a couple pounds of beef-steak for supper," she added, suddenly turning her attention from me to give the message boy the order referred to.

* * *

"I think some change is necessary in regard to the stamping of weights and measures," said a grocer to me the other day, with some warmth. "Two years ago the inspector came around and stamped my measures, and to-day he came around and did the same thing. As a result of this frequent stamping holes have been punched through in some of the measures. I maintain that it is not necessary to keep on stamping the measures. If the inspectors were to periodically visit our stores and satisfy themselves that we had nothing but properly stamped measures in our possession I think the interests of the public would be just as well protected as they are at present. But say," he remarked, after hesitating a moment, "did it ever strike you that some of these inspectors may

be interested in destroying the measures? By Jove, they might."

* * *

"Well, I'm to get my dollar back at last," said an up town grocer.

"What dollar?" I asked.

"Why, that dollar I was telling you the other day that I had paid out some months ago for a milk permit. Don't you know I told you that I and several others who had paid a dollar to the city for a milk permit had not yet been able to get it back, notwithstanding that we had since taken out the required license. Well, we've been notified that it will be refunded to us," he explained, as he picked up a currant, threw it in the air and caught it in his mouth.

* * *

I had a talk with Chas. B. Watt, secretary of the Dominion Millers' Association, the other day regarding the export flour trade to Great Britain. "I got a letter a few days ago," said he, "and they told me that there was practically nothing doing over there. Do you know that there are thousands of people in England and Scotland that are not eating flour. Owing to the strikes they can't afford such a luxury as flour. O, the outlook over there is not good I can tell you," he added as he buttoned his coat collar around his throat and moved off rapidly.

BYSTANDER.

CANADIAN FLOUR IN JAMAICA.

Mr. N. Weatherston, western freight and passenger agent of the Intercolonial railway, furnishes the following report from a prominent baker in the West Indies on the relative merits of Canadian and American flours, which will be interesting to Canadian millers, who will now be in a position to compete more successfully with flour from the United States. The White Light, Knickerbocker and St. Lawrence are well known brands of American flour which have hitherto had the call in West Indian and South American markets. The Canadian flour on which the baker's report is made is indicated by the private marks N.W., I.C.R. and T.—the brands are withheld for obvious reasons. The following is the report:

"Concerning the Canadian flour. I have used 10 barrels N.W., 5 barrels I.C.R., 5 barrels T. As far as looks go I should choose N.W., before White Light. But when it comes to test the flour thoroughly I must confess that I prefer White Light and the reason I do so is that the White Light flour has more spring and gives a far larger loaf than N.W., and also is better in crust. As to the color I believe I should prefer N. W., the bread being in my opinion a shade whiter than White Light flour bread.

"I have also carefully tested the other flours and find they produce a whiter bread than either Knickerbocker or St. Lawrence and very nearly the same as Victorioso. As re-

gards spring they are about equal to the above mentioned flours. Had I to choose between I.C.R. and T. I should prefer the latter, for the simple reason that it has the most spring of the three flours used, though it is in my opinion the least white.

"More or less spring means that the same quantity of flour will produce a larger loaf than another flour.

"The flour was worked up with sugar as well as hop yeast of various strengths. The latter is not in use in this colony as a rule.

"I shall test the remaining flour next week, when it will be drier and may work better; still I have my doubts, as fresh flour generally works better than flour that has been in the colony some time. It is not the first Canadian flour that I have used, and I must say that I should like to find out the real cause of its not being so satisfactory, as the flours look remarkably well. First, I thought it was caused by the flour not being packed tight enough in the barrels, but now I feel inclined to think the flour contains too much gluten.

"Anyhow, I shall give the remaining flour another thorough trial, and make an experiment with potato yeast."

It's a long lane that has no turn, and perseverance and study will gradually turn the attention of Jamaicans to Canadian flour.

CAN CANADA GROW TOBACCO.

There is considerable discussion among tobacco and cigar manufacturers in Montreal as to whether a grade of tobacco suitable to the manufacture of medium grade cigars could be grown in Canada. There are two parties, one who maintain that it can, while another, and by far the largest body, maintain that it can't. There are reports, however, that the minority, despite the fact that they are in the minority, intend, with some other people interested in the growing of tobacco, moving to have the present excise tax on manufactured tobacco abolished, and an import tax on all foreign raw leaf imported imposed instead. They hold that such a course will encourage Canadian farmers to raise a better class of stock, for at the present time no cigar manufacturer who used imported leaf was allowed to make use of the domestic growth at all, nor did they care to do so, owing to its quality. The parties in favor of the new move, however, say that this can be obviated, and that there is no reason why Canada should not grow and cure a better quality of leaf. On the other hand, the manufacturers opposed to the new move characterize it as ridiculous, and say that it will never amount to anything at all. The idea that tobacco fit for the manufacture of cigars can be grown in Canada they characterize as preposterous and absurd. It does seem a Utopian idea on the face of it, but the people behind the new move claim to be in dead earnest about bringing the matter before the Government.

CUTTING PRICES.

Now that all the grocerymen are out on the road, and as the columns of this paper are more particularly devoted to that branch of the Knights of the grip, we think it a seasonable time to drop a word or two of advice about the evil of "price cutting." We presume some of our friends will be unkind enough to rise at this point and remark that "example is better than precept," but as we are not in the ring at present, and can afford to sit back and criticise the follies of previous years, we will accordingly treat you to a few leaves from the chapter of our experience. We are taught to believe that "self-preservation is the first law of nature," and although you may here query as to what that has to do with selling sugar an eighth below list price if you follow the text a step farther we will endeavour to explain. Every wholesale house in regulating the yearly salary of their representatives must as a matter of business, affix the amounts according to the rates of profits derived from their individual sales. For instance Mr. A. who sells \$60,000 worth of goods at a net profit of 5 per cent. over and above travelling expenses, is a more valuable man from a monetary point than Mr. B. who sells \$120,000 with only 2½ per cent. net margin.

It does not follow that because one man sells \$1,500 worth of goods in a town where a competitor only sells \$750, that the former is the more capable salesman. Any man can give goods away, and imagine he is doing a big business, but the man who can meet the head of the firm without feeling sheepish over the fine price he sold "granulated" at last trip is the man that holds his situation with each year a raise in salary. That is why we argue that self preservation is applicable to this case, and the sooner a regulation of profits is arrived at among travelling competitors, just so soon will employers see their way to an advancement in each man's salary.—Traveller.

THAT FRENCH TREATY.

The provisions of the new treaty between Canada and France, which are now being considered by Parliament, do not commend themselves to the judgment of the people of this country. By these provisions France agrees to admit certain articles free and others at a minimum duty, which, according to the trade of the year 1891, would sweep away duties amounting to \$30,000 per annum. According to the provisions of the treaty Canada agrees to place French wines upon the free list. The duties imposed on these wines amounted in the year 1891-92 to \$80,000. This looks very much like jugg-handled reciprocity. At any rate the advantages of the treaty are largely on the side of France. One clause in the treaty is practically the last nail in its coffin. It provides that in the event of Canada arranging a

treaty with any other nation, granting greater trade privileges than those provided in this treaty, France is at once to be placed in the same position as the nation with which the new treaty is made. This virtually kills the treaty, for everyone in this country, from the most pronounced Tory to the ultra Radical, believes that reciprocity between Canada and the United States must sooner or later come, and no Canadian Ministry would for a moment think of jeopardizing the chances of such a reciprocity for the small advantages that are to be gained by the treaty now under discussion.—Critic, Halifax.

RETURNED CREAMERY BUTTER.

Referring to the creamery butter reported by us about three weeks ago as being on the way back from England, one lot has been received from Glasgow and one lot from Liverpool. The butter is said to have been well kept, although the tubs look as though they have been knocked around considerably. Sales however, of these returned goods are being made in this market at 20c. to 21c. to the trade in jobbing lots. One lot of this creamery is said to be selling for owner's account on the other side, some of which cost 23c. per lb., and will show a smart loss after paying freight and charges both ways. Still, such are the risks which attend the butter trade. These lots will no doubt realize more on this market than in England.—Trade Bulletin.

CANNED VS. FRESH APPLES.

The finest apples grown in the United States are raised in New England and the Middle States. Those from New York and New Jersey are of exceptionally fine flavor, so that we may say that the finest canned apples are those put up in the Empire State and its little neighbor. The thorough canner uses selected fruit generally—a Baldwin or a Rhode Island Greening. Packers of high grade apples sort their fruit and use the greatest care in paring and coring, so that a high grade can of apples should show fruit that is firm in texture, white and of good flavor. If there are bits of core or skin attached to the fruit it should count as of lower grade. The flavor of apples is largely dependent upon climate. The largest apple orchard in the United States is in California, but the fruit is small in size and lacks flavor, and is either shipped to Australia or else made into vinegar. The trade has at command apples packed in gallon cans and in No. 3 tins; also in the shape of apple sauce, which should be put up with the best granulated sugar and made of high grade fruit. Canned apples can be used for any purpose for which fresh apples are used. Naturally, they require less cooking than the fresh fruit, so that they are readily available at almost a moment's notice for pies, puddings, tarts and dumplings, and for this reason are

in great favor with housekeepers, many of whom claim that a gallon tin of apples at 35 to 40 cents is much more profitable than fresh apples at 30 cents a peck. They also save the housekeeper time, trouble and fuel, aside from all risk of decay.—N. E. Grocer.

MACLAREN'S IMPERIAL IN THE SOUTH.

Told in the Toronto Telegram: "The Canadian never knows how much national sentiment he has bottled up in his heart until he hears his country slighted in a foreign land. A few Sundays ago I was dining with a friend in Baltimore. Among the guests were four naval cadets from the Annapolis Academy and a judge of the Supreme Court of Maryland. We had some of that Canadian cheese for dessert. It comes from Stratford, and is a first-class article, although I don't go much on cheese.

"But the judge, he was in love with it, and when he tasted it, said: 'What I can't understand is how, in such a poor country as Canada, you can produce cheese so much better than ours.'

"Well, that started me. 'Poor country,' I said, 'I like that. Why, I never saw a poor country until I travelled in the States.' We then had it good and hot, and those naval cadets seemed to think the more of a fellow for standing up for his own country. And I was right in what I said about the poverty of the Southern States. So far as I can see the poor wretches who have to live in such a country are to be pitied. Eating liver and bacon continually is not living high any more than feeding on hominy is luxury. Down in the South they have hard enough work getting that, and would not get it except on the profits of what they squeeze out of northern visitors and Canadians. Don't tell me any more ghost stories about the prosperity in the United States."

DEEP SEA FISHES OF THE PACIFIC.

About 190 species of deep sea fishes have been obtained by the Albatross in the depths of the ocean on the continental slope of California. These creatures are, as a rule, very soft in body, almost black in color, and many of them covered with phosphorescent spots, by which they can see their way in the darkness. They live in the open sea, from two to five miles below the surface and their soft bodies at this depth are rendered firm by the tremendous pressure of the surrounding waters. In their native haunts the light and heat of the sun scarcely penetrate; the darkness is almost absolute, and the temperature of the water is at the point of freezing. The creatures living at these great depths are not, generally speaking, descended from the shore species of the same region. They constitute groups by themselves, and forms very similar are found in all parts of the ocean from the poles to the equator.

AUTHORITY FOR SMOKING.

A good story is told by Bishop Williams on Bishop Seabury, the first bishop of Connecticut, in Tobacco.

All who knew him will remember that he was a great smoker, and always travelled equipped with a large tobacco pouch containing a noble supply of his favorite tobacco, and he always carried a wooden case specially made to hold three long clay pipes. He would have as soon forgotten his books and vestments as his smoking impedimenta.

Among his ardent admirers was an elderly lady of the diocese, a good, charitable soul, but who could not stand the tobacco smoke surrounding the bishop like a halo, and, after mature consideration she determined to tackle her friend on the matter. Finally, one day when he was blowing a great cloud from his pipe, she mustered up courage and said: "Bishop, how can you smoke? It is an unclean habit, ungodly and dissipated, not becoming to a minister and a good man like yourself."

The bishop looked up in well simulated surprise: "Why, my good woman, I thought you read your Bible, and believed its teachings."

"I do, Bishop," was the reply, "but I never saw anything in the Bible which countenanced smoking."

"What?" cried the Bishop, "did you never read the passage which exhorts you to praise God on the pipe? Impossible?"

The old lady's face was a study as she replied: "Law, now, Bishop! I've read that passage over and over again, but I never knew what it meant before. Dear me! dear me! I must go right away and explain that passage to Mrs. Blank, who has often condemned your smoking out of sheer ignorance of rightly understanding the scriptures!"

JAPANESE BEAN CHEESE, OR TOFU.

In a series of papers on the leguminous plants of Japan, contributed to American Gardening by C. C. Georgeien, of Kansas Agricultural College, is an interesting description of bean cheese, or tofu, made from the soy bean. It is as follows:

"For making bean cheese the Shiro-mame, or white soy bean, is commonly used. The beans are soaked in cold water for 24 hours, then, while still wet, they are ground between two small millstones, turned by hand, the product being not flour, but a thin paste, which is collected in a tub below. To this more water is added, and it is then boiled in a large kettle for an hour. On being removed from the fire it is strained through a bag to remove the hulls, the filtrate running into a tub or vessel of suitable size. Water is stirred into it, and a small quantity of 'bitter brine' (refuse from the salt works, consisting chiefly of chloride of magnesium) is added, about a quart

of 'bitter brine' to every two gallons of dry beans. This causes the legumin to be precipitated; when it has settled to the bottom of the tub, a little pressure is applied by means of a lid, which fits inside the vessel, and is weighted somewhat. When cool the water is decanted off, and the tofu or curd is cut in slices, and is now ready for market. In this condition it is a spongy yellowish white substance, resembling cheese-curd. It is peddled from house to house, and is universally esteemed; but it is always roasted, fried, baked or cooked in some way before it is served."

THAT EXPENSE ACCOUNT.

That strict surveillance some houses keep on their road salesmen is as derogatory to their interests as it is harassing to their equanimity. To require that a detailed statement, accounting for every cent spent on the trip should be submitted to the scrutiny of the house, is doubtful policy. It implies that a low view of the status of the traveller is taken, whereas the sort of service the traveller is engaged to do, and the extent to which he is thrown upon the guidance of his own judgment, justify the belief that the wholesale trade have a rather high conception of the nature of a traveller's work. He is no mere servant with a specified limited commission to carry out. If he were, it is probable the ways and means whereby he should proceed to do the thing directed to be done would be as clearly defined as the duties themselves. He is an executive agent, entrusted with some of his principals. He has to decide for himself in as many cases as they have to decide for themselves or their agents. His house must delegate some high authority to him, in the same way as the country must delegate authority to its government, and—to bring the parallel a step further—while he must render an account of the money he spends and receives—as a ministry must—so, like a ministry, he should be allowed to put the details of some classes of expenses under the general entry of secret service outlay. There is no doubt the traveller has to be diplomatic in his methods. With one customer expenditures pay in an altogether different direction than that spent in company with his neighbor, and it takes a good deal of human nature to discriminate when a mistake is apt to mean the loss of an order. There is no need to indicate more closely some very necessary expenses that probably, if made self-explanatory or justifiable on paper might wrongly be deemed more condemning than justifying.

All this is said upon the supposition that the traveller has a creditable record that is well known to his firm. If he has, he ought to be allowed to lump his secret service expenses in one entry. The test of whether or not he is worthy of

this confidence will be found in the returns from his work, and it is by this criterion that his expenditures should be judged.—Ex.

EVAPORATED APPLES EASIER.

The market for evaporated apples, after remaining inactive for a long time, took a sudden jump in January last, and prices were advanced to a dangerously high point, which checked demand more or less from all quarters, but holders were in most cases confident, and the fruit was held at extreme figures, notwithstanding outlets to a great extent had been narrowed down and almost closed in some cases. The situation remained about this way for a month, when some holders, especially in the interior, commenced to lose confidence, and with increased quantities offered, holders here could not sustain prices, and they have steadily weakened, falling at a very rapid pace. Within a few days past, prime, which were held as high as 10c. a week or ten days ago, have had sales at 9c., and holders in some instances have been unable to obtain that figure, while a large block has been moved at 9c., the fruit grading better than prime. Some dealers are not inclined to meet the lower ideas of buyers and are asking much higher prices than generally quoted, with the result that they are doing little actual business, and it seems as if further reduction would not be improbable, although the lower prices prevailing has caused some speculative demand to develop, and is likely to create a wider consumptive outlet, which would quickly increase demand sufficiently to check the decline, and might cause a reaction, but as a rule March and April are dull months for dried fruit, and the immediate outlook is not considered favorable. The depression extends to other grades of dried apples, but supply is so moderate that they have not materially declined as yet. Dried raspberries and other small fruits are in light supply, and, while the demand is somewhat limited, considerable strength is shown in some lines, especially raspberries, peaches and fine cherries.—N.Y. Bulletin.

"YELLOW" WILL COME LATER.

The Delaware peach growers cannot find anything in the present winter to grumble about. The cold periods have been long and the warm ones short, and from present indications the peach buds have not developed sufficiently to endanger them if exposed to severe cold during the early spring. Besides, it is quite likely that the severe cold has destroyed the insects that prey upon the fruit, and the heavy coating of snow has been beneficial to the earth by the promotion of fertility. The outlook, therefore, is that the customary cry of a failure of the peach crop will not be heard this year, and that the luscious fruit will be abundant and cheap.—N. E. Grocer.

FRESH LOBSTER IN TINS.

Familiar as are consumers with canned food, they have an imperfect idea as to the economic value of many articles that are preserved in tin cans, fresh at the source of supply; meats, fruits, vegetables, and particularly canned salmon and lobster. It is not generally known to consumers or to retail dealers that it requires the choicer parts of six lobsters of legal size, viz., 10 1-2 inches, to fill a one-pound tin. Formerly two were sufficient. If these six fish were bought at retail in any of the city markets they would cost from \$1.25 to \$1.50. The difference which may be saved between the cost of a one-pound tin of lobster and a like quantity of meat, as bought fresh in the open market, in the shell, may be set down in the neighborhood of \$1. When consumers have a keener idea of the saving of time, trouble and expense to be effected by using many sorts of preserved food, they will realize more than ever the extra good value they get when buying tinned lobster at 25 cents per can, rather than its equivalent quantity of fresh lobster. They will have greater confidence in the article when made acquainted with the recent improvements adopted by the canners to keep the fish in the best condition both as to quality and appearance. The best packers are now lining the cans with fine parchment paper, besides soldering the tins on the outside, so that the contents of the can will open without show any signs of discoloration. This will disarm that unreasonable prejudice, which occasionally asserts itself, that the meat is liable to become impregnated with mineral salts through coming in contact with the tin and solder.

The restrictions placed upon the lobster fisheries within recent years by the Canadian government, Newfoundland, and some of our own States, has so narrowed the fishing season that it now covers a period of from four to six weeks of actual working time. The opening of the season is often delayed by the ice, so that frequently fishing does not commence until the middle of the third week in May. If Sundays and stormy days are deducted the packers are left with barely four week's time in which to put up canned lobster. This short season also results in higher prices being paid to the fishermen. In view of these things it is really surprising that canned lobster can be put up and sold at such low prices as now prevail. It is another illustration of what science and skill and steam can do to cheapen food.

The value of the lobster fishery in Canadian waters is about \$2,250,000 annually. In 1891 the pack of lobsters aggregated 14,285,157 pounds, of which 6,323,628 pounds are credited to Nova Scotia, 3,330,120 to New Brunswick, 960,995 to Quebec, and 3,670,014 to

Prince Edward Island. The official report states that in 1891 138,000 traps were used about the last named island, with an average production per trap of equal to 26 1-2 one-pound cans.—*American Grocer*.

THE PLEBEIAN PEANUT.

"Peanuts unaristocratic," exclaimed a fashionably dressed, bright eyed young miss to her pretty companion in a Walnut street car the other day. "Well, what if they are? I'm going to have them served at our dinner party salted, and they are perfectly lovely. Salted almonds aren't in it. All you do is to buy the green or unparched peanuts, parboil them, rub off the red envelopes, spread the blanched nuts on a tin dish, treat them to butter, then brown them for half an hour in a baking but not quick oven, and when they are a light snuff color take them out at once and salt them while hot. Just try that recipe when you get home, and the lowly peanut will become exalted 100 per cent. in your eyes."—*Philadelphia Record*.

CANDY WITHOUT COOKING.

To make a delicious candy, break the white of one egg into a large flat dish. In one end of the dish put about one pound of the very best confectioners' sugar carefully sifted. Beat the egg, taking up a little of the sugar at a time and beating steadily for about ten minutes. Before all the sugar is in add a large teaspoonful of some preferred extract, vanilla, lemon, or rose, the first being most generally liked. Beat or stir until the sugar is all in. When done it should stand up in a firm lump and should settle but very little if left standing. Then dust a little fine sugar on a pastry board, cut off with a sharp knife a part of the beaten sugar, lay it on the board and roll it under the hands until perfectly soft and smooth, then make into a roll about as large as a 25 cent silver piece, cut off little round cakes of this about half an inch thick, pat this between the hands until smooth, then place the half of an English walnut on the prepared pat of sugar and press it a little to bring the twain in close contact. Have ready a plate rubbed over with a bit of buttered paper. On this place the candies as fast as made.

They may be set in the oven for a minute or on a shelf above the fire. Many persons put them on buttered paper, but they sometimes stick and tear the paper which adheres to them, and which is objectionable when the confection is eaten.

Sugar prepared in this way may be used to coat fruit. Blanched almonds are rolled in little cakes of it, care being taken to press and roll the sugar so that the nut is entirely covered. Various sorts of nuts chopped fine may be mixed

in with the sugar or fruits, such as citron shredded, seeded raisins cut up fine or candied, and preserved fruits of any sort, care being taken that they are not too juicy, as this would prevent hardening.

Fresh fruits may be put up in this way. If grapes are dipped in the beaten white of an egg and allowed to dry, then rolled in this same beaten sugar, they are delicious. Sometimes the confection is made quite soft, then placed in a hot oven for a moment and allowed to remain until thoroughly scalded through, care being taken that it is not browned. In this way it gets the elastic, firm quality so much liked in what are called French confections.—*N.Y. Ledger*.

NEW DODGE FOR THE COLLECTION OF DEBTS.

Recently a scheme for collecting debts from delinquents has been devised and used by a collection agency in the Western part of this State. I am told that it has been very successful. The accounts are placed in the hands of the agency, with a certain amount for postage (and if the merchant is green, a membership fee as well), and a series of letters sent out to the delinquents. The letters are similar to those used by hundreds of associations throughout the country.

The succeeding steps, however, are different from those usually taken and show the cunning hand of someone versed in the byways of the law.

If the accounts are not settled when the series of letters has become exhausted, the collection company proceeds to acquire the ownership of the accounts by assignment.

It then begins suit for these accounts in places far distant from the domicile of the debtor, and to ensure the presence of the debtor to prove the claim, issues a subpoena for him.

The debtor usually treats all suits at law with contempt, and expresses his feelings in this way usually: "Let 'em sue and be d-d! I haven't got anything."

In this case, however, he finds a vast difference. In case he does not show up an order of arrest is granted for contempt of court, and that has always brought about a settlement, I believe, up to date. It can readily be seen that this is a great scheme to circumvent the bad debtor.

But alas! some friend or client of Senator Parson has been hurt, and he has introduced a bill to do away with this terrible injustice to the much abused delinquent!

So much for the prayers of the faithful! The delinquent has always a friend at court, and never, apparently, lacks one at Albany. We shall watch with interest the course pursued by this bill, and shall be glad to report such progress as it may make.

It is yet in committee, and will probably remain there for some time to come.—*Harlem in National Grocer*.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea Millar's Paragon Cheese Robert's Jellies AND Table Creams

Full Assortment of General Groceries,
Always on Hand.

CRITIQUES ISSUE MARCH 24.

A druggist of my acquaintance is very bitter against grocers and all such trespassers on certain preserves. His attention will be drawn to the article on the proposed legislation to make drug selling a sure and certain gold mine.

Our dapper little friend, Mr. Seyler, has laid us under obligations, in that he has, perhaps inadvertently, borne out the truth of our remarks on a late occasion regarding the over use of adjectives in advertisement writing. We commend the whole matter to the common sense of all interested.

Where, oh where, is the cigar trade gone which used to be a very profitable branch of the trade! That the manufacturers have peddled it out of existence is perhaps the truth; nor have they benefited, for of the many boasted industries of our land, this is one which oftenest changes hands.

Now-a-days "bargain days" and "one price" are the strangest bedfellows. A little firmness in the matter of holding to a fixed price when once made is a good, rare quality, and one of a successful business' best props. When you want to have a cheap cut select goods requiring to be sold, and make a fixed price for them till sold.

The Quebec merchants' tax troubles them very much, and thoroughly bears out the old political (Canadian) saying that "Direct taxation does not go in Quebec."

The French treaty muddle is the biggest set-back Canada has had for a decade. While the various conditions are interesting political situations, the fact

remains that Canada's commercial independence has received a very serious check in its onward progression. Where Tupper's preferential duties deal with the Motherland was, while he was engaged on this treaty, none venture to say.

Even the particular family which dislikes solder so much is using canned vegetables freely this season.

We read that mackerel is not considered dangerous property at present prices. They will never be dangerous as sellers, although perhaps they may be as eaters.

The native wine men are surely entitled to every consideration. Theirs is an industry which, making use of the pure juice of the grape, offers to the public the finest, best, and least intoxicating of the beverages. If we must have liquor, let it be pure light native wine.

"Anyone who has purchased 'milk sugar' for a struggling baby at their druggists will appreciate any threatened increased supply, in the hope that such increase means a decrease in price.

A combination of that story anent rats and eggs and the articles on beans and egg testers would make a good composite story if there was room, but we refrain. Meanwhile we say "next yarn."

STRAIGHT MOYUNE.

THE TEA EXPERT.

The scene was an uptown grocery store. A number of samples of tea were in the cups, and a number of travellers were standing over them sipping and tasting. Just then a city traveller entered, and he was invited to taste and pass his judgment. He accepted. After some hesitation he picked out one or two as being the best, but, according to the judgment of one or two of the

others, his judgment was pronounced to be incorrect. While they were discussing the different points of quality in the different teas another city traveller entered.

"Hello," said one of those already in the store, "you are just in time. Let's have your opinion on these teas."

He accepted the invitation. (He is one on whose judgment much reliance is placed.) While they are all eagerly watching him he advances towards the cups, takes them up one by one, smells them and lays them down again, but makes no attempt to taste, at which they are all surprised.

"What is the matter?" said one.

"The teas are spoiled," he replied, turning round, "and I cannot tell which is the best."

"Why; how is that?" they all exclaimed.

"Someone who has previously been tasting had been smoking," he answered.

"What nonsense," they said; "none of us have been smoking—well, except Jack here, and he has just come in."

"Well, then, it must be Jack," rejoined the tester.

"How do you know I've been smoking?" said Jack, in an excited tone; you never saw me smoke."

"No, sir, I have not," replied the expert, "but I could swear if what the rest of the gentlemen here say is true, you have done it."

"Well, if you never saw me, how do you know?"

"Simply enough," answered the expert. "The smoke has adhered to your lips and moustache, and from them it has been washed off into the cups, thus permeating the whole of the teas. The other men here, if they are not addicted to the use of tobacco, will detect it as quickly as I. If you will put some fresh tea into fresh cups I will tell you which is the best tea."

A POPULAR MUSTARD MAN.

J. J. Colman, M.P., of Norwich, England, seems to be as popular in his constituency as the mustard he manufactures is famous in the world. This was demonstrated in a practical manner on the 7th inst., when he was presented with the freedom of the city which he has represented for so many years in the British House of Commons, and has also served in the capacity of mayor.

The scene was a brilliant one, and after laudatory speeches had been made, the roll conferring the freedom was presented. The parchment was deposited in a satin-lined solid silver casket. The casket is a beautiful work of art. The form is oblong, with a square pillar at each corner resting on ball feet. The front panel is richly chased in the Italian style, two female figures being introduced to support the shield engraved with the arms of Mr. Colman. The back panel is similarly chased, only the supported arms are those of the city. The end panels are chased in keeping with the others. The handsome cover is mounted with scroll shields bearing Mr. Colman's monograms. The casket panels are of a soft, white, satin-color, while the shields and arms, the cover, pillars, and other parts are bright polished, making a pleasing contrast. It stands on a velvet plinth on which is a silver shield engraved with the Norwich Arms, and the following inscription:

City of Norwich.

ALEXANDER ROBERT CHAMBERLIN, Esq., MAYOR.
Presented

With the Honary Freedom of the City,
By the Corporation,
to

JEREMIAH JAMES COLMAN, ESQUIRE, M.P.,
7th March, 1893.

Mr. Colman, on rising to reply, was received with hearty applause. After a few introductory remarks, he said: I have been so long connected with the city of Norwich that I hardly know how it is I have not been a citizen before. I find the name of Colman on the register of the freemen of the city some few centuries ago. I cannot say whether this was one of my family; but at all events there were some Colmans on the roll of freemen some three or four hundred years ago. If it is quite true it has been on other rolls, and if I had thought of it perhaps I could have brought here a book in which I could find a relative of mine put down as voting in the early part of this century in a ward in Pockthorpe. Probably, too, I could have found an ancestor of my friend, Mr. Patteson, in the same ward, but I should not have looked for him in the same column. (Laughter.) We have heard of late of the existence of a body of freemen, and I am glad to know that though it is not with any pecuniary interest, I shall be enrolled amongst that ancient and honorable body. It is now some 35 years since I began political life as a

representative of one of the wards in this Council Chamber. I thought after a time, when other duties and occupations increased, that it was desirable I should retire, not having sufficient time to devote to municipal affairs. I sometimes wonder whether it would not be a good thing if the Municipal Corporations Association would get introduced to Parliament a bill to confer honorary membership, or something of that sort, on members of Parliament connected with their different localities. I think such a move might be better for our municipal life in the long run.

I cannot, in looking back, but be struck with the enlarged sphere of the work undertaken by town councils. There are now many things which corporations undertake that formerly were not part of their duty, and I must say the tendency seems to be to increase and not to diminish them. In my judgment it is very desirable that it should be so. Then there is the acquisition of various private undertakings which have been acquired by some corporations, and which, in some instances, at all events, have worked very well. There are town improvements which were not thought of fifty or sixty years ago, and could not have been carried out if they had been thought of, but which are now entrusted for the benefit of the community, to our own corporations. In order that this work may be well accomplished we need the co-operation of all classes of our fellow-citizens. For this work I am sure we will need all classes of our fellow-citizens. There has been a disposition I think among some of the leisured and wealthy classes to leave local self-government, but I hope the time will come when we shall see all classes in our town councils—the wealthy and leisured classes not excluding those who are less well off in this world's goods, and those that are poor having no other desire than that the wealthy and more wealthy should be with them. Nowadays there seem to be more bazaars to open, more lectures to attend, and I suppose it is thought the presence of the mayor is desirable to increase the value of those functions in public. There is another thing I notice the mayors have to perform to-day which did not arise when I was mayor. I notice that the mayor is supposed occasionally to perform that operation which I dare say some of you know more about than I do, namely, to "kick off." (Laughter.) If I were mayor I should assume the sheriff was a younger man and that that duty might fall to his share. I believe the only athletic thing I ever had to do was to sit on a horse and see a review of volunteers, and I remember being profoundly thankful when the march past had taken place and I had not fallen off my horse. (Laughter.) It seems to me that our corporations and the city generally are looking a little

more to the physical training of their citizens, and to the opportunity of physical enjoyment, and therefore are seeking the good of the bodies of men as well as their minds. In the present day there is a very proper desire that our corporation should do more than they have done in former years to provide for the physical welfare and well-being of the people. Perhaps some of these days the mayor will be called upon to take a plunge into a new swimming bath or to ride a bicycle, and, indeed, I am correct in saying that at the present time the London county council has so far looked after the physical enjoyment of the inhabitants of London that they have provided sand-holes in which the children may go and enjoy and amuse themselves, and I am sure they are better occupied that way than in rolling in the mud in the gutter. It seems to me that all this is very desirable work. I am not going to undervalue churches, chapels, or mission-rooms, or anything that improves or adds to the religious welfare of the people, but I am quite sure we ought not to stop there, and it is through town councils and bodies of this kind that movements on behalf of the well-being of the bodies of the people can be best promoted. But I will not ramble on. I thank you heartily for your kindness. I feel that in belonging to this ancient and honorable city I have a distinction which I highly value, and I thank you from the bottom of my heart. (Applause.)

RICE YIELD AND ACREAGE.

The rice crop in Louisiana this year amounts to about 7,500,000 bushels, of which 6,000,000 bushels have already been received, while the annual receipts at this market, says the Savannah News, are about 60,000 bushels. The receipts up to March 1 this year show a large increase, however, over those received at the same date last year. The comparative mill statement, as received by Mr. W. G. Morrell, shows that the receipts up to March, 1892, were 408,678 bushels, while this year they amounted to 540,131 up to the same time. There is also a proportionate increase in the amount pounded and the amount still on hand. The outlook for the coming year indicates that the crop will be fully as large, if not larger, than that of last season. The greater portion of the ground has been ploughed and harrowed, and is about ready for receiving the seed. Reports from the planters indicate that there will be a somewhat increased acreage this season, though at present it is difficult to estimate exactly what it will be. Planters in this section estimate the yield at about 40 bushels to the acre. The average annual yield is put by the dealers at 55,000 bushels, which would require about 13,750 to 14,000 acres, although it is estimated that the acreage will be somewhat greater than that this season.—Charleston News and Courier.

Lucas, Steele & Bristol,

Wholesale Grocers,

Hamilton.

A steadily increasing
Trade is the best . .
evidence that our .
Standard Lines of .
Teas

Mallawalla, Dalukola Give entire
Imperial Congou and Russian Congou satisfaction

Mallawalla is packed in $\frac{1}{2}$ and 1 lb. packages, 50 lb. cases.
Dalukola and Imperial Congou and Russian Congou are
bulk (not package) teas, and put up in 80 and 100 lb. metal
lined cases.

If you are desirous of extending your Tea trade order a sample
package and watch the result. We have a perfect system of adver-
tising and guarantee satisfaction. Try it and be convinced.

A full assortment of "WANZER SOAPS" in Stock

W. H. GILLARD & CO. WHOLESALE GROCERS **Hamilton, Ont.**


RAM LAL'S CO.



Have posted through Ontario an Illustrated
Booklet showing how the tea is grown, how pre-
pared, and how packed. The public appreciate
such valuable information, and the Grocers are
selling this great Tea like hot cakes. Send in
your orders quickly, as our stock in store and
afloat is clearing out rapidly.

James Turner & Co., Wholesale Agents **Hamilton**

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
we have introduced

THE

**"Monsoon
Ceylon"**

These Teas are packed in the same well-known
style as the popular "Monsoon Indians" and retail
at the same prices.

We have a large and varied stock of Indian and
Ceylon Teas. Most of our teas being specially
packed for us in half chests, and shipped direct from
the country of growth, arrive in splendid condition
not having been opened and turned out in London.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The membership fee of the Gananoque new Board of Trade is \$2, with an annual fee of \$1.

A Mitchell man advertised a \$20,000 stock, but when the assessor called he said he was only worth \$500.

The new postal law has gone into operation whereby eleven pounds can be carried by mail between England and Canada.

A salmon trout weighing 9¼ pounds was caught in the Delaware river last week. It is said to be the largest ever caught in that river.

A Brockville grocer has in stock a fully developed egg which he proposes presenting to the first woman wearing crinoline in that town.

The Pharmaceutical Society of Great Britain are trying to secure legislation similar to that which its sister society in Ontario aims to get.

David Bennett, of Cambellton, averaged \$39.62 per cow for the milk of nine cows sent last season to the Dutton cheese factory, and butter made after the close of the factory.

Beet sugar is not a new thing by any means, but it required nineteenth century ingenuity to make its production commercially practicable. It was produced, in a small way, in 1747.

A 15-year old boy named Harry Sharrock, employed by P. J. Mulqueen, grocer, Wilton avenue and Berkeley street, this city, was thrown from the wagon Saturday and badly injured.

According to a return from the Assessment Commissioner there are 107 licensed peddlers in Toronto; of these 23 are not on the roll and the remainder are assessed for \$149,236 realty and \$4,374 personal property.

Mr. McGregor has presented to the House three petitions praying that the granting of licenses to lake fishermen be abolished, and that the present close season for all kinds of fish except black bass and brook trout be discontinued, and one general close season, to extend from November 20 to April 20, be substituted.

The people of Petrolea are rejoicing to think that the old days of big oil gushers are coming again. Some time ago Mr. S.

Stokes struck a well that pumps a good twenty barrels, and a week or so ago Mr. W. C. Mackenzie struck a well at the west end of the town that threw oil clear over the derrick, and is now pumping twenty-five barrels a day.

An agreement has been reached between London, the London and Port Stanley Railway Syndicate, and the Michigan Central Railway Company, whereby the Michigan Central will continue to run its trains over the London and Port Stanley track, while the Cleveland, London, and Port Stanley Company will have station accommodation and terminal facilities at the hands of the Michigan Central. The business men of London the Less are again happy.

John Forbes Michie has applied for probate of the will of the late George Strong Michie, who died in this city, March 12. The estate is valued at \$40,230, of which \$26,500 is the interest in the business of Michie & Co., and \$10,000 life assurance. The estate is bequeathed enfiirely to the brother and executor, John Forbes Michle, with the provisos that he shall keep a home for his mother and unmarried sisters, and at his death to divide half the amount of the estate equally between his other brothers and sisters.

The large cold storage building erected by the Bay of Quinte Railway and Navigation Co. at the steamboat dock, Deseronto, will be very extensively availed of by business men in the district. Several creameries in Prince Edward and other portions of the district will utilize it for the storage of butter which can be kept in good condition to await favorable markets, and cheese factories and other interests are already negotiating for space.—Tribune, Deseronto.

The Government laboratory for making polariscopic tests of maple sugar produced under the Bounty Law of New England during the season of 1893 has been formally established in the United States Court House Building in Montpelier, Vt. The N. E. Grocer says that the number of sugar makers licensed this year in the New Hampshire district is 3,900 against 2,742 last season. Of the 3,900 licensed producers this season in the district some 3,700 are located in Vermont.

Fish dealer.—One lobster, two pounds of halibut, and er—is that all to-day, Madam? Young Mrs. L.—Oh, and please send some nice fresh escalloped oysters.—Ex.

"Where are you going my pretty maid?"

"I'm going out shopping, sir," she said.

"Can I go with you, my pretty maid?"

"You're not the shade of green I want," she said.

"They say Chauncy Deporter sometimes gets five hundred dollars for one speech."

"That's nothing. I knew a fellow who got a million dollars for a speech."

"For one speech?"

"Yep. He said, 'I love you' to a rich widow, and she gathered him in."

MORE ABOUT PEPPER.

Recently we intimated that some of the contract deliveries of pepper had given much dissatisfaction on account of poor quality. Singapore growths were due on tenders, but the stock in some cases delivered is said to be made of a large percentage of lower grades and other inferior stuff, out of which very little of useful character can be obtained. The same trick has been played by the shorts on cloves, who, unable to meet their contracts with standard goods have imported from London a mixture of stems and exhausted cloves, nicely colored and doctored, and with these goods made delivery on maturing engagements. The effect is unsettling to the market, and there is a good deal of denunciation of the sharp practice, with a possibility that legal methods of redress may be resorted to.—N.Y. Bulletin.

A BUSINESS VAGABOND.

A very dirty and bedraggled specimen of a tramp strolled into a grocery store on Queen street the other morning, and the first man he met was the proprietor. "Can you gimme a dime?" asked the visitor meekly.

"I can, but I hardly think I shall," was the cheerful response. "Why in thunder don't you go wash yourself?"

"I can't afford to," whined the tramp.

"Can't you, indeed? Water's plenty, and soap doesn't cost anything."

"Don't it?" queried the tramp.

"No, it don't."

The tramp edged over toward the door.

"Well," he said, with his hand on the latch, "If it don't, I'd like you to figure out for me what your per cent. of profit is on every bar you sell to your deluded customers," and with that he dodged outside and disappeared.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

On Behalf

Of the manufacturers and your customers we ask a comparison of the *Quality, Flavor, Strength and Price of*

Bensdorp's "Royal Dutch"

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**PUDDINGS
CUSTARDS
ICE CREAM**

DELAFIELD, McGOVERN & CO.,

9½ Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

1000 cases Tomatoes

2000 cases Corn

800 cases Apples One Gallon Cans.

ALL CHOICE BRANDS

TO ARRIVE IN MAY

2000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

**Your Stock is not Complete WITHOUT
BENS DORP
COCOA**

Best and Most Economical Cocoa in Use

CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

JUST RECEIVED:

Finest "Namunas" (Indian Green) in half chests, unequalled for blending with Black Tea.

REGAN, WHITE & CO. - - - - Montreal

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

**COWAN'S
OCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.



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The membership fee of the Gananoque new Board of Trade is \$2, with an annual fee of \$1.

A Mitchell man advertised a \$20,000 stock, but when the assessor called he said pedling from door to door absorbing the vitality which ought to go to sustain the heavy rent paying and tax paying business men of the city like me. What good are they to Toronto. They live in hovels and pay no taxes. They don't spend their money here but absorb it like a sponge. They make their endship it over to their own country, and in time they away themselves to live on the honey they have gathered here. I have known as many as thirty of these people to live in one house with six rooms, both sexes. Here's a case for your new made health officer. The fruit and vegetables they have been pedling all day lying in the midst of them, absorbing the poisonous cases which rise from their persons. The bananas are sometimes put under the bed in order, I suppose, to ripen. One lady told me that she got two bed bugs on a handfull she bought from one of them. The pedlars are making it so that a business man can't live and pay the rents and taxes they are expected to do. The consequence is that many of our good business people are leaving the city, and what are we getting in their place? A lot of good for nothing loafers and spongers on the city.

"That is one of the reasons there are so

Stokes struck a well that pumps a good twenty barrels, and a week or so ago Mr. W. C. Mackenzie struck a well at the west end of the town that threw oil clear over the derrick, and is now pumping twenty-five barrels a day.

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John Forbes Michie has applied for permission to keep a lot of lazy, good-for-nothing women from going out to get the fresh air by going out shopping. One of our worthy aldermen is credited with having said that since he has lived outside the city limits he has changed his mind and thinks that they are a great convenience. What good is that man to the city? I would like to know what the aldermen are placed in the Council for, anyway. I always, from a boy, was led to think that they were put there by the people to look after the best interests of the city. But I defy any one of them to show me where by reducing the pedlar's license they are benefitting the city in any way whatever. They are not even going to benefit the pedlars in the long run. "The Italian pedlars are skimming the cream and sending it to their own country. One of these men, I am told, took three thousand dollars with him and came back to make another two thousand. Where I used to sell four barrels of coal oil I now only sell two, and I could give you similar instances right around me. The way business is done in this city is rotten. One of our worthy aldermen says that he has petition with four hundred names of business men on it praying for a reduction. I would like very much to know who those business men are. Some of the fruit men might want them on the main streets again. Their being on the main streets does not materially matter. It is on the back streets they do the harm. They catch the customers before they get on the main streets. Now, so far as the four hundred names goes the secretary of the Grocers' Association could give you two thousand names of business men who want the license raised. What the Council ought to do is to let it stand at what it is. Let it be thoroughly understood that the next time anything is done in the matter it will be raised. That would put a stop to this yearly pedlar nuisance."

TRAVELLER.

C. A. Young, secretary of the Ratepayers' Association, has written Secretary Corrie of the Toronto Retail Grocers' Association promising him the support of that organization in opposing the reduction in the fee for pedlars' licenses.

MORE ABOUT PEPPER.

Recently we intimated that some of the contract deliveries of pepper had given much dissatisfaction on account of poor quality. Singapore growths were due on tenders, but the stock in some cases delivered is said to be made of a large percentage of lower grades and other inferior stuff, out of which very little of useful character can be obtained. The same trick has been played by the shorts on cloves, who, unable to meet their contracts with standard goods have imported from London a mixture of stems and exhausted cloves, nicely colored and doctored, and with these goods made delivery on maturing engagements. The effect is unsettling to the market, and there is a good deal of anxiety maintained that they come from places where cholera is prevalent at the time. Not a single instance was noted in which cholera was disseminated by either oranges or lemons.

BEGINNING BUSINESS.

When the clerk enters into business on his own account he is in a position to appreciate the value of a good reputation for industry, economy and morality, writes a correspondent of Merchants' Review. So long as he remained an employee it mattered little how or where he spent his spare hours, or whether his personal habits were economical or extravagant. But unless he is in a position to buy entirely for cash, these points will be considered in the mercantile agency reports, and upon the latter will depend the amount of credit that is granted him by the wholesale trade. If he visits the race track or other resorts of sporting men often, the fact is noted, and the least appearance of slowness in settling an account makes the creditor cautious about granting further credit. Similarly if his personal expenses reach an unusual figure, or if he is late in opening the store or in appearing there in the morning, argus-eyed agents of the mercantile information bureaus take note of the fact and report it, to the detriment of the beginner's credit with those whom it is good policy, if not of vital necessity, for him to stand well with. It is not only that future applications for credit may be thus affected; creditors press for the moneys due them, and if circumstances prevent a prompt settlement by the debtor when accounts become due, it is well nigh impossible for him to get an extension of time. Of course all these possibilities will be avoided if the beginner possesses an ample capital, but how many clerks on beginning business in their own names have sufficient means to buy for cash? Perhaps not one per cent. of the total number, hence the necessity of the beginner paying attention to the points mentioned, which, as we have already said, become of vital importance as a rule only when the ambitious clerk becomes the proprietor of a store.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,

Winnipeg, Man.

On Behalf

Of the manufacturers and your customers we ask a comparison of the *Quality, Flavor, Strength and Price of*

Bensdorp's "Royal Dutch" COCOA . . .

We do not believe in extravagant advertising, but wish to let the goods speak for themselves. This Cocoa is noted for its Absolute Purity, Delicate Flavor, Great Strength Easy Method of Preparation. *It pays you a Good Profit. Try It.*

Write for Sample Packages.



"Royal Arms" Cheese does not turn soft and mushy. Is always fresh and nice. An excellent digestive. Conveniently put up and without waste. Packed in handsome White Porcelain Jars as shown in above cut. *Do you handle Good Cheese, if so buy "Royal Arms."*

EBY, BLAIN & CO., (Agents for Western Canada)
WHOLESALE GROCERS, **TORONTO**



Canadian Grocers

Attention

We can meet your
needs with a first-
class article of

Tobacco

The best grocers
all over the Dominion
are selling our
goods, send for
sample caddies of
different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

DRY GOODS.

(From the Dry Goods Review.)

Sorting orders are coming in with more briskness than during the past two weeks, and the market has a merrier tone. Some of the houses report a rather dull week ending on the 25th. Others again declare that their experience was a fair trade, with a tightness in collections.

Wm. Parks, of Wm. Parks & Son, cotton manufacturers, at St. John, N.B., has been in the city for a few days. He has been trying to secure a higher price for cotton warps. Dealers will find in this a warning concerning these goods.

Latest reports from London show that ribbons continue firm and manufacturers are not anxious to sell at present prices.

Mr. Burton, of Caldecott, Burton & Spence, is on the continental market at present. He reports an enormous demand from the United States for two tone guipures.

W. R. Brock, of W. R. Brock & Co., is now travelling in Egypt and Palestine. Copies of the Dry Goods Review were sent to catch him at Jerusalem.

John Macdonald & Co. report \$10,000 of an increase last week over the business of the corresponding week last year.

NOTES

Two special lines in heavy blue serges in dress goods are shown by John Macdonald & Co. They have also to hand a special shipment of colored surahs. Both these lines are in good demand at present. Shot effects, reps, whipcords, and silk figures are the leading things in dress goods, and this house has a stock fully equal to the demand. Repeats of different lines are continually coming to hand, and stock is kept full and well assorted. Victoria lawns, muslins, Nainsooks, and other midsummer goods are in good exhibit, and prices are low, notwithstanding the recent advances in these lines.

Caldecott, Burton & Spence have received another shipment of guipure laces in creams, beiges and two tones. Their black Spanish and black and cream guipures are moving very fast these days, and dealers seem to recognize that they have the latest novelties in these lines. Oriental laces in white and creams are also moving freely with this house. Their assortment of laces is varied at all seasons, and now when laces are in special demand they are making a successful effort to keep their stock fully assorted with all the latest patterns, colorings and qualities. In guipure laces they carry a full range of widths at different prices; in two-tones they have an especially large stock.

W. R. Brock & Co. have a new range of floor oilcloths in the different widths and qualities. They do not carry a very extensive stock, but enough to give their customers a good selection. They are showing a large range of spring and summer top-shirts, which has been extremely successful in catching the trade. Mills are now off this class of goods, and hence stocks are limited, a fact of which buyers should take note.

Wyld, Grasett & Darling are opening repeats of their prints in all classes. Their lines have sold exceedingly well and repeats are heavy. Linen goods are coming to hand regularly; their sales for these lines are increasing.

John Macdonald & Co. are doing a good trade in carpets, curtains, rugs, and other house furnishings. The demand for

these goods at this season of the year was never better than it is at present. They have some special patterns in best Brussels which are especially suited for the better class of trade. They are showing a new rug which has the effect of the finest Axminster, but at a much cheaper price. These rugs will undoubtedly be an excellent leader for dealers in this class of goods.

Wyld, Grasett & Darling have just opened a job line of Irish Pointe laces in creams, beiges and two-tones. The prices of these are exceptionally low; they claim that these goods are 30 per cent. below regular prices. Guipures, Torcons, Valenciennes and Orientals are shown in good range. Black Chantilly laces are shown in full ranges and all qualities.

Caldecott, Burton & Spence are showing a very complete range of ladies' waterproofs. Their lines with long capes are very taking; in fact their whole exhibit is marked with freshness and fashionableness.

An enormous shipment of 2,000 dozen of absolutely stainless black ladies' and misses' cotton hose has just been received by W. R. Brock & Co. The ladies' sizes are designated "Buster," the name signifying the quality of the goods as a leader. They are full fashioned, and can be retailed 3 pairs for 50 cents.

A long range of top-shirts is shown by Caldecott, Burton & Spence. They are quoting close prices.

W. R. Brock & Co. are preparing for April showers with fresh shipments of ladies' men's and children's waterproof coats, mantles and Inverness capes. A special line of ladies' Fife mantles to retail at \$1.50 is worthy of the attention of live merchants.

A phenomenal silk trade is being done by Caldecott, Burton & Spence. Their assortment has a reputation as have also their values.

W. R. Brock & Co. have just received a line of imitation celluloid collars and cuffs that they have control of on the Canadian market, and which can be retailed at 10 cents each for collars and 20 cents for cuffs per pair. The collars are called "Ohmy," the cuffs "Myoh." They are sending sample dozens to merchants at request.

Wyld, Grasett & Darling are showing some choice lines in dress trimmings in all the latest novelties.

Strap bow ties are the latest in men's neckwear, and Gordon, Mackay & Co. are showing a very handsome line in light and dark fancies, an assortment of which every merchant up to the times ought to carry.

The Eclipse brand of hosiery is sold by Wyld, Grasett & Darling. They carry an immense range, in which may be mentioned fast black, fast cardinal, fast tans and fast greys in ladies' and children's. Cardinals and tans are shown also in cashmere.

A special line of black laced kid gloves to retail at one dollar is shown by Wyld, Grasett & Darling.

Gordon, Mackay & Co. are showing two exceptionally good lines of ladies' gauntlet kid gloves in the popular brown and tan shades, also in black, which they are offering at \$6.50 to \$9 per doz. As this style of glove is in great demand orders should be placed early to avoid disappointment, as leading sizes are selling freely.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.

Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

**W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.**

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.
VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted
2 at 33c., " " "
3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in the
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
England.

Also at

Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,
26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are firm to-day at 13½ to 14c.; Butter
scarce at 20 to 23c.; Dried Apples easy at 4¼ to 5c.;
Green Apples in demand at \$1.50 to \$2.50 per bbl.;
Beans \$1.30 to \$1.50 per bushel; Potatoes 85c. to
\$1; Honey 8c. for clover, 5c. for buckwheat; Hay
\$10 to \$11.50 per ton.

Consignments of Above Solicited.

We have in stock, September and October
Cheese, finest quality; Corned Beef in 1, 2, 6, and
14 lb. Tins; also full lines of Jams and Jellies,
for which we solicit your orders.

J. F. Young & Co.

Strictly Commission.

March 23, '93 **74 FRONT ST., EAST**
.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

**JAS. PARK & SON,
TORONTO.**

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.

PUT TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod,
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,
ALMERIA GRAPES, Etc.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, March 30, 1893.
GROCERIES.

The feature of trade this week is the excited condition of the sugar market consequent upon Saturday and Monday's advances of $\frac{1}{8}$ and 1-16c. respectively. Outside that particular line business has not developed any specially new features. The movement of merchandise is still hampered by the broken condition of the roads. The markets continue to be characterized by a firm tone. Merchants are all in good spirits and regard the outlook as bright. The advance in sugars has stimulated the demand somewhat, but the volume of business doing in this commodity is still small. While coffees are at the moment quiet and steady, there is some uncertainty regarding them. In dried fruits the position remains much about the same as it has for some weeks past. The same applies to syrups and molasses. Teas are scarcely so active, although there is still what might be called a fair business doing in them. Canned goods continue in fair demand, with corn seemingly still receiving the most attention from buyers. Green fruits are picking up somewhat, and oranges and lemons are stiffening. Payments, while not bad, might be better.

COFFEES.

Quiet and steady. Business is confined to small lots for the satisfaction of immediate wants. The market is at the moment in a somewhat uncertain condition, and there is considerable difference of opinion in consequence, some holding that prices will rule higher, while others hold to the contrary. In another week or so the atmosphere will probably be clearer. In the meantime there is no speculating in large lots. There are not many good coffees on the spot and demand is light. Good Rios are still quoted at 21 to 22c.

DRIED FRUIT.

Nothing particularly new has developed during the week. Prices rule steady to firm and demand is light. The market for Valencia raisins is strong but there is not much doing in them; prices range from $4\frac{3}{4}$ to $7\frac{1}{2}$ c. the outside price being for layers. Currants continue in fairly good demand and firm at from $5\frac{3}{4}$ c. up. Prunes remain firm and in fair demand; they are quoted at $7\frac{1}{2}$ in casks and from 8c. up to 10c. in cases, the outside price being for fine cases. Dates are quiet and unchanged at $5\frac{1}{2}$ to $5\frac{3}{4}$ c.

RICE AND SPICES.

Rice continues quiet and unchanged at prices ranging from $3\frac{3}{8}$ to 10c, outside figure

being for genuine Carolina; goathead, finest imported, is quoted at $5\frac{3}{4}$ to 6c.

Spices are without change. Ginger is firm at 25 to 27c. for pure Jamaican and 16 to 18c. for African.

SUGAR.

The sugar market has ruled strong and excited all week. Saturday last the refiners announced an advance of $\frac{1}{8}$ c. on all grades. On Monday evening they followed this up with another of 1-16c., making a total advance of 3-16c., and prices are firm at these figures. Even at the advance refiners will not make contracts. In consequence of the advance there has been a little more sugar selling within the last few days, but the amount of business doing in them is still small. Local wholesale houses quote granulated $\frac{1}{8}$ c. higher at $4\frac{7}{8}$ to 5c., Paris lump at $5\frac{1}{8}$ to $5\frac{3}{4}$ c., extra ground at $5\frac{3}{8}$ to 6c., powdered at $5\frac{3}{8}$ to $5\frac{1}{2}$ c.; yellows sell at from $3\frac{3}{8}$ to $4\frac{1}{4}$ c., according to quality. Prices of refined are proportionately lower in Canada than anywhere else, and refiners say that the recent advances have been made on account of higher prices in both cane and beet.

SYRUPS AND MOLASSES.

Syrups are in fair demand at steady and unchanged prices. A fair quantity was bought during the week at $3\frac{1}{4}$ c. merely to test the market, and dealers are getting from $2\frac{1}{4}$ to $3\frac{3}{4}$ c. a pound.

Demand is also fairly good for molasses, principally at prices ranging from 32 to $37\frac{1}{2}$ c. per Imperial gallon.

TEAS.

Prices firm and demand continues fairly active, although not so much so as a week or so ago. Low and medium grades seem to be still the ones most in demand, particularly for Ceylons and Assams.

According to the latest advices the London tea market continues to show a strong demand for low price grades of all kinds. Medium to fine remain neglected. A feature of the market is that as common teas harden finer teas become weaker. All the lower sorts of Indian, Chinas and Ceylons are very firm. It is worthy of special note that when really fine teas are to be had at about 2d. per lb. more than the commonest descriptions, common Congous that are barely clean are ruling at 7 to $7\frac{1}{2}$ d., common Indians and Ceylons at 8d. to $8\frac{1}{2}$ d., at the same time you can obtain teas of good quality for only 10d. to 11d. Second and 3rd Young Hyson are decidedly firmer and have shown an advance during the last week. The probability is that they will go still dearer as they are getting into small compass.

BUTTER AND CHEESE

The butter market at the moment is strong. There is a scarcity of all kinds and demand is good. About all the old stock of creamery butter that has been selling at 20c. is cleaned out. Good creamery tubs sell at from 24 to 25c. a pound, rolls at 26c., and pound prints at 27c. These prices, however, are too high for the popular taste, and what people are mostly looking for is dairy butter that sells around 20c. Good dairy tubs are quoted at 20 to 22c. and large rolls at 19 to 20c. Bakers' butter is still scarce and wanted. What they want is a low grade butter at 15c., but failing this bakers do not hesitate much about paying as high as even 20c.

The cheese market continues to rule dull. Stocks are not large, but dealers are anxious to get rid of what they have. Prices range from $11\frac{1}{2}$ to 12c. a pound, but few seem to be getting the outside figure.

COUNTRY PRODUCE.

BEANS—There are a few small lots moving at \$1.40 to \$1.45. A car of medium hand-picked in barrels was purchased jointly by some of the dealers at \$1.45. Bushel lots sell at \$1.50 to \$1.60.

DRIED APPLES—Offerings are more liberal than for some time, while demand has fallen off. Dealers are paying 5 to $5\frac{1}{2}$ c., although there is not much inclination to pay the outside figure. Dealers' selling prices are $5\frac{1}{2}$ to $5\frac{3}{4}$ c.

EVAPORATED APPLES—There is still some enquiry heard for car lots, which are not obtainable; 9 to $9\frac{1}{2}$ c. would be paid for car lots.

EGGS—Supply was little short of the demand in the early part of the week, and the feeling was rather steadier in consequence. Demand is good at 13 to $13\frac{1}{2}$ c.

HONEY—There is no material change. Some fairly good sales of buckwheat honey in 3-lb. tins are reported at 5c., but the market continues dull. Dark is quoted in sections at 10c. White is quoted at 8c. in 50-lb. tins and at 15c. in sections.

DRESSED POULTRY—The market remains dull and unchanged. Chickens are quoted at 65 to 75c. per pair, ducks 85c. to \$1 per pair, turkeys at 14c. per pound, and geese at 9 to 10c. per pound.

POTATOES—Steady and unchanged, car lots selling on track here at 85c. and bags out of store at 95 to \$1.

ONIONS—Dull and easy at \$1 to \$1.25.

HOPS—The market is still difficult to fathom. Small lots of one, two or three bales sell at 18 to 20c. Yearlings are quoted as before at 15 to 16c. The demand is limited. Brewers have fair stocks on hand and in view of the dull market they do not appear inclined to do anything.

HOGS AND PROVISIONS.

The market for dressed hogs is dull and easy. There are not many coming in and not many are wanted. No car lots are offering. The ruling price for market hogs is \$7 75, and this price would probably be paid for car lots. Hogs continue in good demand at firm prices.

BACON—Long clear $10\frac{1}{2}$ to 11c. Smoked backs are $12\frac{1}{2}$ to 13c., bellies $13\frac{1}{2}$ c., rolls 10c.

HAMS—In good demand and firm at 13 to $13\frac{1}{2}$ c.

LARD—Pure Canadian is $13\frac{1}{4}$ c. in tubs, and $13\frac{1}{2}$ c. in pails. Compound $10\frac{1}{2}$ to 11c.

BARREL PORK—U. S. heavy mess is \$20.00 to \$20.50. Canadian short cut \$22. Canadian heavy mess \$20 to \$21.

DRESSED MEATS—Beef forees are $4\frac{1}{2}$ to $5\frac{1}{2}$ c., hindquarters 7 to $8\frac{1}{4}$ c., veal $6\frac{1}{2}$ to 8c., mutton 7 to 8c., lamb 8c. to $8\frac{1}{2}$ c.

GREEN FRUIT.

The weather of the past week has rather favored the green fruit trade and business is a little more active in consequence. Demand for oranges is good and prices have appreciated for Valencias, while Floridas are scarce. The market for lemons is stiffening for good desirable stock, especially for 300's, which size is scarce. Bananas are in good demand and supply is fair. We quote Valencia oranges at \$3.00 to \$5.50 per case, Jamaicas \$2.50 to \$2.75 per box, Floridas \$3 to \$3.75 per box, Palermos \$2.50 per box; Messinas \$3 to \$3.25 per case; lemons \$3.50 for 300's and \$3.25 for 360's. Bananas \$1.50 to \$2.25; pineapples 20 to 30c.,



"KENT" Bottled Pickles

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the wholesale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish

Wholesale lots
only.

FRESH, CURED AND FROZEN fish,
of all kinds, from first hands, **LOWEST**
PRICES.

L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND



PICKLES are in great demand. Sales increased last year 79 per cent.

Three months this year, 121 per cent.

No grocer should be without them.

Order from our Travellers, or write to

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

The Lakeport Preserving Co.

Have sold out their large pack of

Tomatoes, Corn, Peas, Beans,
Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

His boys eat them.

Prepared by the

**Kingsville
Preserving Co.,**
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.



Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.

THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS.—Continued

Malaga grapes \$8 to \$9, fancy cranberries \$10 per barrel, common \$1 per basket; apples, \$1.75 for fancy stock.

FISH AND OYSTERS.

This being the last week of the Lenten season trade shows increased activity. Supply is good. About the only change in prices is a decline of $\frac{1}{2}$ c. on haddock, which is quoted at $5\frac{1}{2}$ c. Oysters are lower and about one half of the dealers here have stopped handling them for the season. We quote as follows: 7 to $7\frac{1}{2}$ c. for trout and ordinary whitefish, $7\frac{1}{2}$ c. for Manitoba whitefish, $4\frac{1}{2}$ c. per lb. or \$3 per hundred for frozen Lake herring, \$2.50 per hundred for frozen sea herring, 10c. for mackerel, 13c. for B.C. frozen salmon, and 17c. for fresh ditto, 5 to 7c. for smelts, $5\frac{1}{2}$ c. for haddock, 4 to $4\frac{1}{2}$ c. for market cod, 9c. for steak cod, 5c. for flounders, $6\frac{1}{2}$ c. for skinned and boned codfish, \$3 per half bbl. for Labrador herring, \$2.75 per half bbl. for shore herring, 11 to $12\frac{1}{2}$ c. for Digby herring, 4c. for boneless fish, 7 to 8c. for boneless cod, 7c. for pike, 7c. for pickerel; ciscoes \$1.50 to \$1.75 a hundred, black bass 10 to $12\frac{1}{2}$ c. a pound; finnan haddie, 9c.; oysters, \$1.25 for stds., and \$1.75 selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Market unchanged, carlots moving as before at $5\frac{1}{4}$ c.; No. 1 cows' is quoted at $4\frac{1}{2}$ c. Demand is good and supply is about as usual at this season.

SKINS—There is not much doing in sheepskins; supply has fallen off and nobody is anxious to buy and prices are easy, \$1.40 being the outside figure. The supply of calfskins is increasing but demand is good and prices higher at 8c.

WOOL—There is a fair demand from the factories, chiefly for small lots. There is no speculative tendency and prices are steady. Reports from the Old Country markets speak of an advance of 10 per cent. in some grades of fine wool. Pulled wools unchanged at 22 to 23c. for supers and at 26 to 27c. for extras. No. 1 and black are unchanged at 20 to 21c.

TALLOW—The market is easier. There is not much business doing, views of buyers and sellers being apart. Dealers are selling odd barrel lots of rendered at $7\frac{1}{2}$ c., but much less would be taken for carlots; they are paying $6\frac{1}{2}$ c. Rough is $\frac{1}{2}$ c. lower at $2\frac{1}{2}$ c.

SEEDS

A good active business is being done in all lines and prices are without material change. Red clover is being jobbed out at \$8.60 to \$9.50. A fair jobbing trade is being done in alsike at prices ranging from \$5.50 to \$8.50, the outside price being for fancy seed. Prices for timothy range from \$2.40 to \$2.90, the outside figure being for flail threshed and unhulled, but the chief demand is for the prime to choice article, which is being jobbed at \$2.50 to \$2.65.

TORONTO, Feb. 17, '93.

WE—PAYING—ARE

5 C.

F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE
BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

42 FRONT ST., EAST, TORONTO.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

CANNED GOODS.

TORONTO.

The position remains much about the same as a week ago. Demand keeps fairly good and prices firm. Tomatoes still sell at 90c. to \$1, and demand is fairly good at these prices. Further enquiries are reported from England, but the ideas across the Atlantic are still too low for dealers on this side. Peas are in good demand and firm at 90c. to \$1. Corn is in active demand this week at prices ranging from 90c. to \$1.25. Some jobbing houses are making enquiries for lots of corn to replenish their stocks. The salmon situation is strong. Stocks are lighter, but demand at the same time is light. There is no particular feature, in fact there is no movement to create it. Lobster for the season is in good demand, that is for the better grades. Prices are firm and likely to remain so; they range from \$2 to \$2.10 for talls and finest quality and \$2.50 for flats. Canned peaches are getting scarcer, and demand is good. The range of prices is \$2.10 to \$2.25 for 2's, \$3.25 to \$3.75 for 3's. Canned apples are being more enquired after, and stocks of these too are getting low. Prices are firm and range from 85c. to \$1 for 3's and gal-

lons from \$2 to \$2.25. Stocks of all fruits are on the light side and prices are firm with demand fair.

MONTREAL.

So far as spot business is concerned the canned goods market is extremely dull. Several large sales of salmon are reported for future delivery at \$4.40 to \$4.50 at the coast, which with freight means \$5.10 or \$5.20 delivered here, or \$1.27 $\frac{1}{2}$ to \$1.30 per dozen. Dealers came to an agreement Friday last also not to sell Canadian sardines at less than \$5, which it is hoped will put a stop to the wholesale cutting which has been going on of late. Corn, beans and peaches are lower, but prices are somewhat nominal.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

Toronto, St. John, N. B., and Montreal.

WILLIAM Carpenter and Store Fitter
ARCHER, VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St.,

Toronto.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound new-crop stock.

WE AIM AT—

THE **FRUITS**
BEST - AND -Lowest Possible Price.
CLEMES BROS.

Phone. 1766

TORONTO

**DANIEL G. TRENCH & CO.,**
CHICAGO, ILL.CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR**SPRAGUE MFG. CO.,** FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.**W. A. McClean & Co.**

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A HamsFOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

The Norton Manufacturing Co.E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.**SEEDS** - Everything for the
Farm and GardenRed, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.**THE STEELE, BRIGGS, MARCON
SEED CO., LTD.** TORONTO, ONT.

WANTED—Choice Dutch Sets and Shallot Onions

GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.**"JERSEY BRAND" CONDENSED MILK.**It is guaranteed Pure and Unskimmed,
An excellent food for Infants.We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,
HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

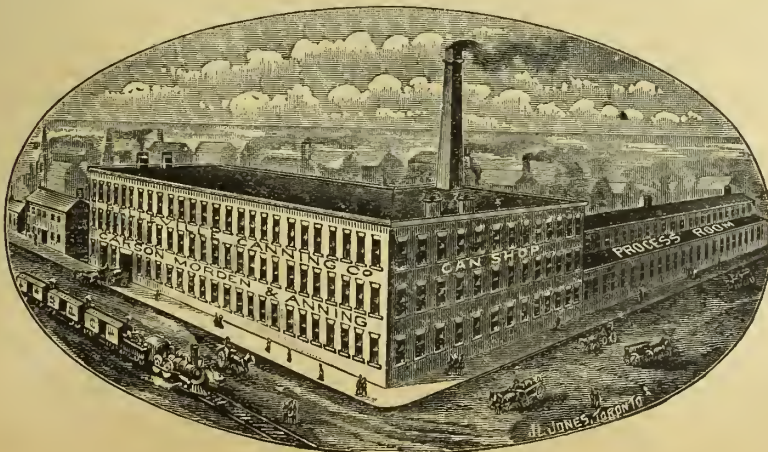
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J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out**FIRST-CLASS GOODS.**We respectfully ask the trade to recom-
mend this brand to their customers:

MARKETS—Continued

TORONTO MARKET NOTES.

Granulated sugar is quoted higher at 4½ to 5c.

China teas were a little lower at last sale in New York.

Marbot walnuts are higher in Bordeaux and good quality is about exhausted.

Gold medal washed Turkey figs, in bags about 6 pounds, finest grade crown, are selling at 6c.

Sloan & Crowther have just received a carload of Bowlby's preserved apples in fancy quarters.

T. Kinnear & Co. have a few barrels of Labrador herrings, which they are offering at lower prices.

Carlo, Neemack & Co., of Leghorn, advise P. L. Mason & Co. that indications point to lower prices in candied peels this season.

Smith & Keighley have worked off a considerable quantity of raw sugars in bags at 3½c. as a result of the higher prices on refined.

Clemes Bros. are receiving two carloads of Uncas brand of Florida oranges. The fruit is fancy, heavy and juicy and sells at \$3 to \$3.75 according to size.

New maple syrun is expected to arrive on this market next week. In the meantime last year's make is selling fairly well at 75 to 85c., the inside price being for large lots.

There seems to be quite a difference of local opinion regarding the condition of the market for evaporated apples, but most reliable information goes to show that the "bull" interest have the best of the argument. The "bears," however, are pounding the market vigorously.—N. Y. Bulletin.

Gorman, Eckart & Co., London, Ont., in order to introduce their fine quality of baking powder are presenting each customer with a fine steel engraving or an etching for every pound purchased. They report large sales. The orders booked in one week for one-lb. tins only was five tons, or 10,000 tins. Send them a trial order.

Jas. A. Skinner & Co., Toronto, report that owing to orders coming in so rapidly for the New Era Glassware from all points of the Dominion, that they have, up to the present, been unable to fill all orders promptly, but as the manufacturers have put out extra hands, they hope in another week to be able to supply the demand.

Grocers requiring an assortment of brooms for the spring trade will find a large variety to select from in the different lines manufactured by the well-known firm of Chas. Boeckh & Sons, Toronto. The brushes and brooms made by them are well known throughout the Dominion, both to the trade and consumers, and their goods are always reliable and as represented. Special attention is given to the grading of their stock, and their lines are suitable for every class of

trade, from those requiring extra fine carpet brooms down to the common grades for ordinary house or factory use. The workmanship is guaranteed to be first-class in every particular and their brooms are always of uniform size, weight and quality. Dealers will recognize the value of having reliable brands which they can always depend upon. Orders sent through any of the leading wholesale houses will be promptly filled, and buyers should specify Boeckh's brushes and brooms. A price list, fully illustrated, showing the various lines manufactured by this firm, will be sent by mail on application, and special attention is given to letter orders.

MONTREAL MARKETS.

MONTREAL, March 30, 1893.

GROCERIES.

Business in general groceries is quiet for the reason that most buyers have supplied themselves pretty well for shipment after the 3rd of April when freight rates are reduced. The country roads in this and some other sections also are not settled yet, and on the whole it is a sort of interim spell. There is nothing very new in the conditions either, values generally ruling steady, while it is said that the sugar refineries have decided not to do any further business on the decline mentioned last week, but stipulate for the former price. It is possible, however, that round lots have been moved this week at the concession. Coffee rules firm and is scarce, while tea is quiet on the whole, but the firm position of values is fully maintained. In molasses Barbadoes has declined to 12c. first cost at the Island. With Lent almost over the fish market is dropping into dullness, while canned goods rule dull, but considerable activity is to note in salmon for future delivery. Dealers have also agreed on a uniform price for Canadian sardines, with a view of stopping the cutting.

SUGAR.

Advices to brokers here quote the raw sugar market firm and refined as strong in New York. In fact sugar has been selling for less proportionately on this market than anywhere else, and refiners say they will accept no more orders at the concession mentioned last week, but it is possible that a round lot could be had still at 49-16c. Yellows are quiet and unchanged.

SYRUPS AND MOLASSES.

Good bright syrups are in fairly good demand. American selling at 18c. to 21c. and Canadian at 13-4c. to 2c. per pound.

There is very little business doing in spot in molasses, in fact, practically all the stock has been closed out. Prices now rule at 30c. A decline of 1c. is reported in Barbadoes at the Islands, the

latest quotation being 12c., which is about 29c. here. Between 4,000 and 5,000 puncheons have been sold on this basis.

TEA.

The market has been quiet during the week between jobbers, no large lots having changed hands, still there has been a fair amount of orders received from the country, and sales of Japans are reported at 12 1-2c. to 14c. for low grade, 14 1-2c. to 18c. for good common to medium, 19 1-2c. to 21c. for fine, and 23 1-2c. to 31 1-2c. for finest. Black teas are steady, and several invoices have been sold on English account at 7 1-2d. to 1s. 1-2d. Greens are in fair request at steady prices.

COFFEE AND SPICES.

The coffee market remains very firm, and most of the offerings have been picked up at about last week's prices. Very little if any Rio can be had under 20c., and we quote 19c. to 21c., Maracaibo firm at 20 1-2c. to 22c., and Java and Mocha 24c. to 28c. These prices are for wholesale quantities.

Spices remain firm, and we quote black pepper 8c. to 9c., Pimento 6 1-2, and nutmegs firm at 50c. and 52 1-2c. to \$1.

RICE.

The rice market does not show any change of importance, a fair jobbing movement being reported at unchanged

(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

The flour market continues to rule dull and easy. Feed is offering more freely, and prices are easier in consequence.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.85 to \$4.10; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.90 to \$3.00; low grades, per bag, \$1.10 to \$1.25.

MEAL—Oatmeal is \$4.00. to \$4.20 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$17, ditto (on track) \$15.50, shorts (ton lots) \$17 to \$18; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33½ to 34½c.

HAY—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market is dull and quiet, while quotations are more or less nominal for business here. We quote as follows: Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.75; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4 to \$4.15; strong bakers' \$3.90 to \$4.00.

BURNHAM'S CLAM BOUILLON.



TENDERS

INDIAN SUPPLIES

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon of THURSDAY, 20th April, 1893, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1893, duty-paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the supplies required, dates of delivery, &c., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having such authority will be admitted. The lowest or any tender not necessarily accepted.

L. VANKOUGHNET,
Deputy of the Superintendent-General
of Indian Affairs.

Department of Indian Affairs.
Ottawa, March, 1893.

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

Our lines in **BAKING POWDER**
are

"Snow Drift"
"Our Cream Tartar"
and "Crystal"

All Pure and of the Finest Quality.

**THE SNOW
DRIFT CO.,** BRANTFORD.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



Brantford } J. S. HAMILTON & CO'Y,
and } BRANTFORD, ONT
Pelee Island } Sole Agents for Canada.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS :
KLEBER, MAY BLOSSOM.

AGENTS :
J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,
also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands

ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

Embro
Oatmeal
Mills

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

MONTREAL Markets Continued.

prices. We quote standard \$3.85, choice \$4, Japans \$4.25, Louisiana, \$5.25, and Carolina \$7.50.

DRIED FRUIT.

The market for dried fruit is quiet and unchanged. Stocks are moderate and prices well sustained in the absence of demand.

FISH.

The fish market is quiet. Stocks generally are small. Haddocks are in fair request. We quote: Haddock, 4c. to 4 1-2c.; lake trout, 7c.; whitefish, 7c. to 7 1-2c.; pickerel and dore, 9c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$12; do. halves, \$7; C. B. and N. S. herring, \$4.50 to \$4.75; fresh herring, \$2 to \$2.20 per hundred; haddies, 7 1-2c. to 8c.; Yarmouth bloaters, \$1.50 to \$2; frozen mackerel, 7c. to 8c.

BEANS.

Stocks of beans are much reduced, and prices are higher in consequence at \$1.60 to \$1.65 for choice, and \$1.25 to \$1.50 for ordinary.

HONEY.

Honey is dull and unchanged at 12 1-2 to 13c. for comb, extracted 5 to 7c.

MAPLE SYRUP.

A few cases of new stock are arriving and sell at \$1 per gallon. Old sells at 50c. to 60c.

HOPS.

Hops are dull and easy on time at 15c. to 18c., and growers are consigning with freedom in hope of a sale.

POTATOES.

There has been a steady demand for potatoes, but prices are somewhat easier, although receipts still run light. The softening factor is the prospect of several large lots arriving from the west. We now quote 95c. to \$1.05 in car lots.

EGGS.

The egg market shows further easiness as compared with a week ago. We quote 15c. as the top.

BUTTER.

Butter is quiet and steady. We quote as follows: Choice fall creamery, 23c.; creamery seconds, 21c. to 22c.; Townships dairy, 21c. to 23c.; Morrisburg and Brockville, 20c. to 22c.; Kamouraska stock, 00 to 20c.; Western, 20c.

TO EXTEND THE USE OF
CRANBERRIES.

A meeting of the Cape Cod Cranberry Growers' Association was held at Middleborough, Wednesday. The principal object of the meeting was the discussion of "The Foreign Market." The association proposes to make a display at the World's Fair, and it was also proposed to present the principal restaurants and hotels at the Fair with a supply of berries to be served guests free of charge. An agreement is being largely signed whereby growers will place three per cent. of their three years' crop in the hands of a committee, who will introduce them into foreign markets, together with pamphlets telling their use and preparation. Thus far three per cent of nearly 300,000 barrels have been pledged. More definite action will be taken at the annual meeting in Middleborough in July.

THE RAGE FOR CHEAPNESS.

In an editorial comment upon the manner in which the English food laws are enforced the London Grocers' Chronicle discusses "the rage for cheapness" as a potent cause of the prevalence of adulteration in the grocery trade. It says:

The public, especially the poorer classes, want cheap provisions, and the grocer, in his eagerness to supply the demand, buys goods of a quality that can be sold at low price. Indeed, as we have seen over and over again, he even sells below cost price, as he says, to cope with the competition round him. To take only a few instances: There is a large demand for tenpenny and shilling coffee. It must be abundantly clear to any who will consider the matter, that they cannot buy the pure article at such a price, so a mixture of coffee and chicory is produced, which can be sold at such prices, and yet when the seller is summoned, he is most uncertain how the magistrate will decide the case, it very often depending, as Alderman Barrow once said, upon his lordship's liver. Again, a grocer is often asked for sixpenny or eightpenny cocoa. Such an article cannot be sold pure at that price, and so we have prepared cocoa and chocolate powder, manufactured articles, to meet this demand, but the inspector pounces down and tried to get a conviction against the seller, for, as he says, selling to the prejudice of the purchaser, when the latter ought to know that he can only get quality by paying a fair price.

Then again there is our old friend, margarine, which we are glad to see the Glasgow Wholesale Provision Dealers' Association is so vigorously defending against another threatened attack. Now it ought to be and, no doubt, is well known that eightpenny, tenpenny and shilling butter cannot be obtained in winter time, and yet we are safe, we believe, in saying that in working class districts particularly not one-half the purchasers ask for margarine. They do not like the name, and so they ask for butter even though they do not pay butter price. The fact is, in these and similar goods which rang among the necessities of life, certain classes of consumers cannot afford to pay the price for the genuine article, and fall back on cheap substitutes, but persist in applying the names of the originals when asking for them. The provision dealer and the grocer know this state of affairs exists. They cannot afford either the time or the risk of offence which the continual explanations would cost, and so they have to go on selling with the haunting dread of being trapped by some "wily" inspector, and then lectured by the magistrate and fined. We must confess we are not quite prepared to say that the law can be amended so as to prevent such unfair prosecutions, and certainly no amendment could be proposed to check inspectors, whose ingenuity and cunning will always find means of laying traps to catch the un-

wary, even though innocent traders, unless it be the total abolition of inspectors—a proposal which we fear is too late in the day now that the world appears to be fast resolving itself into two classes of persons, the inspectors and the inspected. And yet the grievance is a very real and common one. The public demand a low-priced article, and know they get fair value for their outlay, but enterprise in supplying that demand often leads to the police court.

This rage for cheapness is not peculiar to European countries, but exists in the United States, and explains the attitude of the retail grocers of the State of Ohio on the pure food question. The fact that it does not exist here also furnishes the trade with a good excuse for objecting to pure food legislation which does not recognize the responsibility of either the consumer, the manufacturer or the jobber, but makes the retailer the scapegoat, demanding from him a vigilance that is impossible and a degree of intelligence and skill that only the educated chemist or highly paid expert can supply.

But while we oppose oppressive and unfair laws for the prevention of the sale of adulterated food, we advise retail grocers not to weakly surrender to the demands of the public for cheap and inferior goods, but to use every opportunity to elevate the standard of quality, if only by infinitesimal degrees, until a better grade of goods is universally demanded. There are three courses open to the dealer. First, he can adopt a neutral attitude, selling the kinds of goods that are demanded, without seeking either to raise or lower the standard of quality. Second, he can stimulate the rage for cheapness by offering cheaper and still cheaper goods, excusing his course with the plea of irresistible competition. Third, he can push the sale of better goods, pointing out their greater relative cheapness, and thus prove a benefactor to his species as well as a most sagacious and far-sighted merchant. The first plan is that which is followed by most small grocers in the large cities. Many grocers, especially the city cash dealers, adopt the second course of action, and are responsible for much of the adulteration that exists, their orders for inferior goods forming a solid foundation for the businesses of a number of manufacturers of proprietary brands of undoubted purity and merit, who are not above putting up goods for retailers under labels of the bogus order. The third plan may appear to be impracticable, but there are few really first class retail grocery businesses of many years' existence in which it is not followed, and it is to the steady adherence to this system of doing business that the success of the leading retail grocers of the country is chiefly due. Disregard the rage for inferior goods, and other things being equal, the foundations of a large and profitable business can be laid. Succumb to it, and you fill a position which any person of moderate capital and inexperience can occupy equally well, and one which forces you into competition upon equal terms with dealers who have no special claim upon the public and whose business careers are with few exceptions, of the briefest.—Merchants' Review.

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS
—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

CANADIAN CANNED VEGETABLES

FRESH TOMATOES in gallon tins—the fine natural flavor better preserved than in the smaller tins. Suitable for good hotels, boarding houses, and families.

Also full lines of "AYLMER" and "MILLERS" Corn, Peas, Beans and Tomatoes at lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

FIRST ARRIVAL

Finest "Dhajea"
New Season
Darjeeling

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUE

IN **Raw Sugars,**
Syrups and Molasses.



Smith and
Keighley

9 Front St. E., Toronto.

TEAS - -

—❖— **A SPECIALTY.**

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON SAUCE AND PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.
Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.

Importers of Teas

—AND—

Wholesale Grocers
LONDON, ONT.

FOR LENT.

FRESH ARRIVALS --

Barrels No. 1 Labrador Herrings.
Half Barrels No. 1 Labrador Herrings
Barrels No. 1 Shore Herrings,
Quintals Cod Fish,
Pure Cod Fish, 1 lb. Blocks,
Pure Cod Fish, 2 lb. Blocks,
Boneless Cod Fish, 40 lb. Boxes.
Scaled Herrings.

Write us for Prices, or see our Travellers
before buying.

T. KINNEAR & CO.,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.
LONDON, ONT.

PERSONAL MENTION.

Mrs. William Parkkill continues to improve.

George Musson has returned from New York where he has been on a business trip.

The wife of E. J. Henry, grocer, 781 Queen street west, who has been ill for some weeks, is convalescing.

J. Outhet, butcher, 748 Queen street,, is away, and some of his friends are anxious to learn his whereabouts.

Inflammation and congestion was the cause of the death of James Bielby, grocer, Dundas street, which occurred last week. His death was sudden. Mr. Bielby had been in business on Dundas street for several years.

Mrs. Forman, Rainham, Halton county, is dead. Deceased was the mother of C. F. Forman, grocer, of Vancouver, B.C., and of John and A. O. Forman of this city.

Mr. C. C. McPhaden, one of Cannington's progressive merchants, was in the city last week. He reports business quiet in North Ontario, and that the farmers are complaining about the low prices they are getting for everything except clover and pork.

W. Matthews, Toronto, agent for Nixey's, London, has received samples of blue and knife polish which he will show to the trade in Western Ontario shortly. His Nixey's black lead has long had a name for itself in Canada for its excellence, and this should greatly assist the sale of those products of this firm which are new to this market.

The Y.M.C.A. quartet, of which R. M. Corrie, secretary of the Retail Grocers' Association, is leading tenor, sang on Sunday last in the Metropolitan church during the service that was being conducted by Crossley & Hunter. The daily papers spoke highly of the quartet's performance.

Deputy Reeve Caldwell, Barrie, of the "Star" grocery in that town, spent a few days in the city last week.

A DRUMMER'S DIFFICULTIES.

The following amusing sketch of a rehearsal scene between a Yankee "drummer" or commercial traveller, and one of his employers, is extracted from the Boston Commercial Bulletin: One of these gentlemen, who has recently returned from a trip for Thistle & Co., of this city, did not show a very large exhibit of orders to balance the liberal 'expense' account allowed him by the firm, and Mr. Thistle, after looking over his returns, said: "Mr. Rataplan, I am afraid you did not approach the dealers in the right way. I used to be very successful in this line. Now, just suppose me to be Mr. Bigher, of Sellout, Illinois, and show me the way you introduce the

house." Accordingly Rataplan stepped out of the counting room, and re-entered, hat in hand, enquiring, "Is Mr. Bigher in?" "That is my name," answered Thistle, urbanely. "My name is Rataplan, sir. I represent the house of Thistle Brothers & Co., of Boston." Thistle, in his character of western merchant, here rose, offered the salesman a chair, and expressed his pleasure at meeting him. "I am stopping with Overcharge at Stickemhouse, and have a fine unbroken lot of samples which I should like to show you. I think we can offer you some special advantages," etc., Rataplan delivering himself in a neat little speech in professional style. "Very well, very well," said Thistle, "I don't see but that you understand the way to get customers." "Excuse me, Mr. Thistle," said Rataplan, "I am afraid you do not understand the style of western merchants. Just now suppose you exchange places with me, and we repeat the rehearsal." "Certainly," said Thistle, and, picking up his hat, he stepped out. Returning, he found Rataplan with his chair tilted back, hat cocked fiercely over his right eye, his heels planted on Thistle's polished desk, and a lighted cigar between his teeth. Thistle looked a little staggered, but, nevertheless, he commenced: "Is Mr. Bigher in?" "Yes he is," responded Rataplan, blowing a cloud of pure Connecticut into Thistle's eyes; "who the deuce are you?" "I represent the house of Thistle Brothers & Co.," said the astonished employer, coughing about a quart of smoke from his throat. "Are you of that concern, then?" "No, sir, I'm not," said Thistle. "Well, it's lucky for you that you are not, for I've had two drummers to one customer in my store for the last two months; and if I could get hold of one of the fools that sent 'em out here at this time I'm darned if I wouldn't boot 'em clean out of the town of Sellout." "That'll do, that'll do," Mr. Rataplan, said Thistle. "I have no doubt you did the best you could for the interest of the house. Trade is a little dull."

California Oranges, first car
Famous Riverside, just
Received.

96's and 112's \$2.50 Box
126's, 250's and 288's \$2.75 Box
150's \$3.00 Box
176's, 200's and 225's \$3.25 Box

DIXON BROS. - Hamilton

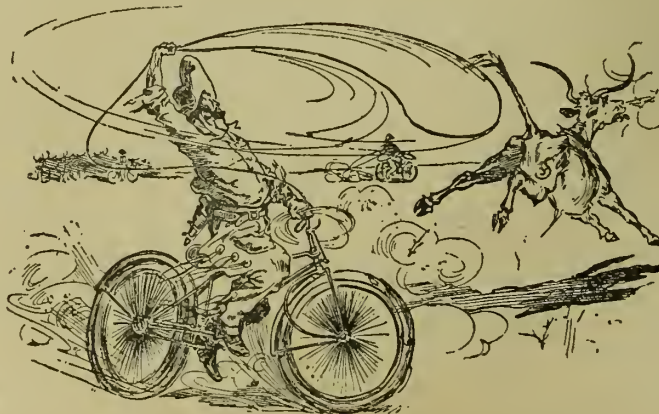
NICK-NACKS IN THE GROCERY STORE.

There are a good many articles of small intrinsic value which the average city grocer could easily put in stock, but does not, perhaps, because the idea has never occurred to him, and which would be of great assistance in meeting the competition of dry goods bazaars. There is no need to enumerate such goods; a visit to any dry goods store of large dimensions will furnish the grocer with the required information, and he would discover that the list is quite large. We mean articles that take up little room, that do not present too startling a contrast to groceries, yet sell almost on sight and afford a fair profit.—Ex.

TRADE SALES.

At Suckling's Tuesday the stock of J. Hall, general storekeeper, Owen Sound, amounting to \$6,444, was sold at 52c. on the dollar, to W. J. Creighton, Owen Sound. The stock of Stickles & McBride, general storekeepers, Lisle, was sold at 65c. on the \$ to J. P. McKay, of Toronto. The stock of John Smillie, tailor, Queen street west, was sold to Nicholas Smillie for 62½c. on the dollar.

It is rumored that the new postmaster general of the United States will require all newly appointed postmasters to devote the whole of their time to the business of their offices. In the States as here, country post-offices are usually conducted by general storekeepers.



THE MARCH OF MODERN IMPROVEMENT.

The cowboy of the near future.

WHOLESALE
GROCERS ..**Balfour & Co.**IMPORTERS
OF TEAS ..IMPORTANT NOTICE TO THE GROCERY TRADE

HAMILTON, Ont., 21st March, 1893

GENTLEMEN :—

Having purchased the stock-in-trade and good-will of their business from Messrs. Stuart, Harvey & Co., (who are retiring from the grocery trade), we beg to advise you that we are prepared to offer Extra values in all lines of Groceries, and to treat buyers in the most liberal manner.

Our stock of Teas, Coffees, Sugars, Syrups, Tobaccos, Canned Goods, Fruits and General Groceries is large and complete, and we have every facility for doing your business to your entire satisfaction. Our representatives will call on you regularly, and show samples and quote prices which cannot be beaten. Orders by letter, telephone, or telegraph, will have our special care and attention, and nothing will be left undone to please you, both as to price and quality of goods.

Our shipping facilities are excellent, and all orders will receive the promptest despatch. Produce consigned to us will be sold promptly for the highest price obtainable, and proceeds credited to your account.

Our object is to serve your best interests for the smallest legitimate profit necessary to maintain business.

Soliciting your valued correspondence.

We are, yours truly,

BALFOUR & CO.

AGENTS IN CANADA FOR

The Celebrated "Sally" and "Duff House" Teas.

"Barra Cherra" Ceylon—lbs. and ½ lbs.

Cherry's Pure Irish Mustard.

Faulder's Silverpan Marmalades and Jams.

"Viking" and "St. Olaf" Brands Norway Condensed Milk.

The "Gray Spa" Mineral Water.

WHAT HAVE YOU FOR SALE?

Have you something that will go off like hot cakes? Look about you for quick articles that will be snapped up the moment they are offered.

That's the stuff you want—something which you can get in early and which will have a splendid run. Booksellers made a great deal of money out of Gen. Grant's book. So many families were hungry for it, and the salesman who got up with the sun and started out early for orders came home handsomely repaid for his venture. Some books are slow, others are fast. The same thing is true of men. He has a gift who can figure out now what is going to be in demand months hence. The smart journalist is ready with a big cheque for early information which will astound when made public. It is understood that the office is always ready to pay well for all early information; so the thing comes to them, and next morning they have its exclusive use. They have something for sale which none of their competitors have. They control the market. Gould, they say, used to pay liberally for secrets which enabled him to "get there" before the other fellow. The first and most important question with all trades should be: Will these goods sell if I take them? Can I turn them over quickly at a profit? Styles and fashions are very short lived, and the short seasons whimsical. The motto is, "Quick or you'll miss it." Unfortunately, everything one buys does not go off like hot cakes or go up in price. Many things stay, stick and torment—easy to buy and hard to sell. The traders who are here are numerous. This nation and others spend a good deal of money in the secret service business. To be well posted they pay largely. With the individual it isn't very much different. We have to be on the watch or our enemies will tumble us and trample us under foot. Trade and competition are so cruel. No one is figuring specially for your prosperity. There is a wise way of looking out for number one. There is no sin in thinking and planning for to-morrow. If you buy a pig in a poke you'll rue it. Be careful. Be on the lookout for bargains that have the go in them. An author writes twenty books. Only one of them had the hot cake stir in it. The demand was universal. You get hold if you can of the universal articles. Trade in them.

"Never pass my door," said a city man once to a farmer, "when you have more of those good turnips for sale." They were the best we ever had on our table, and his butter and eggs were also number one. Here the demand was greater than the supply, and the sales were quick. This farmer doesn't need to linger in the market the most of the day offering his produce. Once bought and tasted his goods were wanted evermore. He has the trick. You can cash his bill. Just imitate him, that's all.—The Michigan Tradesman.

SUGAR WEATHER.

When snowballs pack on the horses' hoofs
And the wind from the south blows warm,
When the cattle stand where the sunbeams beat

And the moon has a dreamy charm;
When icicles crash from the dripping eaves.
And the furrows peep black through the snow.

Then I hurry away to the sugar bush.
For the sap will run, I know.

With auger and axe and spile and trough
To each tree a visit I pay.
And every boy in the countryside
Is eager to help to-day.

We roll the backlogs into their place,
And the kettles between them swing,
Then gather the wood for the roaring fire
And the sap in pailfuls bring

A fig for your arches and modern ways,
A fig for your sheet-iron pan,
I like the smoky old kettles best,
And I stick to the good old plan.
We're going to make sugar and taffy to-night
On the swing pole under the tree,
And the girls and boys for miles around
Are all sworn friends to me

The hens are cackling again in the barn.
And the cattle beginning to bawl.
And neighbors, who long have been acting cool

Now make a forgiving call.
For there's no love feast like a taffy pull,
With its hearty and sticky fun.
And I know the whole world's at peace with me,
For the sap has commenced to run.

P. MCARTHUR.

TRICKS IN TRADE.

Now, for instance, let us suppose you have put up \$10 on ten shares of Manhattan. Forty-nine other customers have done the same. That makes \$500 in the bucket shop.

Manhattan is a fairly lively stock, we'll say, and it closes several points higher than it opened, yet you and your fellows in misfortune lose.

How is that?

Simple enough, my dear fellow. The bucket shop man goes to a member of the stock exchange and tells him that it will be worth his while to break the price of Manhattan one point.

The broker quietly sells 100 shares of Manhattan at one point below the opening price, regardless of the fact that it has since risen one point. This transaction cost him \$200, or two points a share. The bucket shop man pays him this and \$100 more for his trouble. Thus the bucket shop man loses \$300. Subtract that from his \$500 and you see he is still \$200 ahead. Had he allowed the prices to go their course he would have had to return to the customers their \$500 and \$1,000 more, but the quotations on the ticker show his broker's transaction and so the customers can't kick when their margin is wiped out.

TO SMOKE HAMS.

First smoke a barrel thoroughly, as follows: Place a barrel over a pan of coals, keeping a smouldering fire of cobs, from six to eight hours, for a strong smoke. Smoke for four hours if you do not like strong-smoked hams. Prepare a brine as follows: For thirty pounds of meat take two pounds of salt, one and a half ounces of saltpeter, one pound of brown sugar, pepper and other seasoning if wished. Cover your hams with this brine in the smoked barrel, and at the end of four weeks your hams are ready for use, smoked evenly throughout and with no waste. Place a weight on the hams to keep them under brine, and they are good all summer. If they are not kept in a very cool place in hot weather, scald and skim your brine, and when cool pour over the hams again.

BOOKS FOR BUSINESS MEN.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo., Extra Cloth, \$1.50.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells how to advertise a Hardware Store; how to dress a Hardware Store window; how to select seasonable goods and how to display them to best advantage; how to make a success with hardware; how to compete with "Department Stores"; how to turn a credit business into a cash business; how to avoid bad debts and increase trade; how to secure low quotations from jobbers and manufacturers; how to arrange the fixtures in a hardware store; how to treat and manage clerks; how to keep your accounts with the least labor; how to systematize your business and arrange its details; how to arrange price lists; how to meet close competitors and how to be enterprising; how to properly proportion store expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

Tea and the Science of Blending.

CONTENTS: Early History of Tea; Tea Statistics; China, Indian, Ceylon, Java and Japan Teas, describing each variety, make and liquor; Indian Tea Districts, describing each district; Manufacture of Tea; Points on Blending; Specimen Blends, with Comments, etc., etc. \$1.

Building Business.

By N. C. FOWLER.

This is the best handbook on advertising and how to do it that has yet been published. Price, cloth \$3.75, half leather \$4.50, full leather \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAB.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

The Publishers of this paper have arranged to accept and transmit to the U.S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.,
TORONTO.

We are now booking
orders for Spring Shipments



BATTY'S World . .
Renowned

PICKLES, SAUCES, JAMS, JELLIES,
MARMALADES, ETC.

25 Finsbury Pavement, **Wright & Copp,** Dominion Agents **Toronto**
LONDON, ENG.



Delicious Appetitizing Tempting
MACLAREN'S IMPERIAL
CHEESE

In Glass Jars.

For Sale by Leading Wholesale Grocers, or

WRIGHT & COPP, Dominion Agents, **Toronto**



...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
...

HIGHLAND . .
EVAPORATED
CREAM Unsweetened . .

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

.. PREPARED BY ..

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE
CONFECTION in the market, try **BALA LICO-**
RICE. We are Headquarters for Fine Choco-
lates, Creams, Swiss Fruits and One Cent Goods,
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to
those suffering from Colds, Hoarseness,
Sore Throat, etc., and are invaluable to
Orators and Vocalists. R. & T. W
stamped on each drop. Try them.

75 Front Street East, - - TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. A. Morin, general dealer, Kingsley, has assigned.

J. Kennedy, grocer, Point Edward, has removed to Sarnia.

John L. Mowat, grocer, of this city, is retiring from business.

James Stewart, Young's Point, is advertising business for sale.

Andrew Wilson, grocer, Paisley, has assigned to Hector Cowan.

E. C. Moore, liquor dealer, Orillia, has assigned to A. W. Ambrose.

Joseph Morin, boots and shoes, St. Hyacinthe, Que., has assigned.

Boisvert Adolphe, general merchant, St. Croix, Que., has assigned.

Isaie Charbonneau, general store, St. Therese, Que., has assigned.

W. J. Cherney, grocer, Sarnia, has been succeeded by Joseph Kennedy.

G. W. Shipley, general merchant, Ailsa Craig, has assigned to E. B. Smith.

Jacob Porteous, boot and shoe dealer, Galt, has assigned to C. B. Armstrong.

Heintzman & Gaiser, general dealers, Shipka, has assigned to C. B. Armstrong.

A demand of assignment has been made on Simeon Beauchamp, general dealer, Montreal.

A. G. Montgomery & Co., general merchants, Tiverton, have been succeeded by Balantyne Bros.

Johnson & Green, general merchants, Martinville, have assigned, and a meeting of creditors will be held April 5th.

E. A. McEachren, a grocer at 106 Queen street west, has assigned to J. C. McLean. Liabilities are placed at \$800. The creditors will meet at McLean's office on April 3.

Windsor McCammon, general merchant, Binscarth, Man., is asking an extension. F. C. Thorgirsson, in the same line of business at Churchbridge, Man., has obtained one.

The sheriff has taken possession of L. A. Curnett & Bros'. liquor and shoe store, Woodstock, under an execution issued by their father, who is a merchant at Ancaster. The Gurnetts recently sold their stock of groceries to W. J. Griffin, of Smithville.

John P. McMillan, wholesale fruit dealer of Colborne street, has assigned to Wm. Munns. The creditors will meet at the office of C. J. Holman & Co., Bay street, on March 30. The liabilities of the estate are placed at \$2,400, and assets at from \$1,000 to \$1,500.

CHANGES.

W. A. Magee, grocer, St. John, N. B., is selling stock to close business.

George J. Bayley, bankrupt stocks, etc., Petrolia, is advertised giving up business.

J. T. Carswell, general merchant, Douglas, Man., has sold out to G. Draper and J. C. Berry.

Leonie Asselin has been registered proprie-

tor of the firm of J. E. Asselin & Cie., grocers, Quebec.

John F. Taylor, Valiant Shoe Mfg. Co., this city, is retiring from business and advertises business for sale.

J. A. Bernier and Louis Philippe have been registered proprietors of the firm of J. Bernier & Co., grocers, Quebec.

Isaie Laniel, has been registered proprietor of the firm of A. Demers & Co., boot and shoe manufacturers, Longueuil.

SALES MADE OR PENDING.

The stock of R. Douglass, grocer, St. John's, Que., is to be sold March 29.

The general stock of W. J. Kinney, Kenilworth, has been sold to H. L. Moore.

The stock of Pierre Moreau, grocer, Montreal, is advertised for sale by bailiff.

The general stock of George Halliday, Arnprior, has been sold at 60 cents on the dollar.

The boot and shoe stock of James Porteous, Galt, is to be sold by auction on the 3rd prox.

The general stock of G. A. Biron, St. Telesphore, Que., is advertised for sale the same day.

The Wardville cheese factory and furnishings were sold by public auction recently. Mr. Jell bought the property for \$300, presumably for Mr. Tuke.

J. W. Jones, of London, has sold the stock of T. Castor & Co., of Port Stanley, consisting of general merchandise, to A. Neighborn, of London, at 55½ cents on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Boyle & McQuarrie, general store, Mabou, N. S., have reported to be about to dissolve.

Mr. Shipley has been admitted a partner by John B. Phelan, grocer, Amherst, N. S. Phelan & Shepley is the style of the new firm.

A new partnership has been formed of the Standard Tea and Coffee Co., Montreal. David Tees, jr., and E. W. Bonham are the new partners.

H. E. Moore and W. A. Robertson, North Sydney, N. S., have been registered co-partners under the firm name of Moore & Robertson, general merchants.

THE CURRANT POSITION.

The following is the report of one of the largest currant merchants, dated Patras, March 10, and will show the position of the market at that time:

"Owing to the severe financial crisis which has affected our market during the past month, and to the constant fluctuations in the rate of exchange, business

has been very difficult to combine. Shipments have only amounted to about 3,000 tons, the principal portion of which has gone to the north of France, whence a fair demand has prevailed at about 33.50 to 34.50 fcs. c.i.f. per 100 kilos. About 15,000 to 18,000 tons still remain in Greece, mostly French Staple, and it is expected that the best portion of this stock will find its way to France during the next six months. With the United Kingdom a little business has been done on the basis of 15s. to 15s. 6d. c.i.f. for good average Provincials in cases. The United States have bought nothing during the past month, but the north of Europe has operated to some extent in Provincials and Pyrgos at 15s. to 15s. 3d. c.i.f. barrels, Island fruit at from 17s. to 17s. 6d. c.i.f. barrels, and has also taken the last lot of Patras remaining on this side at from 21s. 6d. to 23s. 6d. c.i.f. cases. The quantity shipped up to date to the United Kingdom, as compared with last year, shows a decrease of 11,000 tons, and it is therefore to be expected that a better demand will prevail during the coming spring in the London and Liverpool markets. The French Senate has the currant bill under discussion, and it is expected that this will pass, and bring about a greater development of the currant trade with that country.

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon Application.

Wm. RENNIE, Toronto, Ont.

"HAPPY THOUGHT"

Counter Check Books

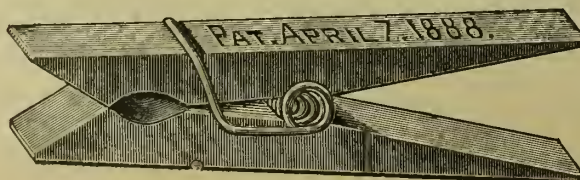
A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required; yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are \$1 per hundred lower than any other check book on the market. Made in any style and size.

Samples and price list free on application.

J. K. CRANSTON,

Wholesale Dealer in Store and Office Supplies,
GALT, ONT.

Mention this Paper.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.



Brantford Starches

REVISED PRICE LIST

Subject to Change Without Notice.

LAUNDRY STARCHES.

FIRST QUALITY WHITE LAUNDRY
3 lbs. Cartoons, Boxes, 36 lbs, 4 cts.
" Brls., 175 " 3 1/4 "
" Kegs, 100 " 3 1/4 "

CANADA
LAUNDRY, Boxes, 40 " 3 1/4 "

BRANTFORD GLOSS:
1 lb. Fancy Boxes, Cases, 36 " 5 1/4 "

LILY WHITE GLOSS:
1 lb. Fancy Cartoons, Cases, 36 " 5 1/4 "
6 lb. Draw lid Boxes, 8 in
Crate, - - - - - 48 " 5 1/4 "

BRANTFORD COLD WATER
RICE STARCH:
1 lb. Fancy Boxes, Cases, 28 " 8 "

CULINARY STARCH.

No. 1 PURE Prepared Corn:
1 lb. Packages, Boxes, 40 lbs. 6 "

CHALLENGE Prepared Corn:
1 lb. Packages, Boxes, 40 " 5 1/4 "

Ten-Box Lots, assorted, Delivered at any Railway Station
in Ontario or Quebec.

DISCOUNT OF 2 1/2% ALLOWED ON 40 BOXES
OR MORE.

TERMS--30 DAYS NETT.

BRITISH AMERICAN
STARCH CO.,
LIMITED,

Brantford, Ontario.



WILL INCREASE YOUR
BAKING POWDER TRADE



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.



An Attractive Show Window

Catches nearly everybody. Place a portable
XL COFFEE ROASTER

in your window and let passers by smell the
aroma of the fresh roasted coffee. Send for a
picture of a show window with a Coffee Roaster
in it.

67 PEARL ST.,
NEW YORK.

The Hungerford Co.



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg



M. F. EAGAR

GENERAL AGENT
... AND ...
BROKER

CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.



TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,

One Box - - - 60 cents.

One Case, 10 Boxes, \$5.25.

Tanglefoot is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue.

Tanglefoot is the Perfection of Sticky Fly Paper.

Butter Tubs .

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.

HAMILTON.



Licorice Lozenges

Manufactured
exclusively by

YOUNG & SMYLYE,

BROOKLYN, N.Y.

These Goods can be obtained from any of the leading first-class houses in Canada.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London. England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

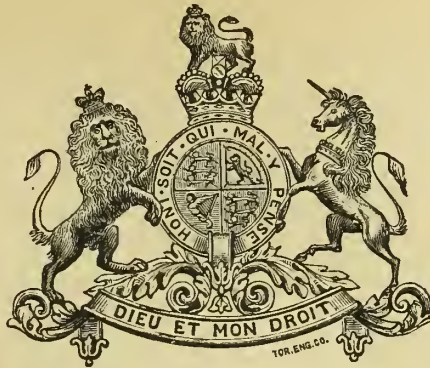
GOOD BUSINESS CHANCE—FOR SALE, general store—building, stock, dwelling house, warehouse, and wharf. Situated on C.P.R., British Columbia. Stock amounts to \$8,000. Doing a business of \$25,000. Stock will be sold at valuation. Address X. Y., New Westminster, 16

A GOOD BUSINESS for sale at Young's Point, near Lakefield. Splendid opening for party with push and small capital; stock light and good, no dead goods in store. Rent low. Business chiefly cash—Reason for selling, present proprietor going to the old country. For further and full particulars apply to Jas. Stewart, Youngs Point, Ont., or W. H. Seyler—care Ety. Blain & Co., Toronto. 13

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.



Crosse & Blackwell

CELEBRATED FOR

Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



—SOLD BY—

All Grocers in Canada

LIGHTBOUND, RALSTON & CO.

MONTREAL



Japan Teas 13c. and up.

Japan Nibs 12½c. and up.

Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

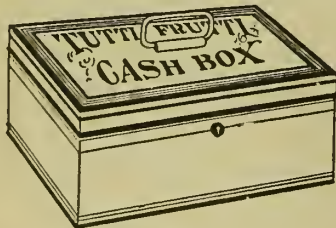


NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York. Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

— DIRECT IMPORTERS OF —

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

— FOR —

MEXICAN FRUIT CHEWING GUM?

GENERAL STOCK OF MERCHANDISE AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"
Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.
Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.
6d. and 1s. Tins.
NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

Peerless

PAYS YOU a better profit than any other.
Unequalled in Quality.
Guaranteed to Please.

Washing

Compound

See our Travellers, or write to

Pure Gold Mfg. Co.
TORONTO

Prices Current Continued—

Corn, 2's	0 87½	1 00
" Epicure	1 40	1 15
" Special Brands	1 40	1 50
Cherries, red pitted, 2's	0 90	1 00
Peas, 2's	0 90	1 00
" Sifted select	1 40	1 00
Pears, Bartlett, 2's	1 75	1 50
" Sugar, 2's	1 50	1 00
Pineapple 2's	2 25	2 40
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
" Pie, 3's	1 75	2 00
Plums, Gr Gages, 2's	1 50	1 60
" Lombard	1 50	1 60
" Dawson Blue	0 95	1 00
Pumpkins, 3's	3 00	3 25
" gallons	1 40	2 10
Raspberries, 2's	2 15	2 25
Strawberries, choice 2's	1 60	1 65
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 50
"Thistle" Finnan haddies	2 75	1 35
Lobster, Clover Leaf	2 60	2 70
" Star	1 90	2 00
" Imp'l Crown flat	1 80	2 00
" tall	1 10	1 35
" Other brands	1 45	1 60
Mackerel	1 70	1 80
Salmon, talls	1 3	1 5
" hats	1 3	1 5
Sardines Albert, ¼'s tins	10 14	17 18
" ½'s	10 14	17 18
" Sportsmen, ½'s genu-	11 16	17 18
" ine French high grade, key	23 25	33 36
opener	6 18	9 11
Sardines, key opener, ¼'s	10 14	17 18
" Martin, ½'s	10 14	17 18
" Other brands, 9¼	23 25	33 36
" P & C, ¼'s tins	6 18	9 11
" ½'s	10 14	17 18
Sardines Amer, ¼'s	10 14	17 18
" ½'s	10 14	17 18

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 11 bcans	\$1 65	\$1 70
" 2	2 70	2 80
" 4	4 80	5 00
" 6	8 75	9 00
" 14	17 50	18 50
Minced Collops, 2 lb cans	2 60	2 75
Roast Beef	1 50	1 50
" 2	2 60	2 75
" 4	4 75	5 00
Par Ox Tongue, 2½	9 50	8 00
Ox Tongue	7 85	8 00
Lurck Tongue	3 25	6 75
English Brawn	2 75	2 80
Camb. Sausage	2 50	4 00
Soups, assorted	1 35	2 25
Soups & Bouilli	1 80	4 50
Potted Chicken, Turkey, or	1 60	1 35
Game, 6 oz cans	1 35	1 40
Potted Ham, Tongue or Beef,	1 40	2 25
6 oz cans	1 40	1 50
Devilled Tongue or Ham, ¼ lb	1 40	1 50
cans	1 40	1 50
Devilled Chicken or Turkey,	2 25	1 50
¼ lb cans	1 50	1 25
Sandwich Ham or Tongue, ¼	1 50	1 25
lb cans	1 50	1 25
Ham, Chicken and Tongue, ¼	1 50	1 25
lb cans	1 50	1 25

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom	1 00
(each box contains a bottle of high	
class perfume. Guaranteed first	
class)	
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Sappota, 150 pieces	1 00
Sweet Fern, 230 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 150 "	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces)	0 65
Automatic	6 00
Tutti Frutti Girl	800 pieces
Sign Box (new)	6 00
Tutti Frutti cash box 800	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
"Little Lord Fauntleroy" clock	
guaranteed	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, ¼'s, 6 and 12 lbs.	0 30
Caracas, ¼'s, 6 and 12 lbs.	0 35
Premium, ¼'s, 6 and 12 lbs.	0 30
Sante, ¼'s, 6 and 12 lbs.	0 26
Diamond, ¼'s, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 00
Cocoa, Homopat'c, ¼'s, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	22
" Rock	30
" Bulk, in bxs	18

EPP'S.

Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37½

BENDSOP'S ROYAL DUTCH COCA.

¼ lb. cans, per doz	\$2 40
½ "	4 50
1 "	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, ¼'s, 6 lb. boxes	0 40
Vanilla, ¼'s,	0 40

"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, ¼'s, 6 lb bxs.	0 40
"Fry's" Diamond ¼'s, 6 lb bxs.	0 26
"Fry's" Monogram, ¼'s, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, ¼'s, 1 doz in box	2 40
" ¼'s, " "	4 50
" 1 lbs. " "	8 75
Homopat'ic, ¼'s, 14 lb boxes	0 34
" ¼'s, 12 lb boxes	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	\$0 30
Mott's Prepared Cocoa	28
Mott's Homopat'c Cocoa (4s)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibbs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	92&24
Mott's Confec Chocolate	23c-43
Mott's Sweet Choc. Liquors	21c-31

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	7 25
24 and 36 lbs in box	7 25
Hygienic Cocoa in ¼ lb tins, 12	3 75
24 and 36 lbs in box	3 75
Hygienic Cocoa in ¼ lb tins, 12	2 25
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz	1 40
in box	per lb
Iceland Moss, in ¼ lb pkgs, 6 and	0 35
12 lb boxes	0 35
London Pearl, in ¼ lb pkgs, 6 and	0 30
12 lb boxes	0 30
Soluble (bulk) No. 1 in 15 and 30	0 20
lb boxes	0 18
Soluble (bulk) No. 2, in 15 and	0 20
30 lb boxes	0 20
Soluble (bulk) No. 2 in 5 and 10	0 05
lb tins	0 05
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, ¼ and ½ in 6 and	0 40
12 lb boxes	0 24
Diamond, ¼'s, 6 and 12 lb boxes	0 28
" ½'s, " "	0 35
Mexican Vanilla, ¼ and ½ in 6	0 25
and 12 lb boxes	0 30
Sweet Ceylon, ¼ and ½ in 6 and	0 30
12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in	0 30
6 lb boxes	0 30
Royal Navy, ¼ and ½, in 6 and	0 30
12 lb boxes	0 40
Pure Caracas, (plain) ¼ and ½, in	0 40
12 lb boxes	0 25
Confectioners' in 10 lb cakes	0 25
Powder, in 15 and 30 lb boxes	0 30
Creams, in 3 lb boxes	2 25
Icing, 1 lb pkgs, per doz	1 25
" ½ lb	2 25
Pudding, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre-mix No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12	40
bxs in case	40

Best Sweet in bxs, 6 lbs. each, 12	80
boxes in case	4 00
Vanilla Tablets, 416 in box, 24 bxs	4 00
in case, per box	30
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	30
12 lbs each	30
Grocers' Style, in cases 24 boxes, 6	30
lbs each	30
48 Fingers to the lb., in cases 12 bxs	30
12 lbs each	30
48 Fingers to the lb., in cases 24 bxs	30
6 lbs each	30
8 Cakes to the lb., in cases, 24 bxs	32
6 lbs. each	56
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	42
Cocoa—	
Pure Prepared, bxs, 12 lbs each	28
Cracked, in bxs, 12 lbs., each, ¼ lb.	35
papers	30
Cracked, in bags, 6, 10 and 25 lbs.	30
each	48
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, ¼ lb., tins	50
In boxes, 12 lbs., each, 1 lb tins,	10
decorated canisters	45
Cocoa Shells, 12's and 25's	
Broma—	
In boxes, 12 lbs., each, ¼ lb. tins	

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.

Per 120 lb. Per 12 lb.	
case lot. box.	
per lb. per lb.	
Yellow wrapper	\$0 34 \$0 36
Chamois	0 43 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 88 0 42
Fancy Chocolates.	
Fingers—	
40 in a box	\$0 36 \$0 40
20 " " "	
Croquettes—	
Yellow wrap	2 70 3 00
Pink	3 75 4 20
Green	
Croquettes are packed 12 lb. pack-	
ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink	0 55 0 60
Green	
Each case contains 54 1 lb packages or	
108 ½ lb packages.	



"Highland Brand
Evaporated
Cream, per
case 7 25
4 doz 1 lb tins.

CLOTHES PINS.

5 gross, per box	0
4 gross, " "	0
6 gross, " "	1

Something NEW IN Biscuits AT 11c. per lb.

LEMON CRISPS. VANILLA CRISPS. CINNAMON CRISPS. ORANGE CRISPS. STRAWBERRY CRISPS. TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

OHAS. BOECKH & SONS, per box	
gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " " "	1 25
" 4 " " cotton bags	0 90

COFFEE.

GREEN	
Mocha	28, 33
Old Government Java	25, 35
Rio	21 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

J. W. OOWAN & CO.

per lb.	
Standard Java	36
Old Government Java	34½
4 Star Java	32½
Private Growth Maleberry	35½
Java	37
Standard Java and Mocha	35½
Old Govt. Java and Mocha	31½
Java Siftings	31½
"Seal Brand" Java and Mocha	36
in 2 lb. Cans.	

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 03½
Borax	0 12 0 14
Camphor	0 80 0 85
Carbolic Acid	0 30 0 50
Castor Oil	0 07½ 0 08
Cream Tartar	0 25 0 30
Epsom Salts	0 02½ 0 02½
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb.	0 17 0 20
Hellbore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 30 0 35
Saltpetre	0 08½ 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 00 1 25
Madder	0 12½

DURABLE PAIS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.	
Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1½ oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
" 4 oz.	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount in gross quantities or more.	

FLUID REEF.

JOHNSTON'S, MONTREAL

per doz	
Casos, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 06

FRUITS.

FOREIGN.

c. per lb	
Currents, Provincial, bbls.	5½ 6
" " " bbls	5½ 6
" Filiatras, bbls	5½ 6
" " bbls	5½ 6
Currents, Patras, bbls	6½ 6½
" " bbls	6½ 6½
" " cases	7 7½
" Vostizzas, cases	7½ 9
" " cases	7½ 10
5-crown Excelsior (cases)	8 8½
" " case	8½ 8½
Dates, Persian, boxes	5½ 5½
Figs, Elemes, 14oz., per box	10 10½
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14½
Prunes, Bosnia, casks	7½ 9
" " cases, new	7½ 9
" " old	4½ 5½
Selected	6½ 6½
Layers	6½ 7
Raisins, Sultanas	6½ 10
" " Eleme	6½ 10
" " Malaga	2 25
London layers	1 60 1 70
Loose muscatels, Califor	3 50 3 50
Imperial cabinets	4 50
Connoisseur clusters	3 50 3 50
Extra dessert	4 50
" " qrs.	
Royal clusters	3 00 3 50
Fancy Vega boxes	2 75 3 00
Black baskets	3 40 3 50
" " qrs	
Blue	3 00 3 50
Fine Dehesas	2 75 3 00
" " qrs	
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" " Valencias	3 00 3 50
" " Floridas	3 00 3 50
" Seedlings	
" Navels	

DOMESTIC

Apples, Dried, per lb.	0 05½
do Evaporated	0 09½ 0 10

FISH.

Oysters, per gallon	1 25
select, per gallon	1 75
Pickered	0 07
Pike	0 07
White fish	0 07 0 07½
Manitoba White fish	0 07½
Salmon Trout	0 07 0 07½
Lake herring	0 07 0 07½
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring	5 00
Salmon trout, per ½ bbl	
White Fish, ½ bbl	
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	6 00 6 50
Boneless fish	0 04½
Boneless cod	0 04
Smoked Fish:	
Finnan Haddies, per lb	0 07½ 0 08½
Blotchers	1 00 2 25
Digby herring	0 12 0 15
Sea Fish: Haddock per lb	0 05 0 05½
Cod	0 05 0 07
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65 2 80

GRAIN.

Wheat, White	0 65 0 66
" Red Winter	0 65 0 66
" Goose	0 60 0 62
Wheat, Spring, No 2	0 63 0 64
" Man Hard No 1	0 82 0 83
" " No 2	0 80 0 81
" " " "	0 75 0 76
Oats, No 2, per 34 lbs	34 34½
Barley, No 1 per 48 lbs.	45
" No 2 extra	40
" No 3	36 33
Rye	53 55
Peas	56 57
Corn	50 55

HAY & STRAW.

Hay, Pressed, "on track	9 25 9 50
Straw Pressed, " "	5 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30
HORSE NAILS:	
" " 60 and 5 per cent. from flat.	
HORSE SHOES:	
From Toronto, per keg	3 65
SCREWS: Wood—	
Flat head iron 7½ p.c. dis.	
Round " " 7½ p.c. dis.	
Flat head brass 75 p.c. dis.	
Round head brass 70 p.c.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth to- gether. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first- break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 11½
Sisal	0 09½
New Zealand	0 08½
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12½ per cent.	
HINGES: Heavy T and strap	0 04½ 0 05
" Screw, hook & strap	0 04½ 0 04½
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb ..
No. 1	..
No. 2	..
No. 3	..
TURPENTINE Selected packages, per gal.	
LINSEED OIL per gal, raw	0 53 0 55
Boiled, per gal.	0 62 0 64
GLUE: Common, per lb.	0 10 0 11

INDURATED FIBRE WARE.	
½ pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fir pail, 14 qt.	5 50

Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.	
6d.....London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYTHE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
"Ringed" 5 lb boxes, per lb.	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" " 100 " "	0 72½
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. OATHARINES Condensed, per gross, net	\$12 00
--	---------

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in ½ and ½ lb tins	
per lb.	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex Sup., in bulk, per lb	30
Superior in bulk, p. lb	20
Fine,	15

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in ½ lb. tins	0 42
Pure in ¼ lb. tins	0 44

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	14 15	
" Tarragona	16 16 1/2	
" Fomigetta	14 15	
Almonds, Shelled Valencia	28 32	
" " Jordan	45 50	
" " Canary	28 30	
Brazil	14 15	
Cocoanuts	5 5	
Filberts, Sicily	10 10 1/2	
Pecans	11 15	
Peanuts, roasted	12 13	
" green	10 11 1/4	
Walnuts, Grenoble	15 15	
" Bordeaux	10 11	
" Naples, cases	10 11	
" Marbots	12 13	
" Chills	12 13	

PETROLEUM.

5 to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White ..	0 20	0 22
Amer'n Prime White ..	0 24	0 25
" Water White ..	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

Wright & Copp, Toronto, Agents,

	per doz
Home Made Tomato Catsup, qts	6 00
" " " pts	3 50
" " " 1/2 pts	2 00
Chili Sauce	4 50
" " " 1/4 pts	3 25

Soups (in 3 lb cans).

Tomato	3 50
Fancy-Chicken, Mock Turtle,	
Cream of Corn Pea, Celery,	
Asparagus	4 50

Fancy — Chicken Gumbo, Or
Tail, Consomme Bouillon,
Mulligatawny, Mutton Broth,
Beef, Pea, Printanir, Julienne
Vermicelli, Vegetable 4 25
LEA & FERRIN'S. per doz
Worcester Sauce, 1/2 pts. \$3 60 \$3 75
" " pints 6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints	3 25
" " quarts	5 00
Harvey Sauce-genuine—half pts	3 25
Mushroom Catsup " "	2 25
Anchovy Sauce " "	3 25

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs. \$0 23 \$0 25	
" dairy, tubs, choice	0 19 0 20
" " medium	0 15 0 17
" low grades to com	0 13 0 15
Butter, pound rolls	0 20 0 22
" large rolls	0 18 0 20
" store crocks	0 18 0 20
Cheese	12 0 12 1/2

COUNTRY

Eggs, fresh, per doz	0 17 0 18
" limed	0 17 0 18
Beans	1 25 1 50
Onions, per bbl	1 00 2 25
Potatoes, per bag	90 95
Hops, 1891 crop	0 13 0 15
" 1892 "	0 17 0 20
Honey, extracted	0 05 0 08
" section	0 12 0 14

PROVISIONS.

Bacon, long clear, p lb. 10 1/2	0 11
Pork, mess, p. bbl.	0 21
" short cut	22 00 23 00
Hams, smoked, per lb.	0 13 1/2
" pickled	0 12
Bellies	0 14
Rolls	0 10 1/2
Backs	0 13
Lard, pure, per lb.	0 13 1/2
Compound	0 10 1/2
Tallow, refined, per lb.	0 06 1/2
" rough, ...	0 02

RICE, ETC.

Per lb

Rice, Aracan	3 1/2 4
" Patna	4 1/2 5 1/2
" Japan	5 5 1/2
" extra Burmah	3 1/2 4
" Java extra	6 1/2 6 1/2
" Genuine Old Carolina	9 1/2 10
Grand Duke	6 1/2 5 1/2
Sago	4 1/2 5 1/2
Tapioca, ...	5 5 1/2
Goathead	5 1/2 6

ROOT BEER.

Hire's (Liquid) per doz \$2 00

SPICES.

GROUND

Per lb.

Pepper, black, pure	\$0 14 \$0 16
" fine to superior	10 15
" white, pure	20 28
" fine to choice	20 25
Ginger, Jamaica, pure	25 27
" African, "	15 18
Cassia, fine to pure	18 25
Cloves, "	14 25
Allspice, choice to pure	12 15
Cayenne, "	30 35
Nutmegs, " "	75 1 20
Mace, " "	1 00 1 25
Mixed Spice, choice to pure	30 35
Cream of Tartar, fine to pure	25 32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and bbls	3 1/2
1st quality white, 3 lb. cartons ..	4
Lily White gloss, crates and	
cases	5 1/2
Brantford gloss, 1 lb.	5 1/2
Canada Laundry, Boxes	3 1/2
Pure Prepared corn	6
Challenge Corn	5 1/2

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
36-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8

Silver Gloss Starch—

40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb. "	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings,
Custards, etc.—

40-lb boxes, 1 lb packages	8 1/2
20-lb "	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—

St. Lawrence corn starch	6 1/2
Durham corn starch	6

Laundry Starches—

No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	3 1/2
Ivory Gloss, six 6 lb. boxes, slid-	
ing covers	6
Ivory Gloss, fancy picture, 1 lb	
packs	5
Patent Starch, fancy picture, 1	
lb. cartons	6 1/2
Ivory Starch in cases of 40	
packages	\$3 00

SUGAR.

c. per lb

Granulated	4 1/2
Paris Lump, bbls and 100 lb. bxs	5
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl ..	6
Powdered, bbls	5 1/2
" less than a bbl	5 1/2
Extra bright refined	4 1/2
Bright Yellow	3 1/2
Medium "	3 1/2
Brown	3 1/2 3 65

SALT.

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40 0 45
Common, fine car lots	0 75
" small lots	0 95 1 00
Rock salt, per ton	12 00
Liverpool coarse	0 75 0 80

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

You cannot get
Blood from a Stone

Nor Strength from a preparation void of
Strength-giving Properties. That is why
Extracts of Beef fail completely to per-
manently benefit. They stimulate only,
but contain no feeding qualities.

JOHNSTON'S FLUID BEEF

Is rich in Albuminoids, which is the
strength-giving part of Beef.

Kingsford's Oswego STARCH.

STRONGEST.

PUREST.

BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imita-
tions of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Ordres for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - - MONTREAL.

SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22½ lbs.	\$... 2 30
Quarter sacks, 56 lbs.	0 58
Sacks con'g 16 14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 22½ lbs.	2 60
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16 14 lb. p'kts.	3 00

SYRUPS and MOLASSES.

SYRUPS.	Per lb.
	bbls. ½
D.	2½ 2½
M	2½ 2½
B	2½ 3½
V.B.	2½ 3
E.V.B.	2½ 2½
E. Superior	2½ 2½
XX	2½ 2½
XXX	2½ 3
Crown	3 3½

MOLASSES.	Per gal.
Trinidad, in puncheons...	0 32 0 35
" bbls.	0 35 0 37
" ½ bbls.	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels.	0 42 0 44
" ½ barrels.	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.	per lb 7
Do. 2, 6-16 and 3 lb bars	6½
Primrose, 4½ lb bars, wax W	6
1	6½
John A. cake, wax W.	per doz 42
Mayflower, cake,	42
Gem, 3½ lb bars per lb.	6
" 13 oz, 1 and 2 lb. bars	5½
Queen's Laundry, per bar.	7
Pride of Kitchen, per box.	2 75
Sunshine, boxes, 100 tablets	6 50
50	3 40

MORSE'S SOAPS.

	Per lb
Mikado (wrapped)	0 06
Eclipse	0 06½
Stanley Bar	0 06½
Dehance	0 06
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 24
Detroit, 14 oz.	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72

	Per box
Mottled in 5 box lots, 100 bars.	5 75
" 60 bars.	3 60
Floater (boxes free).	6 50
Electric	2 75
Hard Water Electric.	2 50
Royal Laundry	3 25
Octagon.	4 00

	Per doz
Royal Magnum	0 25
25 doz per box.	0 20
Anchor, Assorted	0 40
" Castile.	0 50
Morse's Assorted.	0 45
Morse's Roso	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood.	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal.	0 72
	Per box
" Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume.	0 65

Old Brown Windsor Squares	0 30
White Lavender.	1 00
	Per doz
White Castile Bars	0 85
White Oatmeal	0 85
Persian Boquet, paper.	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Boquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross.	4 25
Ocean Boquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Boquet	1 00
Morse's Toilet Balls.	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise	5 75
Sunlight	3 50

TEAS.

	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choice	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13½ 15
Nagasaki, ½ chests Pekoe.	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	7½ 11

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling.	12 60
Caddies, Pakling, Kaisow.	18 50
	INDIAN.
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	67c
6's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 8's.	67
Laurel, 3's	65
Brier, 7's	65

Index, 7's	60
Honeysuckle, 8's	68
Napoleon, 8's	54
Royal Arms, 12's	65
Victoria, 12's	53
Brunette, 12's	60½
Prince of Wales, in caddies	51
" in 40 lb boxes	
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	65
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins.	70
½ lb pg, 6 lb boxes	70
oz pg, 6 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases.	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16½ lbs.	54
Gem, 3 x 6, 3s. caddies 16½ lbs.	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs.	51
Banner, 2 x 3, 7s. caddies about	
17 lbs.	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs.	46
Louise, Solace, 12s. caddies about	
16 lbs.	46
Florence, Solace, 12s. caddies	
about 17 lbs.	42
Hawthorne, 8s. butts 23 lbs.	47
Something Good, 6s. butts 21 lbs	46½

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14½ oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20½ lbs.	50
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.	50
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs.	47
Morning Star, 12s. Butts about	
22½ lbs.	43½
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42½

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	65 00
El Padre, Reina Victoria	66 00
" " Reina Vict., Especial	60 00
" " Conchas de Regalia	60 00
" " Bouquet	66 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00

Mungo, Nine	35 00
Cable, Conchas.	30 00
Queens	29 00

Cigarettes, all Tobacco—

Cable	7 00
El Padre	1 00
Mauricio	16 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.

Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	5 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOES. per lb

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1... \$1 70
" " " "	" " " " 1 90
Pails, 2 hoops, clear	No. 2... 1 60
" " " "	" " " " 1 80
" " " "	" " " " 1 80
Tubs, No. 0.	9 50
" " " "	8 00
" " " "	7 00
" " " "	6 00
Washboards, Globe.	\$1 90
" " " "	2 00
" " " "	1 40
" " " "	2 25
" " " "	1 70
" " " "	1 60
" " " "	1 50
" " " "	1 30
" " " "	1 85
" " " "	2 75
" " " "	2 25
" " " "	2 00
" " " "	1 80
" " " "	1 75
" " " "	1 30

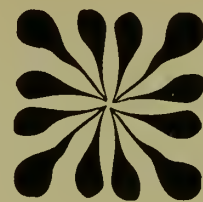
	per case.
Matches, 5 cases lots, single case	
Parlor	1 60
Telephone	3 60
Telegraph	3 80
Safety	4 20
French	3 60

Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40
	per doz
Mops and Handies, comb	1 25
Butter tubs	\$1 60
Butter Bowls, crates ast'd	3 60

YEAST.

	per box
BARM MFG. CO.	
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c.	1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS ... ARE PURE ...
and SYRUPS ..

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel - CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

The Hotel Wilson. NANAIMO, B. C.

The largest and best Hotel in the city.

JOS. RICHARDS,
Proprietor.

Apted Bros.

... FOR EVERY

... DESCRIPTION OF

Printing



54 YONGE ST.
TORONTO

PRICES RIGHT...
TELEPHONE 1785

.....

ORDERS BY MAIL RECEIVE PROMPT
ATTENTION



SPRAY
YOUR
FRUIT TREES
& VINES

Wormy Fruit and Leaf Blight of Apples, Pears, Cherries, and Plums prevented; also Grape and Potato Rot—by spraying with Stahl's Double Acting Exolior Spraying Outfits. Best in the market. Thousands in use. Catalogue, describing all insects injurious to fruit, mailed free. Address WM. STAHL, Quincy, Ill.

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHROP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHROP,
I. H. NORTHROP.

Referring to above, H. W. Northrup has to thank the public for the generous patronage extended to the late firm, and wishes that the same degree of favors be shown the new firm of

NORTHROP & CO.

Add=====
Add-let=====
Advertising=====
Advertise=====
Advertisement=====
Advertisers=====

... EXPLANATION ...

ADD

Put together

ADD-LET

Your Advertisement

ADVERTISING

When Spending Money

ADVERTISE

To give Notice

ADVERTISEMENT

The Goods You have For Sale

(So you will class with)

ADVERTISERS

Those Who Make Money

GOOD
ADVERTISING
PAYS

NO BETTER MEDIUM THAN

+

+

THE ...
CANADIAN
GROCER -

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the eldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

36 Front St. East and
TORONTO OFFICE 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

A Customer's Life . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

Why don't
you sell - **LAMPS?**



You sell Chimneys.

You sell Burners.

You sell Wicks.

You sell Coal Oil.

Why don't you sell Lamps. We mean nice Lamps.

They are just as staple and a good profit.

We have some nice Job Lots just now.

The very thing to make a trial with.

Write for particulars.

GOWANS, KENT & Co., TORONTO and
WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON,
ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made,"

"Perfection."

} Made from Seville Oranges.

"Lemon Jelly Marmalade,"

"Messina Lemons."

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Huggin's Eureka and Ashton's English Dairy Salts. Land Plaster.

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,

32 WEST MARKET ST.,

Telephone 1471. TORONTO.

Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



BUY THE BEST.
SEELY'S

Celebrated
Flavoring
Extracts.

VANILLA, LEMON,
and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.



Detroit, Mich. - Windsor, Ont.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.



VOL. VII.

TORONTO, APRIL 7, 1893.

No. 14

COLMAN'S MUSTARD



BEST ON EARTH

Butter Tubs

Just Received Car Load of
Best Quality 50 lb. Spruce.

Send for Prices

H. A. NELSON & SONS

56 AND 58 FRONT ST. W.

TORONTO.

PURE



SOLUBLE

MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Dont fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

G. ALFRED CHOUILLOU AGENT MONTREAL.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
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THE CANADIAN GROCER

& GENERAL STOREKEEPER.

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Unpromising indeed is the outlook for the currant growers of Greece. And a variety of influences seem to be working together to make certain what is almost assured. On the Island of Zante the conditions are particularly unfavorable. Last season the terrible little insect peronospora, played sad havoc with the currant crop, and most of the 15,000 tons or thereabouts that now remain is of poor quality. To still further increase the misery of the inhabitants the Island has been visited by earthquakes that are estimated to have damaged property to the extent of some two and a half million dollars, one half the towns being destroyed. It is now a question whether growers will be able to find men enough to cultivate their vineyards for the coming season. The condition on the mainland can scarcely be said to be any better than it is on the islands. There it is expected that the attack of the peronospora will be renewed, and that the crop will turn out worse than even last year. Now the country is also passing through a financial crisis, and banks and capitalists are not disposed to make advances to currant growers, and on the mainland, as on some of the islands, it looks as if not a few of the vineyards

will be left to take care of themselves. Unfortunately it takes a much longer period to undo than to do the damage caused by the peronospora. A gentleman who is somewhat of an authority on such matters informs THE GROCER that it will take some years, it being, as a rule, necessary to graft on new shoots. It is the general opinion among the trade that currants are at the moment pretty good property.

Some retail grocers seem to have lost sight of the fact that they are in business to make money. In the race for patronage they fix their eyes on the customer just as the runner does his on the tape measure which he is striving to breast first. It is a storekeeper's duty to get all the customers he can, but it is possible to pay too dearly for them as well as for experience. When there is too much eagerness to obtain the patronage of this and that consumer there is a tendency to overlook two important things. When a man goes into business for himself it is with the purpose of making a living. And in order to make a living he must have profit. This is one of the things that sometimes seems to be forgotten. A grocer should try to make a profit on everything he sells. Of course there are times when with certain goods of a perishable nature it may be necessary to sell them at a sacrifice in order to prevent incurring a total loss. But the same plea will not suffice to justify the selling of soap, sugar, and other such staple lines at or even below cost. Not only does it demoralize trade, but the practice is unjust both to himself and to his creditors. The other thing often lost sight of is in regard to discriminating as to who shall and who shall not be given credit. It is better to have a small and profitable business than a large and unprofitable one, and

to have one good paying than half a dozen bad paying customers.

The action of the Toronto City Council in referring back to the Property Committee the report recommending a two-thirds decrease in the license fee, and removing restrictions as to street limitations necessitates the work being gone over afresh. And the Property Committee resumed its share of the burden last week. But the report it will recommend to the Executive is changed, and that materially, from that previously submitted. In the first report the Council was asked to make the fee on one-horse rigs \$10 instead of \$30 as at present, and to disallow the restrictions preventing hawking in the centre of the city. Now they propose to make the fee \$20 and to allow the restrictions to remain in force. Since the committee conceived the idea of reducing pedlars' licenses some of its members have apparently received a little education regarding the subject, it having taken no less than eight divisions to carry the motion favoring a reduction in the fee. Why the fee should be interfered with at all is not plain. The privileges secured for \$30 are cheap from more points than one, and the pedlars, if they only knew it, are injuring themselves by advocating lower fees. The Council will probably deal with the matter on Monday night.

The condition of the hotels in some rural districts is anything but satisfactory. And commercial travellers, more than any other class of the travelling public, know it to their sorrow. In one the sample-room accommodation is inadequate; in another the lavatory probably consists of nothing better than a pump, a dirty pail, and a towel as black as coal. In others the sanitary condition is bad by reason of the filth that

abounds. Here and there the food supplied the table is bad, and the sleeping accommodation on a par with it. The bar, it is almost needless to say, is usually well supplied. The responsibility for this condition of affairs lies largely with the license inspectors. The Government regulations call for certain conveniences to the travelling public in order to secure a license, but that these seldom obtain is evident to everyone who has occasion to "put up" at a rural hotel. Even "in towns and villages of respectable size there is often a lack of proper accommodation. Patience has long ceased to be a virtue with the commercial travellers. Some time ago the Commercial Travellers' Association of Canada took the matter up and decided to lay their case before the Ontario Government. In pursuance of this plan a deputation waited upon the Provincial Treasurer, Hon. Mr. Harcourt, a few weeks ago, and how well it presented its case may be gathered from the fact that last week instructions were sent out to all license inspectors to more rigidly enforce the regulations. The commercial travellers may just as well, however, disabuse their minds of any idea they may have that there will be anything more than an isolated improvement here and there. Experience teaches this. Now that the Government has stirred up the inspectors, the "commercials" should see that the inspectors stir up the hotel-keepers and specify instances where they do not. They now seem to have got the ear of the Government, and they should not hesitate to make good use of it.

* * *

Toronto needs a fruit market. Long before it became the fruit centre that it now is was the want felt. More than once have the fruit men started an agitation for one, and more than once have they been on the point of securing the desideratum. Another of these periodical agitations has again materialized, and one day last week a deputation representing wholesalers and growers waited on the Property Committee of the City Council asking for the establishment of a fruit market. What is desired is a market that would be both adjacent to the railways and to the steamboats, and it seems that the fruit men have in view such a site just west of the foot of Yonge street. It is owned by the city, and is no doubt the best obtainable for the purpose, and there

would be no need of curtailing the space for there is room enough and to spare.

The Patrons of Industry are extending their operations in the Province of Quebec. The Grand Trustee was in Montreal a few days ago negotiating with salt dealers for the supply of Liverpool salt to all the associations of Eastern Ontario. How easily some people can be gulled may be gathered from the fact that the Patrons around Belleville alone recently contracted to take 5,000 barrels of salt a year for three years!

ADVANCE IN STARCH.

An all round advance of about one cent per pound is announced in starch. An agreement between the manufacturers seems to be the cause. Something like a year ago the understanding between the three manufacturers in the Dominion fell through on account of one of the parties to it selling direct to retailers instead of through the wholesale houses as formerly. From then until the present each was for himself. Now they appear to be acting in unison again. At any rate the notice issued Thursday of last week withdrawing quotations was signed by the three manufacturers, and all were of one mind in regard to announcing an advance.

"There has been a loss on almost all lines of starch made by the Canadian factories since the agreement fell through last year," said a Front street man to THE GROCER, "and they found it absolutely necessary to recover this. Today's prices are not higher than those charged prior to the break in the agreement," he concluded.

These are the manufacturers concerned in the agreement: The British America Starch Company, Brantford; Edwardsburg Starch Company, Montreal, and the St. Lawrence Starch Company, Port Credit. The list just issued is subject to change without notice, and freight is prepaid on ten-box lots assorted.

CHATS WITH BUSINESS MEN.

"Yes," said E. G. Williams, of Warren Bros. & Boomer, to me Saturday as he tucked away his samples, "the roads are still in a terrible condition. Yesterday I was driving in four feet of snow, and sometimes the wheels would be right down to the hubs in the ruts. Occasionally you'll strike a place where you'll find a little sleighing, but it's rare I can tell you. How do I find trade? Oh, not so bad. One thing I know, and that is that a good many who were careless about buying sugar a few weeks ago are now getting anxious," he concluded as he closed his valise with a click and placed it on a stool with a thud as if to emphasize what he said.

"I was just thinking," said a coffee man to me Saturday as he emerged from

his lavatory, towel in hand, "of the peculiarities of the coffee consumers of this country. Now up among the German population of Waterloo and Berlin, and in the Mennonite and Icelandic settlements in the North-west Brazilian coffees are most used. They like strong coffee, and I can tell you they know how to make it. They buy their coffee green, and do their own roasting and grinding. In the cities the people go in more for mixtures and the milder grades of coffees. They won't go to the trouble of roasting and grinding. Oh, pshaw, city folks don't know what good coffee is," he added, giving his hands a vigorous rub and throwing the towel over his shoulder.

* * *

Saturday I ran against a gentleman who is interested in the Lakeport Preserving Company. "I might tell you," said he in answer to a query, "that our manager, H. J. Matthews, has just returned from a trip down through the Eastern and Maritime Provinces, and he says that dealers generally are pretty well cleaned out of canned goods, and that"—

"What kind of canned goods? All kinds?" I interposed.

"Just such kinds as these," he replied, as he adjusted his specs, drew a sheet of paper from a drawer, and ran his finger down the list. "Tomatoes, peas, corn, apples, and so forth and so forth. And he says the prospects are favorable for good prices."

* * *

"I hear a good deal of complaint these these days from people who have recently started into business regarding seizures of tobacco," remarked a city traveller to me a few days ago. "For trivial, and often unintentional, infractions of the regulations, they have had their tobacco taken from them, and some of those who raised opposition were fined in addition. Of course the regulations must be enforced, but there is a right as well as a wrong way of doing so. What I claim is that with regulations so complicated the Inland Revenue Department should issue instructions more frequently than it does regarding them to those selling tobacco, cigars, etc."

* * *

"Do you know," said a grocer who had been denouncing pedlars to me, "that we can frequently buy oranges, lemons, bananas, and such like cheaper from the Italian pedlars than from the wholesale houses? I have done it myself, and have seen others do it. How is it?"

"I don't know. But I suppose you are aware that they sometimes club together and bring in a carload themselves," I remarked.

"By Jove, that's so. I had forgotten that. And I guess that's how they do it," he resumed, the perplexed look vanishing from his face.

BYSTANDER.

CANNED GOODS GOSSIP.

Some brokers intimate that local buyers are endeavoring to bear the market for canned tomatoes, but in one or more instances buyers claimed that bids were solicited for good-sized lots at prices slightly below current quotations.—N.Y. Bulletin.

The organization of a company for the purpose of establishing a canning factory at Natchez, Miss., is about perfected. A factory with a capacity of 20,000 cans daily will be build in time for doing some work this season in vegetables.

A. W. Habersham & Co., Baltimore, Md., writes as follows regarding the market for canned tomatoes: "A sharp advance is threatened; the near future may find them scarce at any price. For ten days we have been paying alternately 1.10 less the discount and 1.10 net. At this moment can offer a choice brand at 1.10 sixty days, or cash less 1-2 per cent f.o.b. country."

Those cheap lines of standard canned tomatoes, about which there have been whisperings latterly, have failed to materialize on the market thus far. To all accounts \$1.15 is still bottom price for sult standard goods.—N.Y. Bulletin.

The Columbia River salmon fishermen have combined on \$1.15 per fish. The canners have not combined. At \$1.15 per fish the cost of the canned article will be on ordinary calculations about 45c. per case higher than it was last year.

A London report, date of March 18th, says: "California canned fruits are now experiencing a flat market, and apricots in ordinary standards, which is the kind most dealt in where business is concluded, can be had at 6s. to 6s. 3d. per dozen without attracting many buyers, while pears are offering at 7s. 6d. to 8s. 3d., and peaches at the latter price."

The Alaska Packers' Association is still busy getting vessels off loaded with supplies for the salmon canneries.

A new canning factory is soon to be started at Leonardsville, N. Y. A company has been formed with a capital of \$10,000, and the stock has all been taken. A building will be erected 30x80 feet, with two stories above a basement. The building will be located near the U. V. railroad depot. Two hundred acres of corn are called for by the company for this season, after which they will begin canning fruits, vegetables, etc.

Opening prices for Clover Leaf brand Columbia River salmon, 1893 season pack, have been fixed by Delafield, McGovern & Co. at \$1.40 f.o.b. Astoria for tall tins and \$1.55 for flats in car load or larger lots. One-half of the probable pack under the Clover Leaf label has already been placed, with the guarantee of protection to buyers in the event of any decline in price of the brand. The

limited selling prices heretofore prescribed continue in force. Cheaper rates of freight permit the salmon to be delivered in the East at last year's cost, although the f.o.b. cost prices are somewhat higher. A new and elegant Clover Leaf label will be used this year, and the contents of the cans will be of as high class as the label. Orders will be taken for the goods with key opening attachment at 5c. per dozen advance on the prices above quoted.—N. Y. Bulletin.

Most reports are to the effect that orders for 1893 season pack Columbia River salmon have largely run on flat tins thus far, and the surface indications are that tardy buyers will likely be inconvenienced later on.—N.Y. Bulletin.

The Alaska Packers' Association have fixed opening prices for 1893 season pack salmon at \$1.05 f.o.b. San Francisco for prime red fish. At present rate of rail freight that price is equivalent to \$1.13 3-4 landed here. On spot stock, however, \$1.15 is the popular quotation.—N.Y. Bulletin.

Some of the Maine papers mention the opening of half a dozen new sardine factories along the coast, and suggest that sardines will be likely to be low. Information received here indicate the new concerns are small affairs and not capable of committing a great deal of mischief.

At least 2,000 cases of gallon canned apples, Maine and New York packs, have been picked up during the past few days, and, to present appearances, there is nothing in the way of desirable stock on offer at less than \$2.70 to \$2.75. Some authorities intimated the supply is now closely concentrated.—N.Y. Bulletin.

The N.Y. Bulletin says: "There was some evidence of a little awakening on coming season pack of canned tomatoes. In any event a number of orders for ordinary standard goods were placed at 90c., and some for fancy stock at \$1 per dozen, delivered.

San Francisco papers at hand by latest mails confirm previous reports of failure of the attempt to combine the salmon packers on the Columbia River. Private accounts and the newspaper reports are in accord. In the natural course of events the failure to combine is likely to lead to what may be termed an enlargement of spleen, which, on the Pacific Coast, is paramount to vindictiveness on the part of aggressive canners, and opportunity for fishermen to exact fancy prices for raw stock that is almost certain to be made the most of. Hence the cost of new pack Columbia River salmon is shrouded in more than ordinary uncertainty, with the probabilities that nothing short of heavy run of fish will prevent an advance on last season's cost. The Alaska canners, unless they deviate from plans already laid out, will pack no greater quantity than was distributed

last year. The British Columbia canners have also decided upon a limited pack. In short, there seems to be a nice opening for the Columbia River people, since spot stocks are low, and the restrictions upon packing in Alaska and on the Frazer River sufficient to divert more attention to Columbia River fish. Thus far, opening prices are about the same as those that ruled at the beginning of the 1892 season.—N.Y. Bulletin.

The Baltimore Trade, in its weekly review, says: "This year it seems as if there would be wisdom in any jobber buying at reduced prices on present quotations, for there is a real scarcity of canned goods in nearly every line, and retail prices will certainly hold for all that they can secure. The desire of the packer to sell out at this time is natural, and is altogether different from such a desire in the fall. It is the chance for the dealer, for, as we have said, sacrifices are often made at this time to clear out for new season, even when there is steady call for the goods. We believe it would be a good thing if there could be about this time auction sales to dispose of all goods of previous season in packers' hands. It would let the country know just how much was on hand; it would compel the jobber to take what he wanted, and know he could not get them cheaper before new packing began; and if an excess of goods was developed it would tend to prevent overpacking in the line that was excessive. The trouble is that packers will always believe that they can get a better price through keeping the public ignorant, than by giving the people full information. But, somehow the packers do not get this advantage from ignorance; the only privilege they have is to learn that an excess will not prevent prices breaking from weight of supply—this comes inevitably, sooner or later, and the jobbers make nothing by waiting till confidence is quite gone from the supply. The only articles which can be sacrificed this season would be some fruits, and few of those, with many months of good request before they will be in market in the form of fresh fruits. Any break in the price of vegetables is negatived by the lack of goods."

The last Havana mail reported as follows upon the tobacco market: "A quieter tone has been prevailing since the American buyers have now completely retired from the market, leaving our stores pretty nearly empty of both Remedios and Partidos leaf, only some few lots of these descriptions remain unsold. Of Vuelas stocks are still plentiful; however, of such tobacco to suit buyers there is not much to be met with; fine good burning fillers are in demand at prices ranging from \$35 to \$45 qtl., according to quality and size. No change can be reported so far in regard to the new crop; some rain would come apropos for the filler part of the yield still uncut on the fields."

PINE-TREE SUGAR.

The monograph by Dr. Wiley on Pine-Tree Sugar, was printed in October, 1891, in the Journal of the American Chemical Society. The Sugar Beet says: "The *Pinus lambertiana*, from which sugar has been obtained, occurs in the Oregon Cascade and coast ranges, also near the Mackenzie River and the valley of the Rogue river. The question of pine-tree sugar had been examined by Berthelot in 1856. Considerable difference between the rotatory power of the product called Pinite by Berthelot and the pine-tree sugar analyzed by Dr. Wiley, determined the latter to make further investigations. In the meantime a paper was written in France under title of 'A New Sugar with an Aromatic Nucleus.' The product called Beta Pinite melts at 186 to 187 deg. F., and when purified by a second crystallization from weak alcohol, melts at 246 deg. Dr. Wiley says that the product called Beta Pinite should be known as Pinite. A very interesting fact relating to this sugar has been pointed out by Girard, i.e., that from Madagascar Caoutchouc a sugar may be extracted which is identical with the several pine-tree sugars above mentioned. The subject is so interesting that further original research is to be made by the chief chemist of the Agricultural Department at Washington."

THE KIND OF CLERK HE WANTED.

A Minneapolis merchant says that he never allows a clerk to say, "Anything more this morning, madam?" giving as a reason, that it is a stereotyped phrase which has become wearisomely familiar and a bore, adding, "I don't want a clerk to make himself interesting to my customers; I want him to make my goods interesting, and if he can't do that, I have no place for him. There are scores of clerks in this town in demand, because it is believed they carry trade with them. In many cases there is too much of the aroma of the 'masher' in the atmosphere around them young men. If I ever get one of these on my pay-roll, he either reforms (and reformation in such cases is as rare as a thunder storm in midwinter) or he goes—quick. The best clerks I have ever had are men whose chief interest lies not in themselves, but in the goods they sell; men who inform themselves about the stock and can give the customer not merely the points of value in the goods, but the reasons why they are points of value; men who talk the goods as if they believed in them and loved them, and men who can, therefore, interest a customer, because they themselves have the unction and the influence that come from enthusiasm in their business."

THE DRUMMER'S STORY.

The drummer had heard several very interesting stories, and finally someone suggested that he tell one himself.

"I'll do it," he said, "and one of my own experience some years ago in New Mexico, and I want to say here that I have an affidavit that goes with this story if anyone disbelieves it. We were going along in the stage one day when out popped two masked men from the chapparal, and in a minute or two we tumbled out of the stage and stood along in a row with our hands up. There's no need to go into particulars, as these fellows went into our pockets; suffice it that in a few minutes a transfer of property had taken place; we were hustled back into the stage, and the driver ordered to get along fast. We were all congratulating ourselves that we had got off with our lives, and in some instances that a few dollars had been overlooked by the highwaymen, when dashing after us came the robbers, and we were stopped again, and this time we were badly frightened. As soon as the stage stopped one of the men rode up, and, pointing his gun at me, asked me to step outside a minute. To say that I was scared doesn't half express it. I wouldn't have insured my life for \$50,000 for a cent less than \$49,999.75 premium, but I stepped out. I was one in the party to whom a few dollars had been left. In fact, there was \$250 there in my sock, and about \$25 in a small pocket in the lining of my coat. The robber was polite.

"I am sorry to trouble you," he said, 'but I believe I got this paper from you,' and he handed me a note for \$200 at four months, which one of my customers had given me in part payment.

"Yes," I said, 'you did. Is there anything the matter with it?'

"No," he replied, 'I think we can collect it, but you will observe that it has four months to run. The interest for that time at 10 per cent., our usual rate out here, is \$6.66 2-3, and if you can kindly fish out of your clothes, say \$6.65, I don't care about the change, you will do me a favor. I am sure in the hurry a few minutes ago we left you something, or, perhaps, you can borrow it from some of your friends who were not thoroughly searched. Be in a hurry, please.'

"And wasn't I in a hurry? I went through the crowd myself, and gathered together small change enough to make \$6.70, which I handed over, and the robber thanked me and rode off, and that evening, when we reached our destination, I blew in that \$25 in my inside pocket on the crowd."

"Let me see the affidavit you said goes with the story," remarked the hotel clerk, as the drummer finished, and he brought forth a paper that was so soiled and worn it could scarcely hold up its own weight.—Detroit Free Press.

GLAD WE LIVE TO-DAY.

"Recall," said a speaker the other day in Philadelphia, "the raw sugar with which our forefathers were obliged to be content, and in the grinding of which the poor grocer's apprentice was permitted to meditate upon his sad lot, and prove to his own satisfaction the percentage of sand in the sugar. Compare this old combination of questionable ingredients with the beautiful white crystals of pure granulated sugar of to-day, and which, like the product of the great flour mills, is turned out at the rate of thousands of barrels per day, and is cheap enough to be used by the poor. Glance at the table of Americans of to-day, and we see, in the very heart of winter, delicious fruit, wholesome vegetables and nutritious meat and fish, many of which were unknown a century ago to even the wealthy, but which, because of the skill and the cheapness of the canner's art, have become a part of the daily bill of fare of the American mechanic."

PALERMO ORANGE CROP.

A correspondent of the San Francisco Bulletin, writing from Butte County, Cal., says: "The greater portion of the Palermo orange crop has been picked and shipped. In Mr. Braselton's small orchard, consisting in part of olive trees, peach and prunes, there are a half dozen or more orange trees well decorated yet with the golden fruit swinging in the wind and in the rain. Many of the orange trees hold on to their golden fruit with as strong a grip as the miser does his gold. You can see the ripe and the green fruit, as well as the white scented blossoms at the same time, dwelling in harmony under the same green roof. The owners of the groves here are well satisfied with the yield of their young trees this year. There will be some new groves set out this year. Preparations are now being made, and a few trees are already planted. The rains will necessarily delay work. Rain commenced falling early to-day, and has been steadily coming down. The workmen are not at all amiable when it rains, although well-housed, and they wait anxiously 'till the clouds roll by.'"

In the House one day last week Dr. Borden said that the Maritime Provinces imported their coal oil in bulk by water and not by rail, so that they would not be benefited by the change in the duty on coal oil to the same extent as the other provinces. Indeed, the change was a discrimination against the Maritime Provinces. The people imported very much more coal oil per head in the Maritime Provinces than in Ontario, and it was unfair that they should not have the full benefits of the change. He would like to know what relaxations the Government intended to make to remedy what he pointed out.

SUCCESS IN BUSINESS.

A very small percentage of all who enter upon a business life succeed. The end comes soon after the beginning in most cases. Moreover, most successful business men fail finally. These unchallenged statements suggest the need of a careful enquiry as to the possibility of learning the principals on which success depends. It is certain that to some men success seems easy of achievement, while to others it is apparently unattainable.

If there are men who by natural inaptitude are disqualified for business life, who by organization are foredoomed to failure, it would benefit humanity to so accurately describe them that all such might easily recognize themselves; or that they might be known by their friends and by them prevented from useless effort. How much suffering would be saved the unhappy subjects of experiments predestined to be abortive! Insanity often results. How beneficent a study that would prevent such a dreadful effect of an endeavor that, in the nature of the case, could have had no other conclusion! Many men unable to endure the pain of discomfiture rashly terminate life by suicide. What woe results to all connected with them! If men whose success is impossible could be designated by a commission or taught to discover in themselves the sure prophecy of failure, their lives in many cases would be saved from wreck, and all connected with them from untold anguish. For this reason such journals as *Trade* should be read and carefully studied by all young people, and their lessons conscientiously learned. The columns of magazines of this character should be filled with the best thought of men qualified by endowment and experience to write for their fellows truths practical and helpful.

It is a common enough remark among business men that there are men in all the professions who are by nature disqualified for the work they have undertaken. A business man, who, at the time of which we speak, was proprietor of a large foundry, but who soon afterwards made a disastrous failure from which no effort could rescue him, once said of a young candidate for a prominent place: "He knows about as much of the business as a beast knows of preaching." The remark was true, and failure was inevitable. All the world knows that there are lawyers and physicians whom all the angels could not make successful. But it seems to be believed that anyone who can get money can succeed in mercantile or manufacturing life. This is a mistake. Success in a small way, indeed, may be won by many whose endowments are moderate. But for eminent success most men, as at present trained, are not prepared. To hold one's own in the arena

of business life was never as difficult as now; and it is becoming more difficult every year. Business is practically an intellectual game. It is a conflict on a large scale where giants contend. For the majority of men to go into this arena is simply to become food for powder; or, to change the figures, it is to go as lambs among wolves. That it ought not to be so is as certain as that it is so now and likely to remain so for some time to come.

To those who lack the capacity, it is useless to say more than the emphatic word "Don't!" when they propose to undertake some business venture. Better far to be industrious and economical and save their earnings, investing them on good bond and mortgage, so as to have something ready for a rainy day. They will surely lose all they venture in business enterprises, and inflict untold sufferings on themselves and their friends.

There are many men who have, naturally, qualities which would make great success possible, were they properly trained. Many such will fail, because they depend too much on their native sharpness. Conscious of power, they are over-confident, and rush into the thick of the fight only to fall easy victims before the prowess of those who have more science or skill. To this class it is necessary to speak words of counsel and instruction, concerning the need of adequate preparation.

Preparation for success in any and all lines of business is both general and special. Either of these alone is inadequate to secure the highest measure of success. A foreign writer has recently said, that "the women of America are better informed than the men." He adds that "the men are so intent on making money that they have no time for reading, while the women, having leisure, profit thereby to store their minds with knowledge." The remark has too much foundation in fact. It has too long been thought unnecessary for a man intending to devote his life to "business" to acquire a good general education. Of what use, it is asked by young men, would a college training be to me? I propose simply to be a manufacturer, or a merchant, what need will I ever have for culture? It is supposed that knowledge of the special business about to be undertaken is all-sufficient. But that this conclusion is a fatal mistake many have discovered when too late. Business, we have said, is largely an intellectual rivalry; he that is best trained intellectually always has the advantage where other things are equal. The brightest mind, quickest and most reliable in all its processes, is the best fitted for business.

Education is a process of brightening the student's mind. It is a skillful process of evolving latent forces and freeing them from embarrassment. The well-edu-

cated man is a mental gymnast, and has all the superiority implied in such a significant fact. When the New York Seventh Regiment went southward at the outbreak of the rebellion they came to a place where the railroad had been torn up. Those citizen-soldiers, all unused to hardships, were compelled to descend from the train and make a forced march in the hot sun. A participant told the writer that many were overcome and fell swooning to the ground. But a number of the boys were gymnasts. They had faithfully trained their muscles for years. To these there was no hardship in the exposure and in the unexpected demand upon their resources. They were not even discomposed. This suggestive incident illustrates an important truth. To the business man there will come many a forced march, many an emergency when, for a time, he must work up to the top of his bent without flagging, and always doing accurate work until the crises is past. To do this he will need a development such as may be most easily secured at college, and more cheaply as well.

It is not forgotten that many young men cannot secure this more elaborate preparation. Nor is it denied that in the hustling of boyhood and youth, a very good training of the mental powers is often obtained. Some of the grandest of men have had no other chance; easily holding their own at the head of the moving columns of successful men, they are a most encouraging illustration of the possibilities within the reach of men rightly constituted. It is admitted also that some of the saddest failures are of men who have enjoyed first-class advantages. One of the most conspicuously successful business men of Philadelphia can scarcely do more than write his name. It is said that he never wrote a letter and never read a book. He looks somewhat like a ward boss, but he is at the head of a great business built up by himself, and utilizes the education of subordinates, whose energies his money commands. The writer knew of a man in the southern part of the city of Philadelphia, who could neither read nor write, nor make figures, but who did an immense business in a general produce line, and whom no man could ever cheat in accounts. He always knew every account. On the other hand many college men are employed as street-car drivers or conductors, and others are wholly unable to make a livelihood in any way. But these exceptions do not prove the rule. It remains true that the best outfit for success in any calling of life is a thoroughly developed and finely trained mind; and that the easiest and cheapest way is to secure this outfit at school, under competent teachers. Perhaps this article will reach more parents than youths. If so, well. Parents are generally responsible for the mistakes made by their boys. The opinions of the

young folks on practical matters are but the reflex of opinions expressed by the head of the family. Every man who is responsible for the bringing up of sons should accustom his offspring to these truths. He should begin early to impress their minds with the fact that the coming business man will be an educated man with all his faculties sharpened by the best training under the best teachers. He must get his boys to see clearly that to compete on such a field with such antagonists, they will need all that the most painstaking drill can do for them. They will need acute perceptive and accurate reasoning faculties, besides which they will need power to endure fatigue; to bear great strain without exhaustion. This is a sober truth, and happy is the boy whose father recognizes and acts upon it.

An important part of a good general preparation for a successful business life is a knowledge of the history of business. Such a review of the past would be an education in itself. No thoughtful man could inform himself on the history of manufactures, commerce, finance, without filling his mind with seed thoughts from which would spring a harvest of profitable ideas. He would learn the futility of many an undertaking on which men in successive generations waste energy which otherwise applied would render valuable returns. Many a secret of success hidden from careless eyes would be made clear to them. It is pitiful to see men possessed of some energy exhibiting a good deal of force in attempts to do what a little wisdom would enable them to see could never be done. A common example is the poor fellow who is sure he will yet produce a "perpetual motion." Another is the man who hopes to navigate the air with an ordinary balloon as the basis of his air-ship. Flying machines, perhaps there may be; navigable balloons, not till water runs up-hill.

Another essential element of success in business, is a knowledge of the principles of business. Of these a few geniuses seem to have had intuitive knowledge. Knowledge worth millions comes to them in their dreams. They see things without instruction that are fundamental, and that some men never can be taught. In all callings there are illustrations of this fact. Patrick Henry was eloquent by a kind of instinct. He could not have told how he produced his effects, at least he could not have told how he knew what would be effective in speech. Tennyson never was taught to be a poet but by Nature. Summerfield was born eloquent. There are kings of finance to whom come by Nature the intuitions on which their success depends. McClellan could never have learned the art of winning battles, though he knew far more than Grant. The latter did not at West Point the art of winning on the

bloody field. The eternal principles of victory were as clear to his mind as the multiplication table. Some men have been almost born physicians, and could hardly tell how they proceeded in diagnosis of disease, while others are merely well educated quacks who work in the dark all their lives. If the patient gets well, it is by Nature's power he is healed. Edison was a born inventor. No school can claim him.

Most men, however, must proceed patiently to discover the laws on which depends the success they covet. Without a knowledge of such principles they will never achieve permanent success. This knowledge ought to be secured early in life. As a rule, it may be obtained by all who work for it. Much of it lies on the surface within easy reach. Much may be learned from the experience of others. There is a philosophy of success to be learned. It is true that circumstances must be taken into account. Under some conditions no man could achieve what under other other circumstances would be of easy accomplishment. Still it is the case that under all conditions those who work in harmony with fundamental laws of business life will win the highest measure of true success. This being the case, it is certain that wisdom urges to constant study of principles.—By George K. Morris in Trade.

PERMANENCY OF LOCATION.

It is but seldom that any advantage is gained by moving from one location to the other or by selling out your business at one place with the purpose of commencing business elsewhere. Permanency of location is as much a gain to a young merchant as is the profit he makes on the goods. With some young men it has become second nature to be ever dissatisfied with the location in which they are engaged in business. They are either looking for a place to start a new store or else they are looking for a purchaser for the one they already have. In this manner, they constantly continue until their money is gone, and then they find themselves without either store or credit, as even the wholesale merchants who have formerly supplied them with goods lose faith in their stability and consider it too great a risk to extend credit to them.

In proof of the injury that a constant moving about is to a storekeeper, one needs only to follow up some of those who practise it. Men who were formerly in the grocery business may be found in every walk of life, but when one is found who is poor, very few questions will have to be asked before it will be ascertained that he belonged to the class that believed in frequent changes of location while he was in the grocery business. Those who have made a success of the retail business will generally be found

to have started business in a certain location and remained there until they amassed sufficient wealth to either go into the wholesale business or else retire altogether and live upon the fruits of their early labors.

Though at the first start the receipts may be small, and business may even continue slow for some time, as is generally the case when a business is first commenced, it is far better for a young man to remain in the one place and do the best he can in the way of gaining the good will of neighbors and probable customers than to be always changing stores, thereby lessening his chances of ever establishing a permanent trade and ruining his prospects of eventually obtaining the confidence of wholesale merchants, without which no retailer can ever expect to become successful in his business.—Retail Grocers' Journal.

CALIFORNIA CANNED FRUIT.

Some California papers, it is observed, persist in misrepresenting the statistical position of canned fruit in Eastern centres of distribution. They assert that the supply here is small, and go so far as to venture the statement that stocks will be worked down to a very low point before fruit of the coming season's pack is ready for delivery. On the latter point their statements may be questioned, but the allegation that stocks are moderate in the East is without the slightest foundation. The plain fact is that supplies here are very heavy, and that round lots can be placed only at more or less sacrifice in prices. In addition to the large stocks on the spot there are about 50,000 cases afloat on sail vessels destined for this port, no small portion of which is unsold. As some of our California friends claim, the Coast may be well cleaned up, but it would require nothing more than reference to private letters to discover proof that there are still a few more left at the primary points. As a matter of fact, there is a superabundance of California canned fruit, and not a little stock, the aggregate of which is, in the estimation of well informed handlers of the goods, more than sufficient to supply a full average demand during the next few months. That ruling prices are low is the fact, and it may be admitted that a heavy western consumption of green fruit may inconvenience canners to greater or less extent. Still it is a matter of record that there was a great hue and cry last year about insufficient supply of green fruit for canning purposes, and later records make it plain that the canners put up more goods than they have been able to sell up to the present time.—N.Y. Bulletin.

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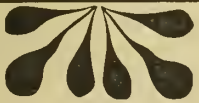
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WILL RETAILERS EVER AGREE?

The above query, though only composed of a few words, means considerable to the grocery trade in general, and the longer a merchant revolves the same in his mind the more will he become convinced that the retailers ought to agree much better than they have done for years past. There was a time when the downfall of one or the other merchant was regarded by his neighbors as a blessing to them, inasmuch as they expected to gain some of the patronage he had enjoyed. That envious feeling does not at the present time exist so generally, and instead of pitying the unfortunate merchant after his failure, incidents have happened where one merchant has given the other substantial financial aid, so that the dreaded calamity might be avoided.

Such favors, however, will never be extended to those who conduct their affairs on the "dog eat dog" principle, nor should such be done. This class of merchants are possessed of a selfish nature, and imagine that their business can only be extended through the failing of others. What a fallacious idea for men of business to build upon. Every failure brings into the field a healthier and at times much more dangerous rival, who will stop at nothing to gain trade from his opponents, so that he might not have to close his doors as others have done before him. Perhaps this time the formerly victorious storekeeper gives way to the new comer, and so it continues from one to another, until now many of the grocers, with capital invested and working long hours are barely able to meet current expenses.

This state of affairs does not exist because there are too many grocers engaged in the business, but is the result of this constant desire on the part of a few to be contrary and unwilling to join with their brethren in elevating the standard of the grocery trade, instead of bearing it down as they are invariably doing. There is no difference between men engaged in other trades. In mental ability as much is required of the grocer as is of other men engaged in any line of commerce, and about the only difference there is at all noticeable is that it requires more grocers to serve the needs of a community than other lines of business. This, however, ought not to bring about the intense antagonism that exists among them.

Would it not be an advantage to many storekeepers if their entire volume of business was reduced by at least one-third, and that they should receive a profit on the two-thirds remaining? As it now reminds one of the story where a merchant informed a purchaser that the goods were sold below cost, and on being asked how he could afford to sell at a loss he blandly answered, "I sell

so much, you know." The storekeeper who figures to make up in quantity of sales at cost the profit that he ought to make will not be in business for any length of time, but still he will be there long enough to injure the trade. Retailers can agree if they choose. Those who claim the contrary are too weak-kneed to be engaged in the business, and are a detriment to those who believe that the laborer is worthy of his hire.—Retail Grocers' Journal.

A BUSINESS MAN'S CREED.

Blessed are the merciful.

Blessed are the pure in heart.

Rejoice and be exceedingly glad, for great is your reward in Heaven.—St. Mathew, v., 7, 8, 12.

The average clergyman and the average business man have very different views of what is necessary in order to get to heaven. The secular mind, disciplined and trained by practical experiences, underestimates the theological dogmas which the church deems so important. The church responds by appraising the qualities which underlie all commercial transactions at something less than their intrinsic value.

Business and religion are not en rapport, don't pull together, are not on intimate terms, and haven't entire confidence in each other. The business man spends his time in trying to make money and the pulpit tells him every Sunday that money making imperils his soul. So religion and business bow to each other with polite courtesy, maintain an outward attitude of mutual respect, but never to go arm in arm up the broad aisle or down the street.

While the man of affairs is tugging to draw his loaded sled up hill, the minister remarks that this world ought not to occupy his attention. The reply is that he has boys to send to college, girls to fit for a position in life and a family to support. Whether or no money is the root of all evil he and his loved ones will have a rough time unless he gets some of it. There is an element of sarcasm in his added statement that the very man who denounces money making requires a large salary to meet his personal and domestic wants. You have, therefore, this curious anomaly—that the church was built with money, that it is maintained with money, that the occupant of the pulpit is constantly calling for money to support charities and missions, and yet the sermon warns the givers of these gifts not to devote their years to making money, because it can't be carried into the next world.

Hence it happens that the church has a creed which the merchant regards as of minor importance, and the merchant has a creed which the church looks upon with more or less disfavor. What the former is has been made known by

the various conventions where heresy has been discussed; what the latter is may be told in a very few words. If you were to ask a thoughtful business man what he thinks necessary to salvation he would tell you in a trice as follows:

First, commercial integrity. It is the rankest kind of heterodoxy to believe that trickery in the acquisition of wealth will pay in the long run. The man who grabs at everything will probably be buried by contributions. There is such a thing as a business conscience, and it is possible to conduct business on the principles which conscience lays down. Thievery is not a short cut to success, neither is it necessary that someone should be made poor in order that you may become rich. The strongest firms are those in which the business world has confidence, and whose word is the equivalent of a bond. Commercial deviltry ruins your credit, and if you kept it up for twenty years you will be poorer than when you started. There is nothing so much to be prized as sterling honesty in your various transactions, and if the goods you ship are not like the sample, you may think yourself smart, but you are a fool. The best kind of religion is that which makes you a square man and then keeps you square.

Second, a recognition of your duties to your fellows. If you have something you ought to give something. There are many institutions, such as charities, hospitals, retreats, asylums, which the State cannot be reasonably asked to support. They are absolutely necessary in a self-respecting community, but they must depend upon the generosity of the rich. If fate or good fortune has singled you out and given you much instead of little you are under certain serious obligations whom the Master spoke of as your "neighbors." The welfare of society depends partly upon you, and if you are niggardly suffering will be increased, because it will not be allayed. Riches and duties run side by side in double harness. The man who is rich and mean is a heretic, and should be consigned to the stocks to be jeered at and pelted. The man who has money and gives it is the ideal citizen, the thoroughly orthodox citizen, whose creed is true blue.

There are other details which we might mention, but if you start out with the determination to be rich, honest and charitable, you will have all you can attend to for some time to come. With these qualities of character forged in the hot fires of competition, and shaped by the hammer of persistent struggle, you need have no fear of what may happen in the next world. There isn't an honest man in hell and there isn't a sneak thief in heaven. These two facts form the basis of ethical philosophy. If you will accept them you will begin right, and if you govern yourself accordingly you will keep right to the end.

That is the business man's creed and it is worth thinking about.—New York Herald.

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We have a large and varied stock of Indian and
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 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

EXCITEMENT IN SUGAR AT MONTREAL.

The sugar market, both for the raw product as well as the finished article, has been decidedly interesting of late, and the Montreal market has been no exception. A short time ago, to the surprise of a good many, considering the steady upward trend shown by the raw sugar markets all over the world, Montreal refiners marked down their prices 1-16c. It transpired immediately, however, that this was only a move on their part to induce some demand, but they were only moderately successful, and now it looks as though the over cautious buyers who declined to take advantage of the concession had been over prudent, for the Montreal refiners have marked up their prices three different times, and all within the space of a fortnight. First they announced about a week ago that the cut of 1-16c. above mentioned had been withdrawn, and this was followed quickly on Thursday last by the announcement that prices were 1/4c. higher, and finally this was supplemented on Monday with the news that another 1-16c. had been tacked on, making a clear gain of 4-16c. from the low-

est level. This sharp gain has naturally alarmed buyers and the result is an increased business at the advance, especially as all the indications point to a still higher level of values, and this has led, in addition to the regular demand, to considerable speculative purchasing.

The chief reason for the strength of the market is the news that the crop in Cuba will be 15,000 to 200,000 tons short, which, coupled with the position at other primary markets, has placed refiners everywhere on the qui vive about supplies, and the fact has led to a sensible stiffening in values. In New York centrifugals have advanced to 3 9-16c. and the Trust are said to have taken over 150,000 bags at these figures. Beet root sugar in Germany, which on the 1st of March stood at 14s. is now quoted at 15s. 7 1/2d. for immediate shipment and 15s. 10 1/2d. for May. In Cuba naturally the advance has fully kept pace with the foregoing. London advices quote Java firsts at 17s. 1 1/2d., while fair refining has advanced 3d. to 15s., and latest instructions from Iloilo quote £12 to £12 5s. 3d. for steamer cargoes and £11 16s. for sailing cargoes, quotations being subject to approval. In fact, from all

over the world the conditions indicate remarkably strong values in sugar, and buyers both in Montreal and in the West, by their actions this week, seem to realize the fact.

THE AMERICAN SUGAR TRUST.

The N. Y. World of Monday last devoted five columns to an attack upon the sugar trust. It accuses that monopoly of robbing the people of \$15,000,000 a year, and calls on the new attorney-general, Richard Olney, to make it his first duty to "smash this trust." It quotes the portions of the Democratic platform and of Mr. Cleveland's inaugural address in relation to trusts and monopolies, and the text of the trust law passed by Congress in 1890. It gives a history of the sugar trust, and seeks to demonstrate that the law has been constantly violated.

W. F. Buchanan, Winnipeg, who has a number of good agencies has taken B. Gordon, Victoria, B. C., at one time Hudson Bay Co.'s buyer at Winnipeg, into partnership. With Mr. Gordon's through knowledge of the grocery and wine trade and his energy the firm expect to do a largely increase business. They are open for consignments and have excellent bond and free storage. The new firm will be known as Buchanan & Gordon.

BIG JUMP IN RUBBER GOODS.

The Boston Transcript says: "Prices on rubber goods have been advanced from 20 to 30 per cent. by the gigantic trust that controls that industry. It is called the United States Rubber Company, and is incorporated under the laws of New Jersey. The principal rubber companies that are still under a separate management are the Boston Rubber Shoe Company, whose factories are at Malden, and the Woonsocket Rubber Company, the former concern having a capital and surplus of \$5,000,000, and the latter a capital of \$1,250,000 or thereabouts. The jobbers in any relation with the manufacturers have all along been bound by a strict contract, which every jobber has to sign before he can purchase any goods. This binds him not to sell goods any lower than the price list furnished him by the manufacturer, nor to furnish goods to any other jobber without the consent of the manufacturer. The trust has now cut off the big retailers from their old privilege of buying at factory prices. Under the first head the average raise in the price of rubber goods is 30 per cent. Under the latter the three big rubber companies have pledged themselves to sell no goods to any retailer, no matter how big a customer he may be, so that the great firms who have been buying rubber boots and shoes in lots of one thousand and two thousand cases at a time from the manufacturers at the same prices paid by the jobbers, will now have to buy of the jobbers and pay the same price with the humble country retailer who buys six pairs of shoes a year. It is on sandals that the greatest advance has been made, amounting in some grades to 40 per cent. On boots the advance has been in most cases 20 per cent., and on the whole the increase will average up to 30 per cent."

MONEY SAVING.

Some men have the money getting, others the money-saving faculty; few have both. Those endowed with the former in its plenitude, and who exercise it to the utmost, often become rich while indulging in all expensive luxuries which sumptuous taste can suggest; but the colossal figure of finance, the giants of the "bank-note world," by whose side the half million and million fellows are merely respectable dwarfs, are generally rigid economists in their expenditures, and some people are discourteous enough to call them "screws."

Upon the whole, it is much easier to make money than to save it, and although we would not advise any one to be miserly, it is certainly the part of wisdom and prudence to set aside a considerable portion of a large income as a provision for the future, and so to invest this reserve fund as to place it, if possible, beyond the reach of all the ordinary contingencies of business. It is a pleasant thing, during one of these financial cyclones, which every now and then make shipwreck of innumerable fortunes, to feel that one has an anchor to windward that will not drag. Therefore, while you are making money save it, and as you save it put it where no monetary convulsion can bring yur "nobles to ninepence."—New York Ledger.

SHOW UP YOUR STOCK.

Everybody eats groceries.

Most everybody you sell to would eat the best grade of goods, if they understood that it is true economy to do so.

Do you display your stock in such a way as to attract the eye, make the mouth water, make the tongue order, and make the hand proffer the cash?

Good goods temptingly displayed often need no salesman.

Dry goods and notion stores have discovered this fact and are profiting by it.

Human nature is the same—at least the feminine side of it with which you have most to do—whether it is buying dry goods or groceries.

There is no excuse for not taking advantage of the fact. Attractive packages are abundant and varied in the grocery trade. You can visit and look around the stores that cater only to fine trade and learn the art of displaying both package and bulk goods.

Don't rely on fancy labels though. A flashy label may cover a multitude of unsaleable trash.

Have high-grade goods.

Show them up well.

Keep your assortments full.

Give good service.

Share profits with those who help you make them.

See your trade grow.—Commercial Enquirer.

SOCIETY IN BUSINESS LIFE.

A correspondent wants to know whether or not it pays a business man to go into "society" and what proportion of successful men take delight in going out evenings. We believe the census returns give very little light on the subject as far as statistics are concerned, but from casual observation and a slight experience we would advise a man interested in business to let society alone. In a small town it is necessary for a merchant to buy a ticket to every church fair or ten cent social that is given, to lend a hand in the lodge blow-outs and do whatever he consistently can to advance the happiness of the people on whom he depends for support. But this by no means signifies that he must lose his head over the social events of the place. He should give careful attention to business and keep constantly before him the business man's ethics of good behavior, which are, a friendly thought for everyone and a countenance that carries with it a sincerity of purpose. Don't be imposed upon, and don't impose on others. Merchants who follow these ethics, as a rule, are successful. In large cities the percentage of society business men is always larger, but in the end either business or society claims the ownership of the man.—Journal of Commerce.

THE REWARD OF ECONOMY

Someone has defined genius as "conscientious thoroughness." No key to business success is more reliable than such thoroughness and it is within the easy reach of all. We remember hearing the following story which illustrates this truth: It seems that a merchant had made up his mind to take a young man as partner in his growing business. While looking for the right man he chanced to overhear a conversation between two clerks somewhat as follows:

"Have you thoroughly cleaned the floor behind those barrels?"

"Yes; with the exception of a few corks which are of no consequence."

"That won't do. You must not waste even corks. Pick them all up."

That reply of the senior clerk made for him a fortune. The merchant made him an offer of partnership and a career of continued success followed closed only a few weeks ago by his death.—Ex

An Irishman accosted an Italian pushcart banana merchant. "Phat do yer be afther axin fer the loiks o' thim?" "Nlce-a banan eight a cent a dozen." "Eighty cints a doozan is it? Be-gob! I wouldn't give sivinty-foive cints fer yer hull cart load." "No a, no a. Irisher no a speak Italayon. Five a six a seven a eight a cent a dozen. Cheap a banan. Nice a ripe a banan." Pat let the day go by without any bananas.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

A SNAP IN JAPAN TEA.

250 HALF CHESTS JAPAN TEA, GOOD
STYLE AND CUP QUALITY AT 12c.

SEE SAMPLES WITH OUR TRAVELLERS,
OR WRITE US.

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

**FOOD
FOR
BABIES**



STERILIZED.

Pronounced by Physicians to be

**Free
From
Disease Germs**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

STERLING CORN

FANCY--
--PAGK.

Best Flavored Corn Packed in Canada.

\$1.40 per dozen. Retails at 15c.

)—SEND FOR SAMPLE CASE.

CAVERHILL, ROSE, HUGHES & CO.

.. MONTREAL ..

JUST RECEIVED:

Finest "Namunas" (Indian Green) in
half chests, unequalled for blending with
Black Tea.

REGAN, WHITE & CO. - - - **Montreal**

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The first cargo of salt for the season arrived at St. John, N. B., Monday.

The death is announced of Mr. McMann, father of L. McMann of Thorold. It took place last week and after a very painful illness.

The bankrupt stock of James Porteous of Galt, valued at \$8,644, was sold by auction Monday to J. Howden, Galt, at 62½ cents on the dollar.

Four hundred tons of sugar for the Moncton refinery arrived at St. John, N. B., Monday from Barbadoes, also 50 puncheons of molasses for a city firm.

A. Whitelaw of Brandon, Man., has given Joseph Whitelaw and M. S. Festing an interest in his business. The firm will hereafter be known as the Whitelaw Trading Company. A. Whitelaw retains the management.

The regular meeting of the Toronto Retail Grocers' Association will be held Monday night in Richmond hall.

Joseph Shields, grocer, of Broadview avenue and Elliott street, this city, wants \$5,000 for damage to his buildings by the great flood of June, 1892, and a writ has been issued against the city on his behalf.

Thos. Ballantyne & Sons, of Stratford, are having plans prepared for the erection of a cheese and butter factory at Black Creek during the coming summer. It will be used for a cheese factory in the summer and a butter factory in the winter. It is to be ready for the butter-making season next fall.

The wine manufacturers of Essex are jubilant over the decision of the Government that the treaty with France will be withdrawn, so that the admission of French wines for the present will be under the old duty. They are confident that when it again comes up in the House the clause admitting French wines free will be eradicated.

H. & A. Allan, of the well known steamship company of that name, are looking forward hopefully to the opening of navigation. Ice permitting, the Mongolian will be the first vessel to sail from the St. Lawrence on Wednesday, the 3rd May, followed by the Sardinian on the 6th. The Parisian has sailed from Liverpool with 1,000 emigrants to be landed at Halifax and Portland. These

are all British and Scandinavians. No continental emigrants will be booked this season.

A cheese factory is being established at Aurora, with William Reynolds, president; A. G. Nicol, vice-president, and A. Lve, secretary. A substantial brick building has been secured, and the work is progressing as fast as possible. The present intention is to continue work throughout the year, making butter during the winter.

When the item to meet the expenses under the Adulteration of Food Act was reached in the House last week Sir Richard Cartwright suggested that in view of a possible invasion of cholera skilled officers be instructed to inspect samples of water throughout the country. The Controller of Inland Revenue said he would be glad to act upon Sir Richard's hint.

The National Provisioner says: "A beef famine is coming, at least prices are going to be higher for years, if the opinion of a very intelligent cattle buyer who travels Ohio, West Virginia, Kentucky and Indiana is worth anything. In addition to a personal knowledge of the stock on hand in those States the gentleman has an extensive list of correspondents in other States. He says that for five or six years the price of cattle has been so low that all the small farmers have ceased to raise them, and devoted their attention to other products. The result is that thousands of farmers who sold from 10 to 100 each year have now not a hoof. It is the discovery of this which has already sent up the price of beef. Unlike the hog crop the stock cannot be renewed in a few months, and therefore the price of cattle will advance a long time yet."

The London Grocer has the following: "The duties payable in gold which the Greek Government can offer as security for the service of the proposed loan are expected, according to the budget estimate for this year, to yield a sum of 8,610,556 drachmas. The principal item is the tax on exported currants, which is expected to produce nearly four million drachmas. The currant export trade has suffered from a partial paralysis during the last few months. The exports during last November shows a falling off of two and a half million drachmas as compared with the same month in the previous year. That a certain amount of distress exists among the currant growers is shown by the fact that the Government has authorized the National Bank to make advances to them amounting to two million drachmas, in order to assist them in procuring the requisite extra labor for the spring work in the vineyards. The prospects of the currant vintage, however, depend principally on the state of the weather in July and August, and there is no reason to apprehend a diminution of the demand."

A TRAVELERS' GLEANINGS.

"I detected a very smart trick," said a grocer to me the other day, "one of the cutest and most unprincipled tricks I ever saw or heard tell of. I could never get one of my customer's books to correspond with the ledger, and for a long time make it out. At last I began to get suspicious and to take particular note. Several times I had my wife to watch. We both kept track, and found out that she was in the habit of rubbing one or two articles each time out of the book. Next time she came in I accused her of it. She denied it for a while, but when I showed her the proofs of her own guilt she finally confessed. I suppose she must have gone through me for about \$50 before my suspicions were aroused."

"I came upon a strange thing the other day," said one grocer to another. "A bar of soap, in fact two bars, supposed to be three pounds weight, were five ounces short. Each bar was put up by a different manufacturer."

BOARD OF TRADE TALK.

The Brandon town council voted \$800 to aid the Board of Trade of that place. This the mayor vetoed. At the last meeting of the council another attempt was made to order the granting of the money but it failed.

Comfortable and extremely neat in appearance is what the new building of the St. John, N.B., Board of Trade is reported to be.

The Regina Board of Trade has resolved to submit United States silver to the following discounts on dollar, half, quarters and dimes respectively, viz., 75 cents, 40 cents, 20 cents, and 5 cents; nickels to be refused altogether.

Secretary Nelles of the London Board of Trade has been instructed to confer with the McCormick Harvesting Co., with a view to getting them to establish a branch in the Forest City.

A. Rolfe, Thos. Gillean, A. A. Campbell, W. A. Young, G. McLean and L. G. Fitzgerald have been elected members of the London Board of Trade.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents



The _____
“Reindeer”
BRAND GOODS
_____ LEAD

Condensed Milk

Is unsurpassed for purity, flavor, richness and keeping qualities. A splendid food for infants and invalids.

Condensed Coffees

A combination of pure coffees cream and granulated sugar.

For best value and best results use “Reindeer” Goods. They are reliable and pay you a good profit.

WRITE US FOR A TRIAL CASE

Quality and
 Uniformity .

ARE BOUND TO WIN
 THEY HAVE WON

AND



Chase &
 Sanborn's

Coffees

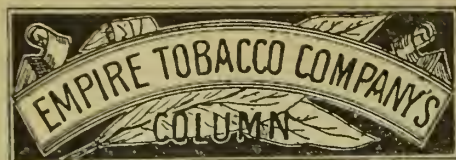
Are sold by all progressive and wide-awake merchants, and are the standard of the Coffee Trade. **Are you handling Them?**

If not, an experimental order will establish a reputation for good Coffees for you.

FOR SALE BY

EBY, BLAIN & CO.,

WHOLESALE GROCERS, TORONTO



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.



EMPIRE TOBACCO Co.

MONTREAL

DRY GOODS.

The latter half of last week was a dull time for some of the houses. This week promises better, as the brighter weather always causes a rush of placing orders from small dealers, and of repeat and sorting orders from the large retailers. Money is not very active, but, nevertheless, dealers are buying freely, considering the circumstances. There are no evidences of fear on the part of the retailers that they will not be able to meet all their engagements.

Letter orders are advancing strongly in mercantile favor. Cottons, prints, flannelles, and other staples are receiving strong attention from rural dealers. Samples to no end are being sent out by mail, and orders received in this way show an adequate return. Carpets are being ordered in this way to a considerable extent.

Among the special lines which are receiving attention is a line of delainettes mentioned below.

Lustres, shot lustres, delaines, muslins and other midsummer goods are receiving considerable attention by those buyers who are always first on the market, and who always get the best of the assortment.

Spool cotton has advanced a few points. Clark's Anchor is now \$3.40 and Brooks' \$3.20 for 200-yard 6-cord. The former prices were \$3.20 and \$3. This would seem to indicate an increased demand for these brands.

Silks are away up, and the retailer who comes on to the market to buy silks after the next two weeks will find a decided change. The advance is abrupt and decided, and the man who is carrying heavy stocks of good seasonable silks will make a wide margin, if he is shrewd enough to grasp the opportunity.

Velveteens are in good demand from all classes of dealers. This fabric is being extensively used for skirt and sleeve trimmings.

NOTES

A special line of lace curtains is being offered by John Macdonald & Co. This is a three and a half yard curtain which can be retailed at a popular price.

Alexander & Anderson have received a large shipment of fast black German cotton hosiery. These are special value. Black, tan and cardinal cashmere hosiery are also in stock, and they are prepared to meet the strong demand for these goods. Gloves, embroideries, parasols, ribbons, laces, etc., are also re-stocked, and the latest novelties are shown.

W. R. Brock & Co. have just opened out three lines of job embroideries, in case lots. There are lines which their travellers have found in strong demand, and which unfortunately were on board the overdue steamer Sarnia. Back or-

ders have now been filled, and only a few cases of the stock remains.

In their woollen department John Macdonald & Co. are showing some mantling novelties in box cloths, fancy brocades, diagonals and serges. Fawns and drabs are the leading shades for spring mantlings. That peculiar drab called tan is also in strong favor. In men's woollens such as black fancy worsteds and serges they are showing some very neat lines.

W. R. Brock & Co. are placing on the market two special lines of ladies' kid gloves that can be retailed at a dollar per pair. One line has the dome fasteners, the other is a lace and hook glove. Samples of these are now in the hands of their travellers, and stock will be to hand before the middle of the month.

Delainette is a new material which is a substitute for prints. The particular beauty of the cloth is the manner in which it drapes suitable for blouses and many other uses. The colors are fast and washable. A full range is carried by Caldecott, Burton & Spence, in spots, florals and stripes. It is about equal in price to prints, retailing at 12 1-2 cents with a fair profit.

Cottons are moving freely with John Macdonald & Co. They report an extra heavy demand for their lines of grey and bleached. Cotton shirtings are in strong demand in all classes. Letter orders to this house contain numerous orders for these goods, as they make a specialty of sending samples of cottons, prints, etc., to those desiring to order by letter.

Venetians and whipcords are selling well for spring overcoatings. Wyld, Grasett & Darling have found these in strong demand, so that they have been obliged to repeat several times in order to maintain their stock. Their range in all spring overcoatings is very extensive, and seems to have found favor with the bulk of buyers.

W. R. Brock & Co. have certain lines of black worsted trouserings which are always in strong demand. The weight of these lines are suitable for all seasons of the year, and scarcely a week passes but they are receiving additions to their stock. The prices are popular, and every Canadian dealer who has handled their trouserings knows that this range is unexcelled. This is a well known special feature of their woollen department.

Alexander & Anderson have received a heavy repeat in prints, including dark grounds, navys, cardinal grounds, with spots and small figures. They have also received a large shipment of black and cream ground French printed delaines. These goods are choice and still in very strong demand. Some special lines in 6-quarter dress materials in low and medium prices are to hand. These are desirable lines for the midsummer trade. American challies and prints have been re-stocked, and their range is very attractive for the benefit of stocking season.

W. R. Brock & Co. have a novelty in the way of a wooden stand for showing parasols. It will show 25 parasols or umbrellas, and in such a way that every handle is shown distinctly. It is made of solid wood and is inexpensive, but does the work of a more expensive holder. Such novelties are invaluable in displaying goods; they pay for themselves five-fold in a week.

John Jamieson & Co's LOCHFYLE HERRINGS

55-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Megloughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
England.

Also at

Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs Are 13½ to 14c.; Butter,
scarce and in demand at
21 to 24c.; Dried Apples, 4½ to 5c.; Green
Apples, \$1.50 to \$2.50 per brl.; Potatoes,
85c. to \$1.00; Beans, \$1.30 to \$1.50 per bush.;
Hay, \$9.50 to \$10.00; Honey; Buckwheat,
5c.; Clover, 8c. per lb.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission.

April 5, '93

74 FRONT ST., EAST
.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,

6 Wellington St. East,
Toronto.

S. K. MOYER,
Commission Merchant

And dealer in foreign and
domestic fruits, fish,
poultry, etc.

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.

Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, April 6, 1893.

GROCERIES.

The country roads are still in bad condition. In some districts they are practically impassible. Trade is decidedly quiet in consequence, and were it not for the excitement in the sugar market it would be lifeless. During the week the refiners have announced no less than three advances, and it looks as if the end is not yet. Coffees remain much about the same—quiet and unchanged, and devoid of any special feature. In dried fruits currants are about the only commodity for which the demand may be said to be good, although there is a fair business being done in prunes, while Sultana raisins are a little higher. Rice is in little better demand and spices are in fair request. There is a fair movement in syrups and molasses, and there is a fair business doing in medium and low grade Japan teas. A fair sorting-up business is being done in canned vegetables, and canned salmon continues firm with demand improving. Quiet as is general business at the moment, another ten days or two weeks will probably see a great difference. The country is rather bare of goods, and with better roads will doubtless come more activity. Payments, as with trade, are not as satisfactory as desirable.

COFFEES.

There has been no material change in the situation. The higher prices still continue to check consumption somewhat, and prices asked here have been up to the top of the outside market, but higher prices will have to be paid for goods now in transit. We quote as before: Rios 21 to 22c., East Indian 27 to 30c., South American 21 to 23c., Mocha 26 to 30c., Santos 21 to 22c. Demand is principally for Rios, except for grinding purposes, when South American and Santos are the most enquired after.

DRIED FRUIT.

No very marked features have developed during the week. Taking dried fruits all round, they are quiet, an active demand for currants being about the only exception. The demand for Valencia raisins is light at steady and unchanged prices. Layers as a rule sell at from $6\frac{3}{4}$ to $7\frac{1}{2}$ c. according to quality, and fine off-stalk at $5\frac{1}{4}$ to $5\frac{1}{2}$ c. Sultana raisins are getting higher. They have advanced about 2s. in Smyrna, and they are a little dearer here in consequence. We quote $6\frac{1}{2}$ to 10c. Currants are in active demand. Prices range from $5\frac{3}{4}$ c. for provincials up to 10c. for Vostizas; fine filiatras are selling at from 6 to $6\frac{1}{2}$ c. Prunes are firm

and in good demand for the season. Bosnias are quoted at $7\frac{3}{4}$ to 9c., and Atlas brand from $7\frac{1}{2}$ to $8\frac{1}{2}$ c. Dates are quiet and unchanged at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. for Persian in boxes. Nuts are quiet and unchanged.

RICE AND SPICES.

Rice is beginning to meet with more enquiry as the season advances, and prices as before range all the way from $3\frac{3}{4}$ c. for Ardcan to 10c. for Carolina.

Spices are moving fairly well without change in prices. Whole ginger is high, 20c. being asked, while ground is worth 20 to 25c.

SUGAR.

No less than three distinct advances, making in all a gain of $\frac{1}{2}$ c. here been announced by the refiners during the week, while wholesalers are holding granulated at 5 to $5\frac{1}{2}$ c., the inside figure being for the Nova Scotia article. On Tuesday the refiners advanced prices $\frac{1}{4}$ c. on yellows and 1-16 on refined and some of the local houses immediately wired their travellers to accept nothing less than $5\frac{1}{2}$ c. for granulated and 4c. for yellows, and prohibiting them from contracting for large orders. The feeling is strong and everybody anticipates further advances. The advances already from the lowest point are from $\frac{1}{2}$ to $\frac{3}{4}$ c. One refinery withdrew prices on Tuesday and others instructed their agents to limit their sales. Yellows are held here at from $3\frac{3}{4}$ to $4\frac{1}{4}$ c. The position of the market is strong. Stocks of sugar in New York on April 1 were 118,183 bags against 210,142 bags and 812 hhds. same date in 1892 and 162,041 bags March, 1893. The demand on the spot is not at the moment heavy and purchases of any size are confined to those who are fairly well supplied with capital.

SYRUPS AND MOLASSES.

Syrups are steady and unchanged at $3\frac{1}{4}$ to $3\frac{3}{4}$ c. a pound. A fair quantity is selling and supplies are not large. Molasses are in fair demand and unchanged at 32 to $37\frac{1}{2}$ c. per imperial gallon.

TEA.

There is really no new feature. Demand is fair particularly for low grade and medium Japans. With improved roads there would likely be a brisk demand, as stocks are not by any means large in the country. Demand is also fair for Indian and Ceylon teas and the consumption is increasing rapidly.

BUTTER AND CHEESE.

The butter market still rules firm, with all grades scarce, and more so than is usual at this time of the year. Creamery is in fair demand and unchanged, tubs selling at 23 to 25c. and pound prints at 25 to 26c.; offerings are not large, and demand is principally for pound rolls. Good dairy large rolls sell at from 18 to 20c. and tubs at 20 to 22c., but it must be something nice to obtain the outside figure. Pastry butter continues scarce and wanted at from 15 to 18c. a pound.

The demand for cheese is nearly altogether of a local character, and prices are easy at $11\frac{1}{2}$ to $11\frac{3}{4}$ c.

COUNTRY PRODUCE.

BEANS—A few small lots are moving at \$1.40 to \$1.45. Bushel lots sell at \$1.50.

DRIED APPLES—Market quiet and prices easy. Purchases have been made during the week by jobbers at $4\frac{3}{4}$ c. Selling prices are from $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

EVAPORATED APPLES—Market steady and demand fair at 8c. for large lots. Selling price ranges from $8\frac{1}{4}$ to $8\frac{3}{4}$ c., and half a car load of good quality sold at outside figure.

EGGS—Demand is fair and there is plenty to supply it, although there is no accumulation; prices easy at $13\frac{1}{2}$ to 14c.

HONEY—Dull and easy. Dark is quoted in sections at 8 to 9c. White is quoted at 8c. in 50-lb tins and at 15c. in sections.

POULTRY—Young chickens of good size are wanted at from 60 to 75c. a pair, turkeys 13 to 14c. a pound and geese at 8 to 10c. There are no geese offering.

POTATOES—Demand is moderate only and lower prices will rule with the advent of more liberal offerings. Sales are reported at 83 and 85c. on track, while 95 appears to be the ruling price for store lots.

ONIONS—Quiet and unchanged. The range of price is varied being all the way from \$1.50 to \$2.50.

HOPS—Continue to rule quiet, demand being light and offerings small; '92's are quoted as before at 18 to 20c. and yearlings at 15 to 16c.

HOGS AND PROVISIONS.

The market for dressed hogs is still tending downwards. A few market hogs were taken at \$7.50, but packers say they would not give more than \$7 for carlots. Offerings are however not so liberal as a week ago and all that come in are taken care of. Bacon is quiet at the moment but the demand is good for smoked meats.

BACON—Long clear $10\frac{1}{2}$ c. Smoked backs are $12\frac{1}{2}$ to 13c., bellies 14c., rolls $10\frac{1}{4}$ to $10\frac{3}{4}$ c.

HAMS—In good demand and firm at 13 to $13\frac{1}{2}$ c.

LARD—Pure Canadian is $13\frac{1}{4}$ to $13\frac{3}{4}$ c. in tubs, $13\frac{1}{2}$ c. in pails and 13c. in tierces. Compound $10\frac{1}{2}$ to 11c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21.50.

DRESSED MEATS—Beef fores are $4\frac{1}{2}$ to $5\frac{1}{2}$ c., hindquarters 7 to $8\frac{1}{4}$ c., veal $6\frac{1}{2}$ to 8c. mutton 7 to 8c., lamb 8 to $8\frac{1}{2}$ c.

MAPLE SYRUP.

New maple syrup is now arriving every day. Receipts are however light yet, and all offered finds a ready sale at from 80 to 90c. according to size of tin. Maple sugar sells at from 8 to 9c. a pound.

GREEN FRUIT.

The spring-like weather is having its effect on this line of trade, there being quite a brisk trade doing, particularly for bananas, which are coming in freely. There is also a good demand for oranges. Lemons are dearer, but are held to be still good buying for the next month or six weeks. In New York there has been an advance of from 50c. to 75c. Florida oranges are getting scarce and higher. California oranges are beginning to arrive, and the quality is better than last season, the weight running heavier. Messina oranges are also beginning to arrive. There is not much doing in apples. There is no improvement in the English market, and the United States rules weak. We quote: Oranges—Valencias \$6.00 to \$6.50 per case; Floridas \$3 to \$4 per box; Messinas and Palermos \$3 to \$3.50 per box; California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.50 to \$4; lemons, \$3.25 to \$4; bananas, \$1.40 to \$2.50; pineapples, 20 to 30c.; apples, \$1 to \$1.50 for market stock and \$2 to \$3 for good to fancy.

FISH AND OYSTERS

The demand for salt water fish, such as haddock, cod, flounders and herring, is over for the season. About the only kind of frozen white fish on hand is about four tons of Manitoba. The principal demand now is

(Continued on page 20.)



"KENT" Bottled Pickles

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the wholesale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**

L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND



PICKLES are in great demand. Sales increased last year 79 per cent.

Three months this year, 121 per cent.

No grocer should be without them.

Order from our Travellers, or write to

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

The Lakeport Preserving Co.

Have sold out their large pack of

Tomatoes, Corn, Peas, Beans, Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils, Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn



DAILEY'S

Please try them.

Can be obtained at all Leading Wholesale Houses.

Kingsville
Preserving Co.,
(LIMITED.)

KINGSVILLE, ONT.

No Bleaching used.

Boy
Brand
Tomatoes



HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

CANNED GOODS.

TORONTO.

There have been no specially new developments in this line during the week. There is a moderately good business doing and the tone continues healthy, with prices steady. Tomatoes have been moving out fairly well, principally in sorting-up lots; in fact, no movements at all are heard of in large lots; 90c. to \$1 seem to be still the ruling figures, although a fairly good article is offered by some houses at 85c. Prices remain steady. Practically the same remarks apply to peas as to tomatoes, the demand being good for sorting-up lots, at 90c. to \$1 for ordinary quality and at \$1.45 for fine sifted peas. The demand for corn is less active than a week ago, but there is still a good business doing nevertheless. Prices unchanged at 90c. to \$1.25, the outside figure being for fancy. A slightly improved demand has developed for salmon during the past week and prices continue firm with stocks light. The ruling price is \$1.50 for talls and \$1.80 to \$1.85 for flats. A good spring salmon, pale in color, can be obtained at \$1.30. Lobster continues in fair demand for the better grades, with prices firm at \$2 to \$2.10 for talls and \$2.50 for flats. Sardines are unchanged and in limited demand. Peaches are in good demand and stocks are getting low; \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's is the idea. Apples are meeting with better demand as the season advances. Prices range from 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Other fruits are in fair demand at unchanged prices.

MONTREAL.

The local demand for canned goods is slow and what business is being done is generally on a cash basis or at a very small margin of profit. The stocks of tomatoes are large and indications point to an unsatisfactory season.

MARKETS—Continued

for fresh caught pike, bass, perch and suckers. Oysters dull and easy. We quote:—Manitoba whitefish, 7½c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; pickerel, 7c.; ciscoes \$1.50 to \$1.75 a hundred, black bass 9 to 11c. a pound; finnan haddie, 9c.; perch, 3 to 4c., as to size; suckers, \$3 per cwt.; oysters, \$1.20 to \$1.25 for stds., and \$1.75 selects.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

HIDES, SKINS, WOOL, TALLOW.

HIDES—Nothing specially new to note. Demand is fair and supply rather light. Car lots of cured have been moving as before at 5¼c. No. 1 cows' is unchanged at 4¼c.

SKINS—Calfskins are quiet and prices are 1c. higher at 9c. There are not many sheepskins coming in and prices are higher at \$1.25 to \$1.50.

WOOL—There are moderate enquiries from the factories for some grades of wool. Fleeces dull and prices nominal. Pulled wools are only in light demand at 21 to 21½c. for supers and at 26 to 27c. for extras.

TALLOW—Is lower, dealers paying 6½c. and selling at 7 to 7¼c. There is considerable offering, but buyers are not caring much about it.

SEEDS

Orders for red clover, alsike and timothy are numerous but small individually, buyers still pursuing a cautious course. Prime red clover is quoted at \$8.85 to \$8.94 and extra choice at \$9 to \$9.15. Alsike runs all the way from \$7.05 for good to \$8.40 for fancy. Timothy sells at \$2.52 to \$2.57 for prime to choice, and \$2.59 to \$2.64 per bushel for choice.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

The Rio News of February 27 says: "The average receipts this month will be nearly 9,500 bags per day, against the estimate

made early in the month of 7,500 bags; the high quotations sent from Rio have undoubtedly had a good deal of influence on planters, but whether receipts for the current crop year of 2,500,000 bags, with four months still before us, should lead to an expectation of an export of 3,000,000 bags is as yet a doubtful question."

Some of the New York grocery jobbing houses have reduced prices for dessicated codfish, owing to reduced cost of whole fish in the primary market.

The close of the week found a very unsettled market in New York for evaporated California peaches, but apricots looked firm and apples rather better than they were a short time ago.

"There has been no advance in refined sugars equal to the jump in raws, and it is reasonable to expect that refined will advance more in proportion to that of raw," was the way a broker put it Tuesday.

Eby, Blain & Co. report that their sales of Indian and Ceylon teas have increased 100 per cent. in twelve months.

The California oranges arriving on the Toronto market this season are of much better quality than last year, being heavier. The packers have also adopted a system of grading according to size, which is well pleasing to the trade. Heretofore California

TORONTO, Feb. 17, '98.

WE—PAYING—ARE

5c.

F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT—Or local pay-orders honoured, 10 days after shipment made.

QUALITY—Bright, dry, and sound, new-crop stock.

Oranges
Lemons
Bananas } Just
Received
Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1786

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
C. C. Warren, Secretary.
Edwin Norton, Vice-Pres.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

SEEDS - Everything for the
Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD.** TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,
HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

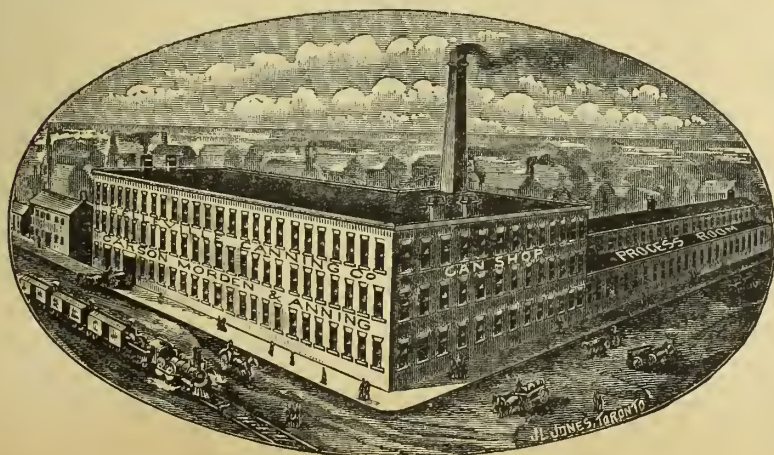
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



oranges were merely known as seedlings and navels.

An exporter told THE GROCER a few days ago that there were still about 5,000 barrels of apples in store here.

New maple syrup is selling here at 80 to 90c. and sugar at 8 to 9c.

Clemes Bros. are receiving two more car loads of Uncas brand Florida oranges. This will probably be the last shipment for the season.

Sterling corn is having quite a sale, and Caverhill, Rose, Hughes & Co. of Montreal, are kept busy supplying the demand.

Tanglefoot is 25c. per case cheaper than a year ago, quotations now being: 1 box, double sheets and two holders, 60c.; 1 case (ten boxes), \$5.25.

J. & J. Colman will supply the mustard to be used at the restaurants in the World's Fair grounds, the first order is for 5,000 lbs.

Crosse & Blackwell have received an order to supply 10,000 gallons English pickles to the World's Fair caterers.

For a new firm the Belleville Canning Co. have done remarkably well. Their entire pack is almost entirely sold and they are preparing to double their capacity the coming season. Messrs. Carson and Morden were in Toronto this week purchasing additional plant. Their experience proves that the canning industry may be made profitable if special attention is given to the quality of goods produced.

There will be several new canning factories in Ontario this season.

The West Lorne Canning Co. are advertising for an expert processor.

Perkins, Ince & Co. are advertising special lines in currants and Valencia raisins.

H. P. Eckhardt & Co. have a few cases of "D" Atlas prunes which they are selling at 7½c.

Davidson & Hay have a line of Roberts' English confectionery in stock. That in imitation of fruits, such as peaches and strawberries for instance, are exceptionally fine.

Latest reports from Calcutta via England are to March 15th, and show a tea movement "roughly 3,500,000 pounds less than for the previous season, which, with say 1,000,000 pounds lost, bring up the deficiency of this season's crop to 4,500,000 pounds, as against that of the previous one, whilst about 3,500,000 pounds less of the current crop have been disposed of than that of last year at this period, thus leaving about 1,000,000 pounds less to sell of the present crop than there was at this time last year for 1891-92 crop, the figures for export being cabled at 106,010,000 pounds (less 1,000,000 pounds lost), as against 109,490,000 pounds at corresponding date for 1892. According to the above estimate, there should remain, roughly, about 8,500,000 pounds, or say about 95,-

000 packages of tea not yet offered, to sell of the present crop, which will be varied according to further exports from Calcutta, which, it is expected, will be merely nominal."

Granulated sugar is higher at 5 to 5½c. and yellows at 3½ to 4½c.

Perkins, Ince & Co., Saturday last, received advices by cable that the Japan tea market was expected to open two weeks earlier than usual. This would mean three weeks earlier than last year, when the opening was a week late.

All the Canadian starch manufacturers have advanced prices about 10 per cent.

W. H. Gillard & Co., Hamilton, report steady increasing trade for their Mallawalla, Dalu Kola, Imperial Congou and Russian Congou, and that every customer who has tried them is delighted with the quality.

The Counter Tea Mixer advertised by W. H. Gillard & Co., Hamilton, sometime ago is being sent to every part of the Dominion.

MONTREAL MARKETS.

MONTREAL, April 6, 1893.
GROCERIES.

The week has furnished a good deal more activity in groceries in more ways than one. In the first place there was the reduction in freight rates which went into effect on Monday last, and this, in addition to the shipment of goods ordered some time ago, led to more new business, so that the week has been a fairly active one all round. Then there was the excitement consequent upon the two jumps in the sugar market, and the fact that it has led to an increased demand which contributed to increase the lively feeling, while other lines have furnished some interesting features also. Sugar is now 1-4c. higher all round, with indications pointing to still higher prices, and syrups and molasses show more steadiness also. Tea, coffee and spices are all firm, although business in them is not so great as in sugar still they furnish a fair turnover, and there are signs of increased activity in their case also in the near future. Payments are reported satisfactory with the grocery men generally.

SUGAR

The sugar market has been the most exciting feature in the grocery trade of the week, prices having jumped up on two separate occasions, and it seems likely that values will go even higher. The first advance came on Thursday last, when granulated was advanced to 4 3-4, and this was supplemented on Monday by a further advance of a sixteenth, to 4 13-16, and the market is firm at the higher level. In fact, buyers in the west at least seem to fear that prices will go higher, for refiners report a much freer demand on this account, and this fact, coupled with the fact that freight rates declined to the regular summer level on Monday last, has led to a more active business all round. Refiners' prices

now are as follows: Granulated, 4 13-16c.; bright yellows, 4 1-8c.; and low grades 3 3-4c.

SYRUPS AND MOLASSES.

Syrups are moving along quietly under a fairly good enquiry, especially good bright stock, but prices are about the same, viz., 1 3-4c. to 2c. per lb.

The local movement in molasses is rather small, but the general position of the market is unchanged. The ruling price for spot goods is about 30c., but one large French house has sent out circulars offering molasses at lower figures. We quote as a nominal range for spot transactions 30c. to 31c.

TEAS.

There is no special activity to note in tea, and as dealers are said to have supplied themselves ahead pretty well, the trade here look for a quiet business in this line for a few weeks to come. Still the jobbers have been moving fair quantities.
(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

Flour continues dull and quotations are purely nominal. The demand for feed is dropping off somewhat, and bran and shorts are quoted a little lower on track.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.75 to \$4.00; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.90 to \$3.00; low grades, per bag, \$1.10 to \$1.25.

MEAL—Oatmeal is \$4.00. to \$4.20 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$17, ditto (on track) \$15, shorts (ton lots) \$17 to \$18, ditto (on track) \$16; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33½ to 34½c.

HAY—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market has made very little progress during the week either in volume of business or in disposition to effect sales. We quote as follows:—Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4 to \$4.15; strong bakers' \$3.75 to \$4.00.

ST. JOHN'S N. B.

There is a fair movement in flour and prices are gradually weakening, as latest quotations will show: Manitoba, \$5.10 to \$5.20; Ontario high grade, \$4.25 to \$4.35; medium patents, \$4 to \$4.15. The oatmeal market is firm at regular prices, \$4.40 to \$4.50. No change in cornmeal, \$2.75 to \$2.85. In feed prices rule high and sales correspondingly small, at \$24 to \$25 per ton.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



TENDERS

INDIAN SUPPLIES

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon of **THURSDAY, 20th April, 1893**, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1893, duty-paid, at various points in Manitoba and the North-West Territories.

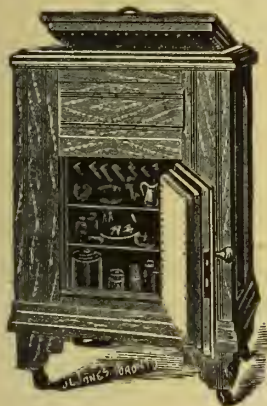
Forms of tender, containing full particulars relative to the supplies required, dates of delivery, &c., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having such authority will be admitted. The lowest or any tender not necessarily accepted.

L. VANKOUGHNET,
Deputy of the Superintendent-General
of Indian Affairs.

Department of Indian Affairs.
Ottawa, March, 1893.

.. REFRIGERATORS ..



Manufactured
by

**KNOWLES
& NOTT.**

BRANTFORD,
ONT.

Send for Catalogue

Our lines in **BAKING
POWDER**
are

"Snow Drift"
"Our Cream Tartar"
and "Crystal"

All Pure and of the Finest Quality.

**THE SNOW
DRIFT CO.,** BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS :
KLEBER, MAY BLOSSOM.

AGENTS :
J. L. SMITH & SON, - Montreal.
EPHRAIM ERB, - Halifax.

The Western Milling Company
(Limited.)
REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.
Pincombe & Sutherland,
STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

Embro
Oatmeal
Mills

D. R. ROSS, - - - **EMBRO, ONT.**
A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal
IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

MONTREAL Markets Continued.

titles, one leading house turning over some 300 packages of Japans between Friday last and Tuesday of this week, which is a pretty good sign. We quote the following range: Low goods, 12c. to 14c.; medium, 15c. to 18 1-2c.; fine, 19c. to 21 1-2c.; and finest 23c. to 31c. Black teas are quiet but firm, and further sales are reported on English account at 7d. to 11 1-2d. A fair demand is reported for green teas at steady prices.

COFFEE AND SPICES.

The local coffee market is firm under a fair enquiry, and we hear of a sale of a round lot of Maracaibo to arrive at 21c. We quote Jamaica, 19c. to 20c.; Maracaibo, 20 1-2c. to 22c.; Rio, 19c. to 21c.; Java, 24c. to 27c., and Mocha, 25c. to 28c., these prices being for strict wholesale lots.

Spices are steady, and we quote pepper 8c. to 9c., Pimento 6 1-2c., and nutmegs 50c. to \$1.

RICE.

There is no change in rice, which rules quiet and unchanged. We quote standard, \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina, \$7.50.

DRIED FRUIT.

A little better enquiry has been experienced for off-stalk Valencia raisins, good sound common selling at 4 1-4c. for round lots, with prime at 4 1-2c., but no jobbing lots could be moved at these prices. Valencia layers are quiet but steady at 6c., sales being mentioned at that figure. Currants are dull at 5 1-4c. to 5 3-4c., supplies being ample.

FISH.

The local fish market is quiet. The stocks are generally small. One firm has a comparatively large supply of haddock on hand which is not considered very desirable property, and some other holders have rather more herring in their stores than they would wish for, but as stated, the market is not clogged with stock. Prices are nominal under the slow demand. We quote: Haddock, 4c. to 4 1-2c.; lake trout, 7c.; whitefish, 7c. to 7 1-2c.; pickerel and dore, 9c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 Mackerel, \$12; do. halves, \$7; C. B. and N. S. herring, \$4.50 to \$4.75; fresh herring, \$2 to \$2.20 per hundred; haddies, 7 1-2c. to 8c.; Yarmouth bloaters, \$1.50 to \$2; frozen mackerel, 7c. to 8c.

FRUIT.

Oranges have been in good demand during the week on account of Easter, but there is no change in prices, which are as follows: Messina, \$2.50 to \$2.75; California, \$3 to \$3.50; Floridas, \$3.75 to \$4; Valencias, \$4.75 to \$5.

Lemons have met with a steady demand from the same cause as the above, and we quote: Fancy, \$2.75 to \$3; choice, \$2.25 to \$2.50; common, \$1.25 to \$2, as to kind and quality.

In dried fruit business has been small and unimportant, and prices are nominal as follows: Dried apples, 5 1-2c. to 6c.; evaporated, 8c. to 9 1-2c.; peaches, 19c. to 21c.;

Bananas are lower in price, choice bunches, \$2.50 to \$3, and fair to good, \$1.25 to \$2.

Cocoanuts are selling in round lots at \$4 to \$4.50, as to quality.

BEANS.

The market is firm but quiet. One or two car lots have been offered without takers during the week, and we quote

choice picked \$1.60 to \$1.65; ordinary to good, \$1.25 to \$1.50, and inferior, \$1 to \$1.10.

HONEY.

There has been very little doing in honey, but one dealer has cleaned out all his comb stock during the week and the supply of it here is small. We quote comb, 12 1-2c. to 13c., and extracted, 5 1-2c. to 7c.

MAPLE SYRUP.

Receipts have been small, what little there is offering selling at \$1 per gallon. New maple sugar in a small way has sold at 8c. to 8 1-2c.

The market is dull, and prices remain about as last quoted, namely, 18c. Brewers are well supplied, and holders will likely have to accept still lower prices.

POTATOES.

Car lots of potatoes have sold at 90c. to 95c. per barrel, and receipts rule light, but once shipments can be made without heating the cars they will increase, and prices are expected to go lower.

EGGS.

The egg market is still easier, and prices lower under heavy receipts, and a falling off in the demand. In fact 15c. was accepted to-day for moderate sized lots, and round lots could be had for less.

BUTTER AND CHEESE

Cheese continues featureless and uninteresting so far as business is concerned. British advices do not indicate any improvement and afford no encouragement on consigned lots, which no doubt will have to be parted with at cost, and possibly in some cases for less, which must be decidedly disagreeable, in view of the fact that a turnover of 1-2c. per lb. profit was possible during the winter months. This position must be discomfiting to those who held stock up west of Toronto, and it now appears that there is more unsold up there than at first supposed, later news to-day placing the quantity at 6,000 to 8,000 boxes, inclusive of the 2,500 odd which were sent forward last week. Under present conditions the possibility of a profitable turnover for this stock are very uncertain.

Butter remains without any particular change, but there is no improvement in the position, rather the reverse, in fact, owing to the advance in the season. The load here consists solely of creamery and attempts have been made to bolster up prices by purchasing, but it seems doubtful in view of the lateness of the season and the conditions elsewhere that this process will be successful. The best late made creamery sells at 22c. and small parcels at that. The fact that really fine dairy stock is practically worked off the market, and that receipts of new are not likely to be sufficiently large to have any influence for a fortnight at least gives holders some chance to lessen their stocks, but it is a slim one. Good dairy sold on lower province account at fully as high a figure as creamery. The news, however, that some 600 packages of Manitoba stock was on the way is disagreeable to holders, for it is not anticipated to be very high class, and will very likely be offered at a low figure, while no one is certain whether it is the last car load or not. We quote the following as about the range: Choice fall creamery, 21c. to 22c.; creamery seconds, 20c. to 21c.; townships dairy, 21c. to 22c.; Morrisburg and Brockville, 20c. to 22c.; Kamouraska stock, 20c.; western, 20c.

MONTREAL TRADE NOTES.

Representatives of the Edwardsburg, the St. Lawrence, and the British American Starch Companies came to an agreement on Saturday last for an advance of 10 per cent. on all starches.

The sugar refiners put up their prices $\frac{1}{2}$ c. on Thursday and another 1-16c. on Monday, making 3-16c. in all.

Western jobbers have been large buyers of refined sugar on the market during the week, both for granulated and yellows.

There are every indications of another molasses war between the French wholesale houses, one of whom has been offering molasses at considerably under 30c. The quotation appears to be hedged with certain conditions, however, and buyers have not taken advantage of it.

Western grocers have been buying maple sugar and syrup in the Eastern Townships pretty freely for forward delivery, sales of the former being quoted at equivalent to 8 to 8 $\frac{1}{2}$ c. here and of the latter at 60 to 75c. in nice small tins.

Chaput, Fils & Co. are offering some special lines of one-gallon tins of canned tomatoes, corn, apples, etc.

Caverhill, Rose, Hughes & Co. report canned goods quiet and prospects not encouraging, especially for tomatoes.

Regan, White & Co. offer some fine lines of Indian tea.

Tomatoes are a large stock on the market here, and Quintal, Fils & Co. are offering at 80c. per doz. some fine assorted cans.

Lightbound, Ralston & Co. have their usual complete assortment of Japan, Ceylon and China teas available to their large circle of patrons.

ST. JOHN, N. B., MARKETS

ST. JOHN, N.B., April 5, 1893.

Trade shows quite an improvement the past week, and with the opening of navigation on our rivers should still further expand. Sugar is quite firm at late advances. Flour somewhat easier. Provisions are steady. Teas more slow and are without change. Canned goods have a steady demand. Fish market well supplied and easier.

Sugar—The market shows an advance $\frac{1}{2}$ to 3-16c. per lb. and very firm tone. Stocks here are light, and some say price will be still higher. We quote: Granulated $\frac{1}{2}$ to 5c., extra C $\frac{3}{4}$ to 4c., yellows $\frac{3}{4}$ to 3 $\frac{1}{2}$ c.

Rice—The market here is some easier and is moving slow. The price quoted is 3 $\frac{1}{2}$ to 3 $\frac{3}{4}$ c.

Dried Fruit—Very little change in values. Off-stalk raisins are selling at 5 to 5 $\frac{1}{2}$ c., Valencia layers 6 to 6 $\frac{1}{2}$ c., prunes 7 $\frac{1}{4}$ to 8 $\frac{1}{2}$ c., dates 5 to 5 $\frac{1}{2}$ c.

Evaporated Apples—Are quoted at 9 to 11c., dried apples 6 to 6 $\frac{1}{2}$ c.

Eggs—Market well supplied, prices steady at 16 to 18c.

Butter—Offering more freely and is selling at 19 to 22c.

Cheese—Choice late make is getting scarce and selling readily at 11 to 11 $\frac{1}{2}$ c., some is offering at 10 $\frac{1}{2}$ to 11c.

Fish—The demand is light and prices have eased off some. Dry Cod, large, are selling at \$4.50 to \$4.75, medium cod, \$3.90 to \$4.25, pollock \$2.25 to \$2.40, smoked herring scarce and higher at 9 to 11c.

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

In 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

CANADIAN CANNED VEGETABLES

FRESH TOMATOES in gallon tins—the fine natural flavor better preserved than in the smaller tins. Suitable for good hotels, boarding houses, and families.

Also full lines of "AYLMER" and "MILLERS" Corn, Peas, Beans and Tomatoes at lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

First Young Hyson

Extra Fine Liquoring,
True Moyune.

SPECIAL VALUE.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

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EXCELLENT VALUE

IN Raw Sugars,
Syrups and Molasses.



Smith and
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SPECIAL LINES--

Currants and
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Write for samples and quotations.

PERKINS, INCE & Co.,
41-43 Front St. East,
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MANUFACTURERS,
107 STRAND Corner of the Savoy
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Vide Sir Walter Scott's "St.
Ronan's Well," Chaps. XVI. and
XXX.
Lord Byron's "Beppo," VIII.

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Importers of Teas

—AND—

Wholesale Grocers
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T. KINNEAR & CO.,
TORONTO,

Are offering special value in

BROOMS

—AND—

BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

PERSONAL MENTION.

Col. McAlpine, the well-known tobacco manufacturer of New York, was at the Queen's hotel last week.

Lloyd Mewburn, of James Turner & Co., Hamilton, is doing the Prairie Province in the interests of his firm.

John Westren, of Westren & Jones, grocers, 419 Yonge street, has been laid up for several weeks with bronchitis.

W. J. Smith, who runs a large general store in Cannington, was in the city last week. He reports business good with him.

Mrs. J. Bond, wife of J. Bond, Gerrard and Seaton streets, has been suffering from a severe cold for two weeks, but is now improving.

J. S. Leighton, Orangeville, a leading merchant of that thriving inland town, was one of the prominent figures in the late Orange Grand Lodge Assembly.

Among the outside buyers who have been in the city during the week are: T. Ballyntine, of Georgetown; G. H. Falconer, of Streetsville; E. L. Farr, of Toronto Junction.

Robert Barron, ex-president of the Toronto Retail Grocers' Association, left last week for a two months' holiday in Scotland. It is also his intention to visit a few of the leading grocery centres abroad.

Mr. Charles P. Clemes, an old Port Hope boy, but now a full-fledged resident of Gotham, was in town yesterday. Mr. Clemes represents Messrs. Frederick de Barry & Co., of 41 and 43 Warren street, New York, agents for G. H. Mumm & Co.'s extra dry champagne. Mr. Clemes bears out the old saying that Canadian boys make the smartest sales agents for U.S. houses.—Toronto World.

Green, Bowles & Co., of Orangeville, report that trade has increased to a very satisfactory extent. The Patron Store, established some months ago, does not seem to have affected the trade of this firm, and there as elsewhere it is only a question of time when consumers will realize that it pays them to deal with firms doing business on business principles.

George E. Church, general merchant, Burk's Falls, was in the city this week buying spring goods. They have had a fair winter's trade in all the northern country, but Christmas trade was not as satisfactory. He manufactures an improved cheese safe. It is octagonal in shape, six sides being glass and the other two perforated tin. It attaches to a rope and weight by which it is drawn up clear of the cheese. It is made of ash and sells at \$5 packed in a crate.

Alexander Turner, of the firm of James Turner & Co., Hamilton, was in Toronto Tuesday. His mission was principally in regard to a portrait of the head of the

Hamilton Provident. Between the puffs of his cigar he told THE GROCER that business in Hamilton, like that in Toronto, was quiet on account of the bad roads, but that a good trade was expected in a few weeks. Business, he says, has been on the whole fairly satisfactory the past winter with the retail merchants of the Ambitious City.

J. A. Killackie, who runs the grocery store at Parliament and Sydenham streets, formerly kept by Mr. Hall, has been laid up for a week or two with inflammation. He is slowly recovering.

ACADIAN SUGAR REFINERY BILL.

The Committee on Private Bills of the Nova Scotia Legislature met in Halifax one day last week for the purpose of hearing argument in favor of the bill to amalgamate the three sugar refineries of the Maritime Provinces.

Mr. Harris, Q. C., who appeared for the company, said that the bill to incorporate the Acadia Sugar Refinery Company contained no clauses which the legislature was not competent to pass and had not frequently granted to other companies, and that he could not conceive of any reasonable objection to it on any public grounds. The facts of the case were that the three refineries interested, those of Halifax, Dartmouth and Moncton, had not been able to make any money for the past three years. If he went into the history of sugar refining in the lower provinces we would find that the refinery at Woodside had been wiped out of existence twice, and a large amount of capital had been sunk in it. That of Halifax had been wiped out once, involving another large loss of money, and the Moncton refinery had never made anything for the shareholders. The Halifax refinery, after it had been closed, was bought up at a very low figure, and under new management had been able to make large returns to the stockholders for two years, but this was largely a matter of luck. But as he had said before none of the three refineries which sought amalgamation by the bill had made anything for the past three years. There were six refineries in the Dominion, one on the Pacific Coast, two at Montreal, and the three in the Maritime Provinces. The two refineries at Montreal refined three times as much sugar as the three down here. Because of their large production and cheaper management it was impossible for our refineries to compete with them. The object of the bill was to lessen the expenses of our refineries so as to enable them to compete with their Montreal rivals. In order to preserve the existence of the Halifax, Dartmouth and Moncton refineries they must be amalgamaed under one management. It was the only way by which the shareholders could save the money they had invested. There would be one board of directors instead of three, which

would be a large saving, and besides this one business staff would do the work of the three which now exist. The committee would be surprised to learn the amount of money expended by the three refineries in the purchase of raw sugars. It amounted to three and a half millions a year. They consumed 50,000 tons of coal. If the three refineries were brought under one management it was felt that a large saving could be made on purchases. Each refinery now keeps an agent in each of the principal cities of the Dominion. These men are being paid for work that one man would do if the refineries were amalgamated. A saving would be made on insurance which now costs \$25,000 a year. If this amalgamation took place there would be a distribution and classification in the purchase and refining of different kinds of sugar which would tend to more effective and profitable management. In several ways expenses would be largely reduced and a prospect of fair dividends would be opened up which do not exist now.

In reply to a question he said that he thought the consumers could not be hurt by having the cost of the production decreased. Seventy-five per cent. of the sugar produced by these three refineries is sold west of the Maritime Provinces. If they tried to raise the price of sugar down here the Montreal refineries would at once send their sugar down and block the game. As an illustration of the keenness of competition, and the suddenness with which commercial men take advantage of a rise in the market of any commodity in which they are interested, he said that last summer the Chicago dealers raised the price of sugar, and immediately the Nova Scotia refinery sent 20,000 barrels to that market, clearing handsomely by the transaction. But down went the price, and the Chicago dealers found their efforts to squeeze consumers fruitless. He contended that it would be utterly impossible for the Acadia Sugar Refinery Company to raise the price to the consumers a sixteenth part of a cent. And that was not the intention. It was simply to consolidate management and save expenses, so as to keep from being swamped, that the bill was before the legislature. They wanted to reduce the cost of production so as to be able to compete with Montreal. It just came to this point, that if they could not do this they must go to the wall and close down completely. That was the sole question. He said that it had happened that a cargo of raw sugar coming into Halifax was competed for by the three refineries, with the result that the cost of the cargo was increased. In this case he could not see any advantage to the consumer by the competition. The Montreal refineries, by doing business on a much larger scale than any of our refineries, could possibly produce cheaper, and there could be no equal competition with them. But by amalgamating our refineries this could be done and their existence saved.

Ald. Boak stated to the committee that the Nova Scotia did not pay a dividend of one per cent. last year, the Dartmouth refinery had declared none at all, and neither had the Moncton refinery. As a matter of fact not one of these refineries had made any money for the past three years.

The committee will again consider the matter.

**CARD'S CELEBRATED
CANADIAN TOMATO CHUTNEE.**

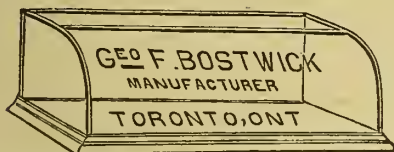
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Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbound, Ralston & Co., Montreal; Bates & Sons, Ottawa; Whickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

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Mantels, Grates and Tiles, Office and Store Fittings and Furnishings.

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Famous Riverside, just
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96's and 112's \$2.50 Box
126's, 250's and 288's \$2.75 Box
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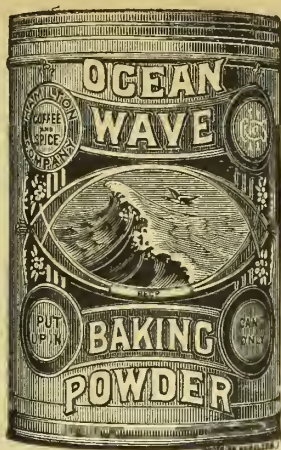
W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.



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Wholesale and Retail
Trade

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**THE HAMILTON COFFEE
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HAMILTON, ONT.



**DOES THIS
CATCH YOUR EYE ?**

A PORTABLE

XL COFFEE ROASTER

Roasting Fresh Coffee every day
will catch your customers much more.

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Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

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TIN SIGNS, Lithographed and Japanned.

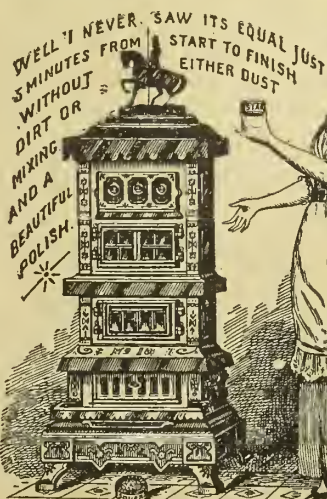
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I'VELL NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT DIRT OR EITHER DUST
MIXING
AND A
BEAUTIFUL
POLISH.



SILVER STAR STOVE POLISH
BLACK
BRILLIANT
BEAUTIFUL
This polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
the labor.
Sold every-where.

F. F. DALLEY CO. OF HAMILTON LTD

SPICES.

Considerable confusion exists in the minds of many people as to the nature of spices. Most of these possess a lightly stimulating effect, and are actual aids to digestion. Of the common spices, nutmeg is probably the most used, says a contemporary. It is a native of the Molucca or Spice Islands, and grows directly under the Equator. Mace is the inner coat lining of the hull of the nutmeg. The nutmeg in its coat of mace, with the outer hull surrounding it is often displayed as a curiosity in spice shops. There are two kinds of nutmegs—the long, slender shape, which grows wild, and the round, which is a cultivated nut.

The latter is more oily and much better than the wild nutmeg. By scraping the side of a nutmeg with the finger and noticing whether the oil flows, we can guard against the worst fraud in this spice—the “soaked” nutmeg. Large quantities of nutmeg and other spices which are bought are soaked in water to relieve them of their oil. These are afterwards sold, of course at a low price, but they have lost their efficacy as a spice in losing their oil and are little better than the celebrated wooden nutmegs. Always begin grating at the flower end of the nutmeg, instead of the stem.

The clove tree grows all over the tropical world, and the clove of commerce is the unexpanded flower-bud of the tree, and is the most fragrant of any part of it.

Cinnamon spice is the inner bark of the cinnamon tree. It grows in China and Ceylon, and is cultivated in the West Indies and South America. A good deal of the heavier, coarser bark, and the coarse bark of the cassia tree is sold as cinnamon. The best cinnamon is hardly thicker than paper, and is of rather light color.

Allspice, unlike other spices, is a berry. It is gathered when it is still green and dried in the sun. Jamaica allspice is among the best. It is of a mild flavor and is not very much used in the cookery of to-day.

The flower buds of the cassia tree are imported in considerable quantities annually, and are used chiefly in cooking for flavoring sweet pickles, to which they impart a delicate flavor, different from cinnamon.

Ginger, as everyone knows, is a root which grows all over the tropical world, in Asia, Africa and America. White ginger is composed of the best part of the root, from which the outer skin has been taken off. The ground ginger of commerce is largely adulterated with tumeric, flour, and various cheaper materials.

In buying spices it is always cheaper to buy the best known brands.

ASSOCIATION GOSSIP.

The Southern Wholesale Grocers' Association completed its second annual meeting at St. Louis on the 25th ult. The committee on direct importation through Southern ports and the Nicaragua committee made several reports, which were adopted. J. H. Martin, of Memphis, Tenn., was unanimously elected president, but he declined to serve, and placed in nomination T. O. Morris, of Nashville, Tenn., who was made the unanimous choice of the convention. Other officers elected were as follows: First vice-president, E. G. Leigh, Jr., of Richmond, Va.; second vice-president, E. G. Scudder, of St. Louis.

The members of the Coventry Grocers' Association has decided to continue to sell granulated sugar at a fixed price. It appears that some of the members had broken the agreement first made on account of the competition of non-members.

At the annual meeting of the Blackburn and District Retail Grocers' Association the report among other things said: “We want all workers, and no drones. Grocers' associations must eventually be a benefit to every grocer. Take the paper-weighing case in Wolverhampton. Through the work and energy of that association in defending one of its members who was prosecuted for weighing paper with sugar, it is now recognized as perfectly legal to weigh paper with every article sold. This trial entailed considerable expense, and every grocer throughout the country has been benefited by their action, and your committee thought they could do no less than forward one guinea to Wolverhampton towards that expense. If they could have afforded it they would have sent more.”

The Hartepools Grocers' Association is already taking steps to dispense with gifts next Christmas, and a number of storekeepers have already pledged themselves. There is nothing like taking time by the forelock.

The early closing movement seems to be making good progress in England. At the annual meeting of the Liverpool Association the president said that it had brought a ray of sunshine into most of their lives. Some of them, he thought, were getting too old to reap much of the advantage of the system of shorter hours which he expected they would be enjoying within the next few years; but the prospect of greater leisure was cheering and encouraging to most of them. Many of them had been slaves all their lives, and they could not help feeling hopeful and thankful that the time was soon coming when they would be no longer required to lead the lives of slaves behind the counters, but that their assistants and sons would soon have leisure from the work which would otherwise become wearisome and irksome to

them. Half-past seven instead of nine or nine-thirty was a very considerable improvement. He felt certain that the time might be made in regard to the ad come when a considerable curtailment of closing on Fridays and Saturdays.

CRITIQUES ISSUE MARCH 31.

Maclaren of cheese fame gave us a call the other day. He is a good specimen of the go-a-head Canuck, and his cheese is of course “the best.” He gave us the proper grip and asked us up to Stratford, which was brotherly, anyway.

The article on canned lobster ought to be interesting to the pretty customer who declares that she can buy a whole lobster for 20c. when you ask her that sum for a can.

That article on “The Tea Expert” is all right, only in civilized stores they surely provide spoons for tasters to sip with. Drinking out of the same cup with some persons is certainly not nice, nor is it proper to do so with anyone.

Colman of mustard notoriety must be as good as his celebrated product. That is a high plane on which to live and pretty hot too.

The pedlars' evil is an important one, but not quite so blue as painted by that King street merchant. The pedlars have not made business so unprofitable, but rather the storekeepers themselves, by reason of their senseless cutting and slashing. If half the work put into suppressing peddling, had been employed in cleaning up old stock, and pushing good goods at fair prices, there would be more satisfaction on hand now.

Yes, nic-nacs pay. Crowd them in, boys, and push them for all they are worth; for instance, tacks pay better than coal oil, and do not flavor everything within long range.

If starch would only go up; we have such a nice supply.

That everlasting burden to the storekeeper—something for a leader, is very well written about in the article “What Have You to Sell?” There is no use talking, but active, energetic wits are what is required in the trade. There are so many stores that if you are the same-looking as they are you will make no great mark. Chalk out a distinctive course and work it up incessantly, and success will surely follow.

STRIGHT MOYUNE.

“Strictly fresh laid eggs warranted 23 cents a dozen,” are advertised by a Waltham dealer. The buyer finds out when she comes to use them whether it was the price the dealer warranted or the eggs.—Globe.

We are now booking
orders for Spring Shipments



BATTY'S World . .
Renowned

PICKLES, SAUCES, JAMS, JELLIES,
MARMALADES, ETC.

25 Finsbury Pavement, **Wright & Copp,** Dominion Agents **Toronto**
LONDON, ENG.

.. SNIDER'S ..

HOME-MADE



**TOMATO CATSUP, CHILI SAUCE,
AND SOUPS.**

Are wonderful Productions, beyond Competition wherever Introduced.

For Sale by Wholesale Grocers, or

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... HIGHLAND ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
EVAPORATED
CREAM Unsweetened

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

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FOR SALE BY ALL WHOLESALE GROCERS

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HALIFAX, N. S.

TRADE FAKIRS.

The present is the century of revolution—it is as well the age of evolution, remarks a contemporary. It is a revolution of ideas—ideas of business, ideas of life, ideas of all departments of science, ideas appertaining to all the many things with which men deal in the material and mental world. It is the day of evolution, when man, dissatisfied with the incompleteness of finite, seeks relief in setting up a theory as to the birth of all things, and tracing the progress of development through successive stages until they reached a present standard of excellence. And it is interesting. Business has been completely revolutionized as civilization has advanced, and new ideas are being continually developed to lighten burdens and to dispatch work. It is the result of a natural revolution, but one which has not yet been put into written record, and it may not be necessary. The essential is that "it is." Business progress is commercial greatness, and commercial greatness is national prosperity. It tells its own story; it writes its own history; it stamps itself upon the earth with buzzing wheels, whirring belts and rumbling machinery, and men of muscle and of mind combine to transmit it all to posterity. Yet the written history of its evolution would be valuable.

For instance, it would be of interest to know who was the first business man, what pursuit he was engaged in and what were his methods of conducting business. It would be a difficult matter to answer such questions and then to trace that particular line of business in all its development in all countries from that time to the present. The theory of the descent of man, as indicated in the principles of evolution promulgated by Darwin, is somewhat analogous and comparative. Then there are modern lines of business and modern methods of carrying them on. Who can conceive of the countless ages which have been the father to their birth? Take the "drummers" or commercial travellers—those steam engines of trade to-day. Competition in business, extension of trade and desire for greater business evolved them, and a continuation of these with present necessities will continue them in existence. Then there is the entrance of women into business in large numbers, with the problems and theories thereby created for consideration and solution, competing as they do, not only with the commercial men, but men in many branches of trade—who will write the history of their influence and activity? To give the date of their appearance upon the stage of commercial activity, to write of their indispensableness to trade, to enumerate businesses built up by them and now dependent upon their efforts, is to go back many years, and to put in black and white that which is already known and admitted.

And the fakir—what of him? Whence

came he? Who was his godfather? Who is responsible for his birth and existence? Has he a father? has he a mother? What is he, what does he and how does he? How many of these questions have been answered? Who has attempted to answer them all, and how truthfully or with what success? Is it sufficient to say—to admit—that he exists; that he is an actuality, an accomplished fact and not a theoretical being or phantom of the imagination, and let it go at that? Is he not rather a part, a feature of trade, and as such deserving of recognition? What treatise on modern methods of business would be complete without one chapter appropriated to the history of fakirs, if not for the field they cover, the burdens they bear, or the necessity they are, then at least for the uniqueness of their position, the novelty of their methods, and their general relation to trade?

There are different kinds of fakirs, and while some endure the most horrible tortures, subject themselves to terrible humiliations and perform extreme penances, others are highly regarded by their countrymen and are reputed to have great powers of jugglery. One class in particular is highly honored. It includes the children of poor parents who pass their lives in retirement in mosques devoted to the reading of the Koran and the study of the laws until they become qualified for the duties of Mollahs or teachers of theology. In their religious belief they are divided into Mutekelim and Sofis. Their succession is hereditary, and extends from the "Muhrid" to the "Taj."

Whether or not the modern fakir is descended from the fakirs of India or have coursing through their veins any of the royal blood of the king fakirs of Egypt, or have a genealogical connection with the Mollahs or Rufai, it is impossible to say, but enough is given of the traits and habits of the fakirs of the East to show the connection or resemblance, if any, which the fakir of those countries has to the American fakir of modern trade. If the latter has no consanguineal connection with them, there are some similarities between the two which would lead to the supposition that the term smirking of jugglery deception, theft and imposition, cunning and shrewdness, lowliness of birth and humbleness of application, has been snatched from its Eastern and romantic surroundings and made to do service in the Western world of business as a cognomen of the commercial fakir. "El fakr fakhri," said the Prophet. That is the real origin of the name of fakir, and our fakir of to-day carries emblazoned, not upon any banner held aloft, but upon his whole person and attire, the English translation, "Poverty is my pride."

As we have seen, there are fakirs and fakirs, but the fakir to whom we would call attention is the type of that class which is so common to, and yet about which so little is known by the average New Yorker. He

is a modern production, and trade evolved him. He is not a nonentity, yet he is dispensable, and while dispensable, is doubtless a fixture. He has grown year by year, and his food has been the carrion of failures—the more of them the more he waxes. He is some men's friend, and all men's enemy. His business conflicts with honest, heavily taxed, burden enduring tradesmen and good citizens. He corrupts trade, yet is part of and adds to it. He is the outlet for the disposition of otherwise unsalable goods. He is the bankrupt's friend and the pedestrian's worst enemy. He is a highwayman in a civilized country, a thief on the city's curbstones, an extortioner and deceiver who makes guileless youths and men, who should know better, pay good money for worthless or damaged goods.

He comes from dives by day to play at the fancy game of gulling a witless public, and sleeps himself in the same dive by night to rehabilitate his capacity for pursuing his daily occupation in the morning at the curb toy shop. Yet he is considered by some as the beginning and the end of trade—the first and the last, the Alpha and Omega of commercial activity and material prosperity. Possibly he is, but it is in the very limited sense that he disposes of goods—trash is a better name—which have failed for one reason or another to command a sale through the regular channels of trade, and gets rid of others which cannot and never have reached those channels. The fakirs of India are said to number 1,000,000, and there are estimated to be at least 10,000 of the modern fakir in the metropolis. In spite of their lowly life, their humble occupation and the rough treatment which they sometimes receive, they are on the whole a jolly set when off the street and gathered together in their rendezvous at supply headquarters.

The majority of them are in business for themselves on a very small scale, while a small number, say 200 or 300, work on commission for a syndicate. None of these are known to their fellows by their correct names. Nicknames are the fashion, the name generally having reference to some fad to which they are known to be attached or some incident which has occurred in their lives. Fakirs are not all of local production. They are travellers, tourists, and go from one city to another, but wherever they go and wherever they are located they are known and called by their nickname. Look in upon them some time and listen as they talk to one another. Their words are all slang and almost incomprehensible to the general understanding, while each is called by the sobriquet with which he has been dubbed. "Dickeye," "Kid," "Buster," "Topsy," "Plum," "Ju-Ju," "The Jew," and "Darby" are specimens of the names which will be heard.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

HOW BOTH WAYS WORK.

Lionel rules are more apt to mark the policy of a mutton head than of a wise business man, says an exchange. It is a good rule never to be out of any staple article, but to make it a rule, as has been done, never to admit that an article asked for is not in stock, is a poor one.

Here's a case in point. A customer quite well versed in molasses asked a grocer with whom he traded a good deal if he had some nice New Orleans molasses. The reply was: "I suppose I have some of the finest New Orleans molasses that ever came to this town." It was

bought, and it turned out to be Porto Rica or Demerara, or something else, certainly not New Orleans.

Later on the customer called for the article desired at a neighboring store. The reply was:

"We have some New Orleans, but not a very fine quality. In a few days we shall have some new crop in that will probably suit you better, if you want a nice article and can wait."

The customer could wait, and thereafter bought not only his molasses but all other supplies of this grocer.

Such little acts of humbuggery seem inexpressibly short-sighted and foolish. They are so easily detected that the

chance of fooling anyone except very briefly, is really quite small.

Mankind is suspicious anyhow, and expects to be cheated at every turn. Business confidence is a plant of slow growth and once wrecked can hardly be put together again.

A grocer's trade is not transient. He does not rely upon making one big sale and never seeing his customer again. He must have the steady, constant patronage of the same people day after day. He, then, perhaps more than any other class of tradesman, needs to see carefully to it that his goods are exactly as represented, and to remember that he cannot be too particular to get and keep the good-will, respect and confidence of his customers.

Butter Tubs .

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.

HAMILTON.



Licorice Lozenges

Manufactured
exclusively by

YOUNG & SMYLYE,

BROOKLYN, N.Y.

These Goods can be obtained
from any of the leading first-class
houses in Canada.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHRUP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.

BUSINESS CHANGES.

SALES MADE OR PENDING.

The general stock of N. A. Mansfield, Cowansville, is advertised for sale.

The grocery business of the late James Beilby, is advertised for sale by tender.

Frank Saforcade, general merchant, Victoria, B. C., advertises business for sale.

The general stock of Duncan Sinclair, Alvinston, is advertised for sale by auction.

The stock of Cross & Norris, grocers, etc., Drayton, is to be sold by auction 10th inst.

The general stock of Henitzman & Gaiser, Shipka, Ont., is advertised for sale 6th inst.

The stock of O. Grenier, tobacconist, Quebec, has been sold at 39c. on the dollar.

W. H. Dobson of Rocklyn, general merchant and hotel-keeper, advertises hotel for sale.

The stock of Robert Morgan has been sold by auction to F. T. Thomas at 21 cents in the dollar and the book debts at 35½ cents.

The stock of A. J. McTavish, of Exeter, has been sold by J. W. Jones to G. G. Johnston, of Palmerston, at 65½ cents on the dollar.

CHANGES.

John L. Brown, grocer, Rat Portage, has sold out to F. A. Campbell.

W. J. Clarke, general store, Woburn, has been succeeded by W. Secor.

B.P. Quarry, general merchant, Centralia, has been succeeded by P. Hanlon.

Lambert Bros., general merchants, Craven, have sold out to E. C. Davidson.

A. Gillespie, general merchant, Creemore, has been succeeded by Earle & Creighton.

Miss T. Vincent has succeeded Thomas White in his grocery business at Courtland.

Cooley & Miller, groceries and restaurant, Souris, Man., have sold out to S. Johnston.

James Cunningham, grocer of Borden St. and formerly of Queen street east, has sold out his business.

W. B. Young, of Forest, has sold his egg packing business to Scott & Gillis, of Strathroy. Mr. Young will remove to Charlotte, Mich.

PARTNERSHIPS MADE AND DISSOLVED.

H. H. Fauquier & Co., produce, Vancouver, have dissolved.

Wolfenden & Annadale, grocery, New Westminster, B.C., have dissolved. T. S. Annadale continues.

A. Lavigne and A. Desrosiers have been registered proprietors of the firm of A. Desrosiers & Co., grocers, Montreal.

The firm of S. Oland, Sons & Co., Halifax, have dissolved, and J. C. and G. W. Oland will continue the business under the old style. Mr. Jago has transferred to Messrs. Oland a tanyard and field at Dartmouth, the consideration mentioned being \$10,000.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. T. E. Lapage, grocer, Chelmsford, Ont., has assigned.

It is said the liabilities of L. A. Gurnett & Bro., Woodstock, will exceed over \$8,000.

Mr. Gurnett, of Ancaster, the father, has made a claim for over \$3,000. The assets amount to \$3,938, and the stock and effects are advertised for sale by the sheriff.

Olivia Brouellet, grocer, Montreal has assigned.

A. Balduc & Frere, grocers, Quebec, have suspended.

E. Morgan, grocer, Smith's Falls, has assigned to O. Carss.

J. A. Laurin, general merchant, Sorel, Que., has assigned.

R. M. Ballantyne, boots and shoes, Atwood, has assigned.

Richard Kincade, general dealer, Wallace, Ont., has assigned.

Joseph Phoenix, grocer, Victoria, B.C., is reported to have left the city.

G. W. Ship, general storekeeper, Ailsa Craig, has assigned to E. B. Smith.

The Oriental Traders' Company, of Vancouver, B.C., has made an assignment.

J. T. Foster, general dealer, Dornoch, Ont., has assigned to Charles Moore.

Richard Kincade, lately a merchant at Wallace, has assigned to John Hossin.

J. T. Craig, general merchant, Oxbow, Man., has secured an extension from his creditors.

F. W. Ferguson has been appointed liquidator of the estate of Allen Bridges & Co., bankers, Winnipeg.

J. J. Scanlan, of the Canadian Pacific Hotel, Toronto, has assigned, with liabilities amounting to \$17,000.

Arthur Greenwood, restaurant keeper, Montreal, has assigned at the demand of John Greenwood, with liabilities of about \$5,000. The principal creditors are Rubenstein Bros., \$2,200, and J. Greenwood, \$2,603.

Robert B. Abbott, of Brinston's Corners, and William Rannie, of Caledonia, Cath., general merchants, have assigned.

FIRES.

J. S. Douglas & Co., boots and shoes, Winnipeg, Man., have been burned out; insurance \$12,500.

Jeffrey's boot and shoe store and Buckley & Co., grocery store, Niagara Falls, was damaged by fire and water March 31.

A fire broke out in the boot and shoe and grocery department of J. J. English's store, Hastings, about 2 o'clock Monday morning, its origin is supposed to be due to a defect in the chimney. The loss on boots, shoes and groceries is estimated at \$2,500, on a stock of between \$4,000 and \$5,000. The loss will be fully covered by insurance.

DEATHS.

Thomas Carter, grocer, Chatham, is dead.

E. Blair, of the firm of Pritchard & Blair, general merchants, North Wakefield, Que., is dead.

John A. Mills, late city traveller for Dalton Bros., and formerly of Mills Bros., died at his residence, 101 Winchester street, Saturday morning. Deceased had been ill

for some time with a complication of diseases. A wife and three or four children are left to mourn his loss. The interment took place Monday.

John A. Peebles, who was burned to death about a month ago in a hotel fire at Yokohama, Japan, was a brother of C. H. Peebles, grocer, Hamilton, Ont. Deceased was well known in Hamilton, having years ago been employed by the firm of McInnes & Co. At the time of his death Mr. Peebles was a commission merchant, buying Japanese goods for Canadian merchants and selling Canadian goods there.

Mr. James Morgan, Sr., died the other day at his residence at Maisonneuve after a brief illness from bronchitis. Mr. Morgan left Glasgow for Montreal forty years ago, and became a member of the firm of Henry Morgan & Co., with which he was connected until three years ago, although he took no part in the management of the firm during the past fifteen years.

THE ADVANCE IN SUGAR.

During the past week or ten days there has been a very material improvement in the price of sugar. In London, the world's great sugar market, there has been an advance of 4½d per hundred-weight, while in New York there has been a gain of ½c. The principal improvement, however, has been in Cuba, and as the bulk of the next six months' supply for this country is to come from that island, the significance of the great firmness there will be realized. It will be remembered that during the marketing of the Louisiana crop there was a very large demand from speculators and dealers, who had such confidence in the statistical position of sugars that they were willing to lay by liberal stocks, in the confident expectation of being able to sell at a good profit during the summer months. As matters now stand this confidence appears to have been fully warranted, and there is reason to hope that the sugar taken off the market during the busy season will net a good profit to its possessors. The successful outcome of the speculative movement of last winter will be of advantage to the sale of the next crop, because if the dealers and speculators meet with good fortune in their transactions the present season, they will be prepared to again take a hand in the handling of next season's crop. The great advantage of this speculative trade in marketing the crop was made very apparent a few months back as it not only furnished healthy competition, but kept up a range of prices which netted most satisfactory results to the Louisiana sugar planters.—New Orleans Picayune.

Judge—"You are accused of stealing ten pounds of fish. Have you anything to say in your defence?" Prisoner—"Sure, you wouldn't expect a man to be stealing meat in Lent?"—Indianapolis Journal.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

GOOD BUSINESS CHANCE—FOR SALE, general store—building, stock, dwelling house, warehouse, and wharf. Situated on C.P.R., British Columbia. Stock amounts to \$8,000. Doing a business of \$25,000. Stock will be sold at valuation. Address X. Y., New Westminster, 16

A GOOD BUSINESS for sale at Young's Point, near Lakesfield. Splendid opening for party with push and small capital; stock light and good, no dead goods in store. Rent low. Business chiefly cash—Reason for selling, present proprietor going to the old country. For further and full particulars apply to Jas. Stewart, Youngs Point, Ont., or W. H. Seyler—care Eby, Blain & Co., Toronto. 15

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first-class Canned Goods Agency.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.

" W. S. Goodhugh & Co., Montreal.

" Tees & Persse, Winnipeg.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

SEEDS Clover, Timothy
and Grass Seeds

Samples and Prices upon Application.

Wm. RENNIE, Toronto, Ont.

"HAPPY THOUGHT"

Counter Check Books

A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required; yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are \$1 per hundred lower than any other check book on the market. Made in any style and size.

Samples and price list free on application.

J. K. CRANSTON,
Wholesale Dealer in Store and Office Supplies,
GALT, ONT.

Mention this Paper.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.

Japan Nibs 12½c. and up.

Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

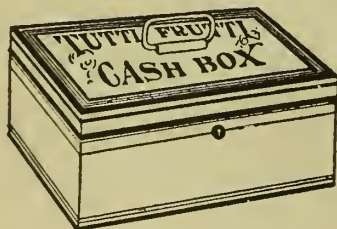
E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.			
			
MELTONIAN BLACKING (As used in the Royal Household) Renders the Boots soft, durable and waterproof.	MELTONIAN CREAM (white or black) For Renovating all kinds of Glace Kid Boots and Shoes.	ROYAL LUTETIAN CREAM The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.	NONPAREIL DE GUICHE Parisian Polish For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

GENERAL STOCK OF MERCHANDISE AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.
6d. and 1s. Tins.

NIXEY'S
"INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

TORONTO.

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese, and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, April 6, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
3 1/2 lb. cans, 1 and 2 doz in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25
Dunn's No. 1, 1n tins.	2 00
" " 2 " " "	75
Cook's Gem, 1n 1 lb pkgs.	\$1 75
" " 7 oz pkgs.	85
" " 2 oz " "	40
" " 5 lb tins.	65
" " bulk, per lb.	12

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
3 1/2 lb. cans, 1 and 2 doz in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25
Dunn's No. 1, 1n tins.	2 00
" " 2 " " "	75
Cook's Gem, 1n 1 lb pkgs.	\$1 75
" " 7 oz pkgs.	85
" " 2 oz " "	40
" " 5 lb tins.	65
" " bulk, per lb.	12

Empire, 5 dozen 4 oz cans.	Per doz \$0 75
" 4 " "	1 15
" 2 " "	2 00
" 1/2 " 5 lb cans.	9 00
Bulk, per lb.	15

COOK'S FRIEND. (In Paper Packages.) Per doz

Size 1, 1n 2 and 4 doz boxes.	\$2 40
" 10, 1n 4 doz boxes.	2 10
" 2, 1n 6 " "	80
" 12, 1n 6 " "	70
" 3, 1n 4 " "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
6 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases.	75
" 1 lb, 2 " "	1 30
" No. 1, 2 " "	1 90
" 1 lb, 2 " "	2 20
" 5 lb, 1/2 " "	9 60

DIAMOND BAKING POWDER.	
1/2 lb. tins, 4 doz cases.	0 67 1/2
1 lb. " 8 " "	1 17
1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs.	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nico Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3.	4 50
" " 5.	8 00
" " 10.	9 00
Japanese, No. 3.	4 50
" " 5.	7 50
Jaquot's French No. 2.	3 00
" " 3.	4 50
" " 4.	6 00
" " 5.	9 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1.	9 00
" 2.	4 50

F. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.	\$2 00
No. 4.	1 25

P. G. FRENCH BLACKING.

No. 4.	per gross \$4 00
No. 6.	4 50
No. 8.	7 25
No. 10.	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 50
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes).	4s 3d 1 50
6 1/2 lb. in large 1/2 d. pkts, 1 gross.	8s 6d 3 00
13 lb. in large 1/2 d. pkts, 2 gross.	7s 6d 2 50
13 lb. in large 1d. pkts, 1 gross.	7s 6d 2 50
Reckitt's Black Lead, per box.	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz.; or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square 1n 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 80
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 8 strings.	2 40

CANNED GOODS.

Apples, 3's.	Per doz \$0 95 \$1 00
" gailons.	2 00
Blackberries, 2.	2 00 2 25
Blueberries, 2.	1 00 1 10
Beans, 2.	0 90 1 00

Peerless

PAYS YOU a better profit than any other.
Unequalled in Quality.
Guaranteed to Please.

Washing

See our Travellers, or write to
Pure Gold Mfg. Co.
TORONTO

Compound

Prices Current Continued—

Corn, 2's.....	0 87½	1 00
" Epicure.....	1 15	
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 40	2 10
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard.....	1 50	1 60
" Dawson Blue.....	1 50	1 60
Pumpkins, 3's.....	0 95	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	1 40	2 10
Strawberries, choice 2's.....	2 15	2 25
Succotash, 2's.....	1 65	
Tomatoes, 3's.....	0 85	1 00
"Thistle" Pinnan haddies.....	1 50	
Lobster, Clover Leaf.....	2 75	
" Star.....	1 35	
" Impr'l Crown flat.....	2 60	2 70
" tall.....	1 90	2 00
" Other brands.....	1 80	2 00
Mackerel.....	1 10	1 35
Salmon, talls.....	1 45	1 60
" flats.....	1 70	1 80
Sardines Albert, ¼'s tins.....	13	
" ½'s.....	20	
" Sportsmen, ½ genu- ine French high grade, key opener.....	12½	13
Sardines, key opener, ½'s.....	10½	
" Martiny, ¼'s.....	10½	
" ½'s.....	17½	18
" Other brands, ¾'s.....	11	16 17
" P & C, ¼'s tins.....	23	25
" ½'s.....	35	36
Sardines Amer., ¼'s.....	6½	
" ½'s.....	9	11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" " 2 ".....	2 70	2 80
" " 4 ".....	4 80	5 00
" " 6 ".....	8 75	9 00
" " 14 ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" " 2 ".....	2 60	2 75
" " 4 ".....	4 75	
Par Ox Tongue, 2½ ".....	9 50	
Ox Tongue.....	7 85	8 00
Lunch Tongue.....	3 25	
" " 2 ".....	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" " 2 ".....	4 00	
Soups, assorted.....	1 35	
" " 2 ".....	2 25	
Soups & Bouilli.....	1 80	
" " 6 ".....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, ¼ lb cans.....	1 40	
Devilled Chicken or Turkey, ¼ lb cans.....	2 25	
Sandwich Ham or Tongue, ¼ lb cans.....	1 50	
Ham, Chicken and Tongue, ¼ lb cans.....	1 25	

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	1 50
Tutti Frutti cash box 800 ".....	6 00
C. R. SOMERVILLE.	
Mexican Fruit, 36—5c. Bars.....	1 20
Pepsin (Dyspepsia), 20—5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dnde Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.S

Chocolate—	Per lb
French, ¼'s.....	6 and 12 lbs. 0 30
Caracacas, ¼'s.....	6 and 12 lbs. 0 35
Premium, ¼'s.....	6 and 12 lbs. 0 30
Sante, ¼'s, 6 and 12 lbs.....	0 26
Diamond, ¼'s, 6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, ¼'s, 8 & 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18 ".....	20
" Rock.....	32
" Bulk, in bxs.....	18

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37½

BENSCHORP'S ROYAL DUTCH COCOA.

¼ lb. cans, per doz.....	\$2 40
½ " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caracacas, ¼'s, 6 lb. boxes.....	0 40
Vanilla, ¼'s, ".....	0 40

"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pnre, unsweetened, ¼'s, 6 lb bxs.....	0 40
"Fry's" Diamond ¼'s, 6 lb bxs.....	0 26
"Fry's" Monogram, ¼, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, ¼'s, 1 doz in box.....	2 40
" ¼'s, ".....	4 50
" 1 lbs, ".....	8 75
Homopathic, ¼'s, 14 lb boxes.....	0 34
" ¼ lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (½s).....	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins).....	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracacas Chocolate.....	23
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc.....	26-27
Mott's Cocoa Nibbs.....	5
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22½ & 24	
Mott's Conic Chocolate.....	33c-43
Mott's Sweet Choc. Liquors.....	21c-31

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box.....	7 25
Hygienic Cocoa in ¼ lb tins, 12	
24 and 36 lbs in box.....	3 75
Hygienic Cocoa in ½ lb tins, 12	
24 and 36 lbs in box.....	2 25
Cocoa Essence, pkgs, 2 and 4 doz	
in box.....	1 40
Iceland Moss, in ¼ lb pkgs, 6 and	
12 lb boxes.....	0 35
London Pearl, in ¼ lb pkgs, 6 and	
12 lb boxes.....	0 30
Soluble (bulk) No. 1 in 15 and 30	
lb boxes.....	0 20
Soluble (bulk) No. 2, in 15 and	
30 lb boxes.....	0 18
Soluble (bulk) No. 2 in 5 and 10	
lb tins.....	0 20
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, ½ and ½ in 6 and	
12 lb boxes.....	0 40
Diamond, ¼'s, 6 and 12 lb boxes.....	0 24
8s.....	0 28
Mexican Vanilla, ½ and ½ in 6	
and 12 lb boxes.....	0 35
Sweet Ceylon, ½ and ½ in 6 and	
12 lb boxes.....	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes.....	0 30
Royal Navy, ½ and ½, in 6 and	
12 lb boxes.....	0 30
Pure Caracacas, (plain) ½ and ½, in	
12 lb boxes.....	0 40
Confectioners' in 10 lb cakes.....	2c-35
Powder, in 15 and 30 lb boxes.....	0 25
Creams, in 3 lb boxes.....	0 30
Icing, 1 lb pkgs, per doz.....	2 25
" ¼ lb ".....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

Chocolate—	
Premium No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracacas Sweet bxs 6 lbs each, 12	
bx in case.....	40

Best Sweet in bxs, 6 lbs. each, 12	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each.....	39
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	30
48 Fingers to the lb, in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb, in cases 24 bxs	
6 lbs each.....	30
8 Cakes to the lb, in cases, 24 bxs	
6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	
Cocoa.....	56
Pure Prepared, bxs, 12 lbs each	
Cracked, in bxs, 12 lbs., each, ¼ lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, ¼ lb., tins	
48.....	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, ¼ lb. tins.....	45

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.

Per 120 lb. box.	Per 12 lb. box.
case lot.	per lb.
Yellow wrapper.....	\$0 34
Chamois.....	0 43
Pink.....	0 48
Blue.....	0 56
Green.....	0 50
Lilac.....	0 58
Bronze.....	0 65
White Glace.....	0 73
Premium.....	0 88
Fancy Chocolates.	

Fingers—	
40 in a box... per box }.....	\$0 36 \$0 40
20 " " ".....	
Croquettes—	
Yellow wrap. ".....	2 70 3 00
Pink.....	
Green.....	3 75 4 20
Croquettes are packed 12 ¼ lb. pack- ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	
Green.....	0 55 0 60
Each case contains 54 1 lb packages or 108 ½ lb packages.	



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 73
4 gross, ".....	0 85
6 gross, ".....	1 00

RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

Something NEW IN Biscuits AT 11c. per lb.

LEMON CRISPS. VANILLA CRISPS. CINNAMON CRISPS. ORANGE CRISPS. STRAWBERRY CRISPS.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 4 " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c. per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

J. W. COWAN & CO.

Standard Java	per lb.
Old Government Java	34
4 Star Java	32
Private Growth Maleberry	35
Java	35
Standard Java and Mocha	37
Old Govt. Java and Mocha	35
Java Sitings	31
"Seal Brand" Java and Mocha	36
in 2 lb. Cans.	

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 03
Borax	0 12 0 14
Camphor	0 80 0 85
Carbolic Acid	0 30 0 50
Castor Oil	0 07 0 08
Cream Tartar	0 28 0 30
Epsom Salts	0 02 0 02
Pink Green	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb.	0 17 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 30 0 30
Salpetre	0 08 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 00 1 25
Madder	0 12 0 12

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	0 75
" " " 1 1/2 oz.	1 25
" " " 2 1/2 oz.	1 75
" " " 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
" 4 oz.	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls.	5 1/2
" " " bbls	5 1/2
" Filistras, bbls	5 1/2
" " bbls	5 1/2
Currants, Patras, bbls	6 1/2
" " bbls	6 1/2
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	7 1/2

5-crown Excelsior	
(cases)	8 3/4
" " case	8 3/4
Dates, Persian, boxes	5 1/2
Figs, Elmeas, 14oz., per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Tur	
key, bgs abt 6 lbs., finest	
grade grown	12

Prunes, Bosnia, cases	7 1/2
" " cases, new	7 1/2
Raisins, Valencia, off stalk	4 1/2
" old	5 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanas	6 1/2
" Eleme	10
" Malaga	

London layers	2 25
Loose muscatels, Califor	1 60 1 70
Imperial cabinets	3 50 3 60
Connoisseur clusters	4 50
Extra dessert	4 50
" ! qrs.	

Royal clusters	
Fancy Vega boxes	
Black baskets	3 40 3 60
" qrs	
Blue	
Fine Dehesas	
" qrs	

Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" Valencia	4 50
" Floridas	3 00 3 50
" Seedlings	
" Navels	

DOMESTIC	
Apples, Dried, per lb.	0 05 1/2
do Evaporated	0 09 1/2 0 10

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Plokerel, per lb	0 07
Pike	0 07
White fish	0 07 0 07 1/2
Manitoba White fish	0 07
Salmon Trout	0 07 0 07 1/2
Lake herring	3 00
Pickled and Salt Fish:	

Labrador herring, p. bbl	6 00 6 25
Shore herring	5 00
Salmon trout, per 1/2 bbl	
White Fish, 1/2 bbl	
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	6 00 6 50
Boneless fish	0 04 1/2
Boneless cod	0 08 1/2

Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08 1/2
Bloaters	1 00 2 25
Digby herring	0 12 0 15
Sea Fish: Haddock, per lb	0 05 0 05 1/2
Cod	0 05 0 07
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 25 3 00

GRAIN.

Wheat, White	0 65 0 66
" Red Winter	0 65 0 66
" Goose	0 60 0 62
Wheat, Spring, No 2	0 63 0 64
" Man Hard No 1	0 82 0 83
" " No 2	0 80 0 81
" " No 3	0 75 0 76
Oats, No 2, per 34 lbs	34 34 1/2
Barley, No 1, per 48 lbs	45
" No 2 extra	40
" No 3	36 33
Rye	53 55
Peas	56 57
Corn	00 55

HAY & STRAW.

Hay, Pressed, "on track	9 25 9 50
Straw Pressed,	5 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30

HORSE NAILS:	
"C" 60 and 5 per cent. from list.	

HORSE SHOES:	
From Toronto, per keg	3 65

SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 7 1/2 p.c.	

WINDOW GLASS: (To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.)	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00

ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2
AXES: Per box, \$6 to \$12	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap	0 04 1/2 0 05
" Screw, hook & strap	0 03 1/2 0 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb
No. 1	"
No. 2	"
No. 3	"

TURPENTINE Selected packages, per gal	0 53 0 55
LINSEED OIL per gal, raw	0 59 0 61
Boiled, per gal	0 62 0 64
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.	
1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50

Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in	
glass jars and in 5, and 10	
lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz.	
6d " " London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s. " " London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" Acme" Pellets, Fancy boxes (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
" Purity" Licorice, 200 sticks, 100	0 72 1/2
Imitation Calabria, 5 lb bxs	
p lb.	0 25

MINCE MEAT.

J. H. WETHER'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & REIGHLEY'S	cts
Durham, Fine, in 1/2 and 1 lb tins	25
" per lb.	23
" Fine, in 1 lb jars	70
" Fine, in 4 lb jars	30
" Ex. Sup. in bulk, per lb	20
" Superior in bulk, p. lb	15
" Fine,	

CHERRY'S IRISH

Pure in 1 lb. tins	0 40
Pure in 1 lb. tins	0 42
Pure in 1 lb. tins	0 44

Prices current, continued.

NUTS.

per lb

Almonds, Ivica	14 1/2	15
" Tarragona	16	16 1/2
" Foruigetta	14 1/2	15
Almonds, Shelled Valencia	28	32
" Jordan	45	50
" Canary	28	30
Brasil	14 1/2	15
Cocoanuts	5	6
Filberts, Sicily	11	10 1/2
Pecans	11	10 1/2
Peanuts, roasted	12	13
" green	10	11 1/2
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	12 1/2	13
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.

5 to 10 bbl lots, Toronto...	Imp. gal.	
Canadian	0 14	\$0 15
Carbon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 24	0 25
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

Wright & Copp, Toronto, Agents,

Home Made Tomato Catsup, qts	6 00
" " " pts	3 50
" " " 1/2 pts	2 00
Chili Sauce	4 50
" " " 1/2 pts	3 25

Soups (in 3 lb cans).

Tomato	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4 50

Fancy — Chicken Gumbo, Or
Tail, Consomme Bouillon,
Mulligatawny, Mutton Broth,
Beef, Pea, Printanir, Julienne
Vermicelli, Vegetable 4 25
LEA & PERRIN'S. per doz
Worcester Sauce, 1/2 pts. \$3 60 \$3 76
" " pints 6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup " "	2 25
Anchovy Sauce " "	3 25

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs. \$0 24 \$0 25	
" dairy, tubs, choice 0 20 0 22	
" " medium 0 15 0 20	
" low grades to com. 0 15	
Butter, pound rolls 0 20 0 22	
" large rolls	0 19 0 20
" store crocks	0 19 0 20
Cheese	11 1/2 0 12

COUNTRY

Eggs, fresh, per doz	0 13 0 13 1/2
" limed	0 13 0 13 1/2
Beans	1 40 1 45
Onions, per bbl	1 00 1 25
Potatoes, per bag	85 1 00
Hops, 1891 crop	0 13 0 15
" 1892 "	0 17 0 20
Honey, extracted	0 05 0 08
" section	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb. 10 1/2	0 11
Pork, mess, p. bbl.	0 21
" short cut	22 00 23 00
Hams, smoked, per lb.	0 13 1/2
" pickled	0 12
Bellies	0 14
Rolls	0 10 1/2
Backs	0 13
Lard, pure, per lb.	0 13 1/2
Compound	0 10 1/2
Tallow, refined, per lb.	0 06 1/2 0 07 1/2
" rough, "	0 02 1/2

RICE, ETC.

Per lb

Rice, Aracan	3 1/2 4
" Patna	4 1/2 5 1/2
" Japan	5 5 1/2
" extra Burmah	3 1/2 4
" Java extra	6 1/2 6 1/2
" Genuine Carolina	9 1/2 10
Grand Duke	6 1/2 6 1/2
Sago	4 1/2 5 1/2
Tapioca, ...	5 5 1/2
Goathead (finest imported)	5 1/2 6

ROOT BEER.

Hire's (Liquid) per doz \$2 00

SPICES.

GROUND

Per lb.

Pepper, black, pure	\$0 14 \$0 16
" fine to superior	10 15
" white, pure	20 28
" fine to choice	20 25
Ginger, Jamaica, pure	25 27
" African, "	16 18
Cassia, fine to pure	18 25
Cloves, "	14 25
Allspice, choice to pure	12 15
Cayenne, "	30 35
Nutmegs, "	75 1 20
Mace, "	1 00 1 25
Mixed Spice, choice to pure.	30 35
Cream of Tartar, fine to pure	25 32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and brls	5
1st quality white, 3 lb. cartoons.	4 1/2
Lily White gloss, crates and cases	7
Brantford gloss, 1 lb.	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	7
net cash	

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
35-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8

Silver Gloss Starch—Less trade dis.

40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1 lb. "	10
40-lb " assorted 1/2 and 1/4 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings.

Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb "	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	7

Laundry Starches—

No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	5
" " Kegs	5
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb. packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivory Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl	6
Powdered, bbls	5 1/2
" less than a bbl	5 1/2
Extra bright refined	4 1/2
Bright Yellow	3 1/2 4
Medium	3 1/2
Brown	3 1/2 3 1/2

SALT.

Bbl salt, car lots	1 00
Coarse, car lots, F.O.B.	0 65
" small lots	0 85 0 90
Dairy, car lots, F.O.B.	1 00
" small lots	1 25
" quarter-sacks	0 40 0 45
Common, fine car lots	0 75
" small lots	0 95 1 00
Rock salt, per ton	12 00
Liverpool coarse	0 75 0 80

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Rich in the Life Principle of Prime Beef

This is the distinguished trait of



Johnston's Fluid Beef

All seeking to secure the benefits that the essential qualities of Prime Beef can impart, should make sure they use a preparation that contains these qualities.

Johnston's Fluid Beef Does.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

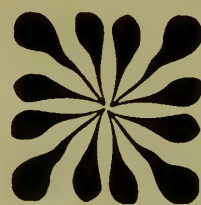
T. KINGSFORD & SON

OSWEGO, N.Y.

ST. LAWRENCE

	BARM MFG. CO.	per box
1 box containing	2 doz. 5c. pkgs.	0 50
1 " "	2 doz. 10c. "	1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS ... ARE PURE ...
and SYRUPS ..

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

Apted Bros.

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PRICES RIGHT...

TELEPHONE 1785

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ORDERS BY MAIL RECEIVE PROMPT
ATTENTION



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

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WISH THUS TO BUILD,
an advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

NOTICE OF DISSOLUTION.

THE Partnership heretofore carried on by H. W. Northrup and Isaac H. Northrup, under the firm name of H. W. Northrup & Co., has been dissolved by mutual consent. The business of wholesale Groceries and Fish carried on by the late firm, will be continued at South Wharf by I. H. Northrup and S. E. Hoyt, under the firm name of

NORTHRUP & CO.

All debts due the late firm are payable to Northrup & Co., who will also assume the late firm's liabilities.

Feb. 14, 1893, St. John, N. B.

H. W. NORTHRUP,
I. H. NORTHRUP.

Referring to above, H. W. Northrup has to thank the public for the generous patronage extended to the late firm, and wishes that the same degree of favors be shown the new firm of

NORTHRUP & CO.

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How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo., Extra Cloth, \$1.50.

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PRESIDENT. TREASURER.

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THE BRADSTREET COMPANY,
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Offices in the principal cities of the United States
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- 1, 2, 3 bushel grain and root baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



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The Wm. CANE & SONS MANUFACTURING Co OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

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ORDER
IVORY BAR
SOAP

A Customer's Life

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

Why don't
you sell -

LAMPS?



You sell Chimneys.

You sell Burners.

You sell Wicks.

You sell Coal Oil.

Why don't you sell Lamps. We mean nice Lamps.

They are just as staple and a good profit.

We have some nice Job Lots just now.

The very thing to make a trial with.

Write for particulars.

COWANS, KENT & Co., TORONTO and
WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection." }
"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

Florida Oranges,
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Lemons, Cranberries,
Nuts of all kinds,
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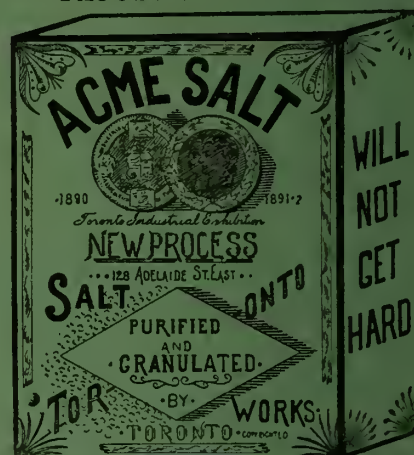
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Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



SEELY'S Flavoring Extracts

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Their—

Purity, Strength and Rich Flavor

have made them the STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

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HYDE PARK, ATHLETE, PURITAN, DERBY. SWEET SIXTEEN CIGARETTES.

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WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, APRIL 14, 1893.

No. 15

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Butter Tubs

Just Received Car Load of
Best Quality 50 lb. Spruce.

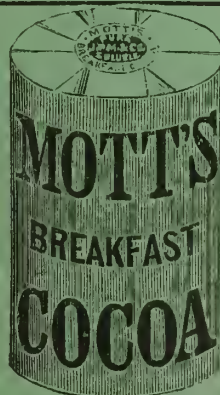
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MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

MENIER'S CHOCOLATE

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
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The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
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NEW and GENUINE.
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Packed in assorted Boxes, 5-lbs., 10-lbs.,
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Bricks, also

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Orders can be filled at short notice after this.

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Handled by retailer
as shelf or counter
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Gives general satis-
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Sells at all seasons.

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The best and cheapest
Mince Meat on
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duced to \$12.00
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Our Stock of .

Spices, Coffees, Extracts
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French Mustard, Catsup and Fruit Relish. The finest
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STANDARD GOODS ARE THE BEST TO HANDLE.

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Pure . . .
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COCOA

Packed in Boxes containing
1 dozen tins each.



The Highest
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Pure Cocoa

ECONOMICAL TO USE.
PROFITABLE TO SELL.

One Quarter Pound will make
50 cups of delicious Cocoa.

Samples Free on Application to A. P. TIPPET & CO., 43½ Wellington East.
FOR SALE BY ALL LEADING DEALERS.

"THISTLE" BRAND
CANNED
.. FINNAN HADDIE ..



REGISTERED

To secure the Highest Grade of Fish Order this Brand.

The Standard Pickle of
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LAZENBY'S . . .

The Best Goods Money
can buy.



"SILVER PAN" Preserves
AND
Marmalade

Boiled in Silver Pans to avoid the contact
of the Fruit with Copper.

The Finest Class of Preserves and Marmalade manufactured in England.
Patent Gelatine Sealing which is absolutely air tight and preservative.

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We Protect You TO THE **WHOLESALE GROCERY
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By dint of steady and persistent advertising in scores of daily and weekly newspapers throughout Canada, and by the recognized uniform quality and excellence of our goods, we have created a demand for everything we make, which necessitates every Wholesale Grocer and Jobber keeping a full stock of our

**Wooden Ware, Matches, Indurated
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In addition to these, we have the largest and best equipped Paper Mills in Canada, and are therefore in a position to supply on the most advantageous terms and at the lowest Mill Prices, all grades of

**Manillas and Brown Wrapping Paper,
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The E. B. Eddy Co.

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THE CANADIAN GROCER & GENERAL STOREKEEPER

PUBLISHED
WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, APRIL 14, 1893.

No. 15

J. B. McLEAN, President.
HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

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The announcement made by the Medical Health Officer of this city that he proposes to institute a vigorous inspection of the business part of the city should induce all concerned to anticipate him by giving their warehouses, yards and back lanes a thorough overhauling before the advent of his minions. Damp and unhealthy cellars and warehouses, defective plumbing and drainage, and leaking gas pipes, dirty yards and lanes, are what should be especially looked after, for it is these things particularly that Dr. Sheard specifies as needing attention. The matter requires immediate attention. Spring is with us, and summer will soon be here, and—as long as the disease lingers at shipping ports—there is a possibility of cholera accompanying it. Admirable preparations are being made by the federal and provincial health authorities to keep the disease outside of the country, and while they are on guard at the portals it is the duty of all inside to see that nothing is allowed to exist upon which germs may subsist and thrive should they escape the vigilance of the health officers at the ports of entry. Looking at the matter from a more selfish point of view, business men should endeavor to put their premises in a presentable shape before being officially requested to do so, for official notification may mean publicity,

and publicity in turn would probably mean loss of custom.

...

An abstract resolution regarding early closing was recently adopted by the British House of Commons. It was fathered by Sir John Lubbock, the well-known advocate of early closing, and read: "That, in the opinion of this House, the excessive and unnecessarily long hours of labor in shops are injurious to the comfort, health, and well-being of all concerned; and that it is desirable to give to local authorities such powers as may be necessary to enable them to carry out the general wishes of the shopkeeping community with reference to the hours of closing." While it is evident that the House favors early closing it is doubtful whether it would go so far as to enact a measure clothing municipal bodies with power to compel Brown to close his store at a stipulated hour because Smith and Jones wanted to close theirs. Liberty of the subject is much prized by the average British parliamentarian, and he probably did not recognize the last clause that Sir John had adroitly tacked on to his resolution, or if he did he did not probably take the trouble of raising an objection, seeing that the motion was a mere expression of opinion.

...

The question of compulsory early closing is a delicate one. Even if men realize that a certain course or action they are taking is wrong they object to being made do what somebody else conceives to be right. It may not be a good trait but it is human nature. Persuasion has a greater force with the average man than coercion. But in the matter of keeping a store open till a late hour every night, the law will have a difficult task to make a man believe that it is a misdemeanor against society and should

be punishable by either fine or imprisonment. Excessively long hours are no doubt injurious to the health of the storekeeper and to his clerks, who are, against their wills, compelled to share them with him. And it might be argued from this premise that the Government, whose office it is to protect the health as well as the property of the subject, should step in and compel a stricter observance of the laws of Nature. There is evidently some sense in this line of reasoning, but after all the desideratum of early closing will be secured with less friction and more satisfactorily by persuasion and example than by coercion. It has already accomplished much, and it is destined to accomplish a good deal more.

...

Interest in the liquor question seems to be taking on new life these days. Prohibitionists are putting their pens to paper with fresh vigor, Dr. Rainsford of New York proposes that the Church launch into the business, South Carolina will open State bar-rooms on July 1 and close up all being run by private individuals, and now G. F. Marter, who represents Muskoka in the Local Legislature, proposes to prohibit the sale of intoxicating liquor by retail. The principle of State management of the liquor business is neither new in theory nor in practice. In Sweden, for instance, there is in vogue what is known as the Gothenburg system, whose distinctive purpose is to extinguish private ownership and control of the traffic in spirits, and to transfer it and the resulting profits to the municipality, but the sale of beer retail is left almost wholly in the hands of private individuals. Practically the same system also obtains in Norway, only in that country, instead of turning all the profits into the town

treasury they are used as far as possible to the encouragement of benevolent, educational and similar enterprises.

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One of the drawbacks to an extended trade between Canada and other portions of the British Empire has been the lack of efficient ocean service. The fast service put on the Pacific by the Canadian Pacific Railway Company is already proving fruitful of good results. Now, information comes from Ottawa that arrangements are about completed for better service between this country and Australasia. Huddart, Parker & Co., an Anglo-Australian steamship firm, having agreed with the Canadian Government to supply a monthly service between Vancouver and Sydney. Two steamers, each of 3,300 tons, and capable of carrying 130 cabin passengers, will be placed on the route. May 10 is the date on which the first steamer will sail. The steamship company is to get a subsidy of £25,000 per annum. The arrangement is for one year, and is subject to renewal for three years. The boats will touch at the Hawaiian Islands on both inward and outward trips. An opportunity will now be afforded of testing the possibilities of trade extension between Canada and Australia, the two greatest offsprings of the motherland. So far this trade has been of a limited nature. Last year Australia took, all told, less than half a million dollars' worth of goods from us, while our purchases, on the other hand, from them were still smaller, being only \$264,701. In lumber, laths, deals, and such articles alone they took nearly that much from us. Among other things we sold them \$89,276 worth of canned salmon, \$900 worth of soap, \$923 worth of oil cake, \$21,825 worth of organs, \$8,025 worth of pianos, \$1,532 worth of whiskey, \$4,408 worth of coal. Australia and New Zealand took between them agricultural implements to the value of over \$66,000. Our purchases in Australia were practically confined to wool, out of \$264,701 total imports all but \$685 being in that article. And of this balance \$550 was settlers' effects, \$135 books, \$43 watches, \$21 post office parcels, \$18 jewelry. The result of the new service will be awaited with general interest, for all lines of trade are more or less concerned in its success.

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While thinking of our own affairs we often forget the troubles of others. Late-

ly the grocery and general trade of the province has been somewhat exercised by the efforts that are being made to induce the Local Legislature to make the sale of patent medicines by those other than qualified druggists a misdemeanor. In England, however, the conditions are much more grievous. The present Pharmacy Act there has been in force since 1868, but it is only comparatively recently that its provisions were found to be extensive enough to prevent the sale of patent medicines by grocers. The revelation came during a test case before the courts. The grocery organizations gracefully accepted the inevitable, and agreed to comply with the new rendering of the law. Under such conditions it is usual to drop cases wherein breaches of the law were made before the test was entered upon. But not so with the British Pharmaceutical Society. It had tasted of the sweets of victory and wanted more. To satisfy this it raked up some old cases and succeeded in getting fines imposed. Naturally a good deal of surprise and indignation was expressed at this remarkable action.

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If there is one thing more than another that is essential to success in business it is system. A man may have capital, experience, adaptability, and yet if he lacks in this one particular he will either in time fail or drag out an existence till the end of his day like an antiquated old hulk that, through fortunate circumstances, has been enabled to reach its final anchorage without going to the bottom. System means a place for everything and everything in its place; 'a time for everything and everything done on time. From Monday morning to Saturday night a set time should as far as possible be set for the performance of every duty, be you clerk or storekeeper. Fifty per cent. more work can be accomplished with system than without it, and that too with the expenditure of proportionately less energy. It is, in a word, the lubricator that facilitates the performance of the round of daily business. Without it all is "fuss and feathers," and the consequent friction wears out before their time numbers of active business men, while those who are without either system or active temperaments become coated with rust and at last crumble away.

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Good news comes to the pork and flour dealers of the country from Newfoundland. The Government of that colony has succeeded in getting through the year

with a balance on the right side of its cash book. The surplus is \$215,000, and, in view of this, the Government feels warranted in announcing a reduction of five cents a barrel in the duty on flour and of twenty-five cents a barrel in the duty on pork. During the year ending June 30 last Canada sent to Newfoundland 126,746 barrels of flour valued at \$593,729, and 81,292 pounds of pork valued at \$4,468. With the more amiable feeling between Canada and Newfoundland and the lower duties on these two articles we ought to be able to do a larger business with the sister colony down in the gulf.

CHATS WITH BUSINESS MEN.

"Yes, the petition asking that the pedlars license fee be not reduced is being largely signed," said Secretary Corrie, of the Retail Grocers' Association on Saturday. "But the other day I met one storekeeper who refused to sign. 'I would,' said he, 'be willing to sign provided you will also get a by-law passed stopping wholesale fruit men from selling at the close of the day to pedlars at lower prices what is left after they have supplied us grocers, thus giving them a chance to undersell us.' There is no doubt," meditatively added Mr. Corrie, as he stroked his big military moustache, "that a good deal of harm is done the trade by the practice, but the question is, 'What are you going to do about it?'"

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"I like to saunter into the sample rooms of the big wholesale houses on a Saturday morning when the travelers are engaged in replenishing their samples. Some of them generally have a yarn to spin or an incident to relate. Last Saturday they could about all talk freely on one subject—the bad roads. I gathered that up to the previous Thursday the (the roads, of course) had been gradually getting dry and in a more passable condition, but that the snowfall of that day and the accompanying thaw had put to naught a good deal of the work done by old Sol during the preceding week or so. Business, they told me, was quiet, but promising.

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"Say, but you ought to have seen Port Hope last Monday," remarked Mr. Lawson, who travels east for Sloan & Crowther. "It was literally jammed full of commercial travellers. Old heads say there were never so many there before in a single day. How far that is true, I cannot say, but one thing I do know: The number was so large as to cause general comment," added Mr. Lawson, as he rose from his chair and seated himself on a desk, at the same time clasping his hands over his right knee.

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I fell into conversation with a traveller last week regarding a general mer-

chant who does an extensive business in a prosperous town north-east of here. He is an old acquaintance of mine, and I know that travellers find it difficult to get along with him. On referring to this peculiarity the C. M. remarked, with a laugh and a knowing shake of the head: "Oh, you can't tell me anything about him. I'm on to him all right. In fact all the boys are for that matter. And what is more, we all lay out to do him up, and we usually succeed too, sharp as he is. Not only does he try to beat you down in price to a point actually below cost, but he will try and keep you dancing attendance on him all day. And then he's a perfect hog for cigars and beer, and is not at all backward in asking you to set 'em up. He held a traveller for an English house three days, and, would you believe it, he then let him go without giving him an order. As far as I am concerned I call on all my other customers in the town before dropping in to see him. And if I have not time before the train goes, why I don't go near him at all. That's the only way to handle him. And do you know very few of the boys would call on him at all were it not for the fact that when you do get an order out of him it's a pretty big one.

BYSTANDER.

RETAIL GROCERS' ASSOCIATION.

The Retail Grocers' Association at its meeting on Monday night decided that in future seven members shall constitute a quorum instead of eleven as formerly. Mr. A. G. Booth introduced the subject and President Clark and Mr. Robert Mills supported it.

On motion of Mr. McMillan, and seconded by Mr. Booth, these were elected members of the Association: T. R. Allison, Bloor street west; T. Babe, 1380 Queen street west; J. W. Wardell, 313 King street west; J. Malcolm, Spadina avenue.

Mr. Martin McMillan reported that he had, as instructed by the Association, looked around for a suitable hall. Such, to his mind, he had found in the Oddfellows' hall, College and Yonge streets. The hall was well lighted and heated, and could be secured any Monday night in the month. The rent would be \$2.50 per month. He moved the adoption of the report.

Mr. Robert Mills, as a member of the Committee, urged delay. The hall, however, was suitable to him if the members present were satisfied.

Mr. Booth said ditto to Mr. Mills' last sentence, and so did several members present.

The motion was carried unanimously, and the next meeting will be held in the new quarters.

On motion of Mr. R. Donald, the Executive Committee was instructed to make arrangements for opening the next meet-

ing with a suitable entertainment, and to issue a general invitation to the trade, both wholesale and retail.

Mr. Mills reported that the balance remaining on hand from the At Home had been deposited in the trust fund of the Association.

Secretary Corrie read a letter from the Morse Soap Co. urging the Association to adopt a uniform price for "Mottled" soap.

Mr. Mills wanted to know if any of the dry goods houses were selling "Mottled" soap, and not getting the desired information he moved that the communication be acknowledged and filed.

Mr. Roberts, in seconding the motion, said that, while he considered the suggestion a good one, yet he thought that the carrying of it out lay with the soap company.

Mr. Mills' motion prevailed.

Mr. Roberts brought up the subject of the annual outing, and moved that the Executive Committee be requested to arrange for holding an excursion by water.

Mr. Sinclair seconded the motion, and it was carried unanimously.

The Executive Committee recommended that the secretary be paid \$100 per annum, a hundred paid up members to be the basis, he to get a commission of 50 per cent. for all over that number, and 50 per cent. on all members coming in this year, dues being paid. The recommendation was adopted.

ARTIFICIAL EGGS.

According to the newspapers a Philadelphian named Gross has discovered a process for making eggs. He has worked with models, and the results, it is said, are so satisfactory that he will establish a factory in Philadelphia at once. He claims he can make the eggs for 8 cents per dozen and they can be sold for a good profit at 10 cents all the year round. He guarantees that they will never spoil, and, whether fresh or old, they will always taste like a newly laid egg, and will build up as much tissue in the human frame, if eaten, as the genuine. The only thing Mr. Gross fears is that as soon as he is launched in the manufacture of eggs the farmers will combine and have a law passed knocking him out, as they have floored the oleomargarine men.

The shells are made out of paper mache baked hard and cast in molds the shape of an egg. A small hole is left in one end, and first the white is put in and then the yolk. The manufacture of the shell is simple enough, but Mr. Gross declines to tell by what process or out of what materials he produces the interior of the egg. He says he has applied for a patent and this part of his invention must remain a secret until his rights are secured.

One defect in the method of manufacture must yet be overcome, and Mr. Gross

thinks he can successfully accomplish the feat in time. After the contents of the egg are put inside, the difficulty is to seal it. At present the seal is easily broken, especially if the egg is boiled. Speaking of the arrangement inside, Mr. Gross said that the yolk is likely to be in any position, but under no circumstances will the white and yolk mix. In some eggs he had broken the yolk was found in the centre, in others it was in one of the ends.

Mr. Gross claimed for his egg all the virtues possessed by the real article. It can be used for all purposes in cookery. It can be beaten like the hens' eggs, and assists in producing delicious cakes of all kinds. The white may be used for frostings and icings, and, lastly, the manufactured egg may be served on the table. It is easily boiled, fried, poached or scrambled.—*Merchants' Review.*

TESTING TEA IN POTS.

DEAR GROCER,—I noticed in this week's GROCER a couple of remarks, ("Straight Moyune's" dissertations), one referring to the article on "The Tea Expert." Perhaps "Straight Moyune" has forgotten that sometimes "pots" as well as "cups" are used in testing tea. In such cases the leaf is left in the pot, the liquor is poured off into the cup, thus separating 'hem. (This way of testing teas is considered by the oldest experts the best and the surest way, in fact, in London, Eng., they test teas there by no other way. The cup fashion is purely American, as Japan and Green teas are more easily judged than black teas, and the Americans use very little black teas, hence it is they are less careful in testing teas than in Great Britain.) Spoons are generally used in tasting, although I have seen some who prefer taking up the cup to taste, but it is very rare that experts care to "mouth" it so much. The pot is lifted and brought to the nose to smell the leaf, and if the person who lifts the pot first has been using tobacco his moustache, being saturated with the poison, will have its effect in the pot, thereby destroying the flavor of the tea, so much so that the expert who does not use the weed is unable to give a proper judgment of the merits and value of the tea.

The other remark refers to Colman's advertisement on the front page of your journal. And just here permit me to relate a little incident which happened one evening last week. My wife and I were discussing some of the topics in the GROCER touching the advertisements, when my little nine-year-old boy surprised us rather by taking up the GROCER and reading out "Colman's Mustard, best on earth." "They have surely made a mistake here, pa," he added. I said to him, "How, my boy?" "Well, this ought to read 'Colman's Mustard, best on meat,'" he explained. Of course I had to agree with him.

Toronto, April 7, 1893.

S.H.

AIDS TO GOOD STOREKEEPING.

The members of the Toronto Retail Grocers' Association decided some time ago to inaugurate a course of addresses on subjects appertaining to the trade. The first was given at last Monday night's meeting. It was delivered by Mr. R. Donald, and was on the subject, "Aids to Good Storekeeping." Mr. Donald is a thinking and practical grocer, and his address reflected these characteristics.

The trouble heretofore had been, he said in his opening remarks, that grocers had been in the habit of keeping all the good things to themselves. "Now, it stands to reason that if you have discovered good business methods there are others in the trade that have also discovered something, and that if you each impart what you know to each other you naturally will have a community of interests."

The importance of storekeeping was hardly, he thought, understood, save by those engaged in it, and the storekeeper was looked upon as a man of drudgery, and whose profits were small. (Hear, hear.) It stood to reason that the storekeeper has a multitude of opportunities of meeting different characters, from the fact that he saw so many sides of life. The experienced storekeeper was one therefore who had acquired a good deal of common sense, and deserved respect. The grocer of to-day was a conglomerate being. He handles everything. A good many stores were started with a small amount of capital and a still smaller amount of groceries. The legitimate grocer was blamed for a good many of the misdeeds of the illegitimate and he thought they should repudiate being sponsors for such a class.

He gave the so-called dry goods houses that handle goods coming within the purview of the grocer a knock, and drew satisfaction from the thought that they were after all not legitimate dry goods houses.

He referred to the grocery stores in the Old Country, and regretted that the stores in Canada did not come up to their standard. In the United States, he maintained, the standard was still lower. He regretted to say, however, that co-operative stores were proving inimical to the interests of the English grocers, and the fact that these co-operative stores had failed to find a footing here was evidence that the grocers of Toronto had conducted their businesses well.

He said that he wished to dwell more particularly on three aids to good storekeeping, namely, store, stock and salesmen. The store proper should be in a good locality, and surrounded by a certain amount of tributary territory. A good store should possess the three conditions of light, cleanliness and room. There was no doubt that grocers were dirty, and he urged stricter attention to

the matter of cleanliness. Regarding room, the more there was the better. Side entrances to a store he disliked. There were two things generally found to be wrong with stores. One was a side entrance, and the other a general cash box. He did not believe in imputing dishonesty to any man until he was found to be so, but at the same time he did not believe that temptation should be placed in the way of any clerk. If there was a side entrance let it be used merely for shipping purposes, and make one man responsible for what goes out by that side entrance. Regarding the utilizing of corners in the store, he said he never saw one yet that could not be turned to good account. Refrigerators he claimed, took up too much room and were of little use. There was no doubt they were unsatisfactory for keeping butter, and he would like to see some one get up a nice plate glass refrigerator that could be placed on the counter, wherein butter could be placed on view.

The character of the stock would largely be governed by the character of the locality. The very best grocery trade requires the best goods, but at the same time not necessarily the dearest. In buying, the exact amount to be purchased should be governed as much as possible by the condition of the market and the conveniences possessed for storing it. Good butter, eggs, tea and coffee, were necessary to success in business. Butter could be bought at any time, the only difficulty being in the matter of expense in some sections. With eggs, it was different. The difficulty was in getting them fresh, and he believed that for the city trade it was best to "candle" every egg before delivering to customers. In order to prevent mistakes he thought it was also advisable for the delivery man to get a dish from the housekeeper and count out the eggs.

In the matter of teas, he thought that the question was much more simple than it used to be. "In the years gone by it was necessary, in order to be a successful tea man, that you should know how to blend teas." Now, however, it was different. To make an exorbitant profit on teas he considered an evil and was a good deal the cause of package tea being placed on the market. He urged that grocers, where they know how, blend their own teas, but where they could not, to get it done by a wholesale house upon which they could rely. Regarding coffee, he considered it a downright mistake to buy mixed coffee from anyone.

Regarding salesmen, he said there was one thing they could ask them to do, and that was to keep clean. While he (Mr. Donald) liked uniformity, they could not demand it. Personally he wore both a white coat and a white apron, and although he did not ask his clerks to wear a white coat he demanded that they wear an apron. He liked to see his

clerks wait upon customers quickly and promptly, and pointed out that it was a mistake to allow customers to walk half-way down the store before they were attacked by a clerk. He did not care for "fat men or men who sleep at nights," or boys. (Laughter.)

Another difficult problem was regarding the driver. It was necessary that a man who handles what the customers eat should be clean, but yet he was compelled to work around the horses and cross muddy streets. Some, it was true, did keep themselves clean, but it was a wonder to him how they did it. Then, again, some of the drivers who keep themselves clean have dirty horses. He thought the driver might be cultivated to become a very useful man. "If he is an intelligent man there is no reason why he should not get an extra order from nearly every customer." Butter and eggs he would have delivered in separate boxes.

He dwelt briefly on the matter of books, and strongly recommended check books for both clerks and drivers, and explained that in his business he was, by adopting this method, enabled to obviate the tedious labor of entering in detail every account in the day book.

The store should be opened promptly in the morning. In order to cause as little disturbance as possible in the morning he would have the store swept out the evening before.

Mr. Donald, in closing, said the grocery business was good enough for him, and that his highest ambition in life was to be a first-class grocer, for there was a good living in it even if there was not a fortune.

Loud applause greeted Mr. Donald as he took his seat.

After President Clark had uttered a few appreciative remarks, Mr. Mills moved and Mr. McAuliffe seconded a vote of thanks to Mr. Donald, which was enthusiastically carried.

A short discussion followed. Mr. Mills lead off by endorsing Mr. Donald's remarks regarding refrigerators. "I have always found that the larger the box the greater the loss. The less butter you keep in a box the better. You can get all the butter you want, and I think it will pay the grocers, at least those in Toronto, to buy from day to day just what they require." (Hear, hear.) He never used ice from October to May, but kept a current of cool air running through his refrigerator by connecting by a pipe with the outside of the building. He found that the butter was kept better and sweeter by this method than by using ice.

Mr. Marchall, who said he had had some twenty-five years' experience in the business, urged that every grocer should mix his own teas. He denounced the system in vogue here of men being put be-

hind the counter who were without experience, and urged that there should be a system of apprenticeship.

(President Clark—"Hear, hear; that's what I say.")

Mr. Marshall held that if clerks knew more about making up profit and loss there would be fewer failures. (Hear, hear.) He also claimed that the wholesalers required to be carefully watched. They could not make him pay an exorbitant price for an article for he knew what the cost was. Only that day he had bought an article for 14 cents for which he had been asked 18 cents by another wholesaler.

(Chorus of members—How did you find out the cost price? Tell us.)

Mr. Marshall—(quietly sitting down)—Oh, you must pay to learn that. (Laughter.)

DUTIES UPON TEA.

The following list embraces all the principal centres where tea is supplied or consumed, and contains details of the several duties (per lb.) that are imposed and in force there up to the latest period at which they could be ascertained, viz.:

United Kingdom, 4d.; Australia, some parts 3d., others 4d. to 6d.; New Zealand, 6d.; Tasmania, 3d.; Newfoundland, 3d. plus 20 per cent. ad valorem; Canada, 10 per cent. If from U.S.A., otherwise free; Cape Colony, 8d.; Natal, 6d.; Sierra Leone 5 per cent.; British Guiana, 6d.; Bermuda, 5 per cent. ad valorem; Honduras, 6 1-4d.; Barbadoes, 3d.; Trinidad, 6d.; Antigua, 4d. plus 12 1-2 per cent.; Bahamas, 1s.; Grenada, 6d.; St. Vincent, 6d.; Mauritius, 1 1-16d. plus 5 per cent.; Russia, 2d. to 1 1-2d. and 1s. 10 1-4d. from European frontier; France, 9d. to 1 1-2d.; Turkey, 8 per cent. ad valorem; Italy, 8 3-4d.; Greece, about 1s. 6d.; Spain, 10d. to 1s. 1 1-2d.; Portugal, 1s. 7 1-2d.; Germany, 5 1-2d.; Denmark, 3d.; Holland, 2 1-4d.; Belgium, 3 3-4d.; Sweden, 3d.; Norway, 1s.; Switzerland, 1 3-4d.; Austria-Hungary, 8 1-4d. to 9d.; Bulgaria, 8 per cent. ad valorem; Roumania, 2 1-2d.; Morocco, 10 per cent. ad valorem; Uruguay, 5 1-2d.; Argentine Republic, 6 1-2d.; United States, free.

The above statement shows a great variety in the rates of duty on tea, varying from nil in the United States of America to 1s. 10 1-4d. in Russia, the highest charge by foreign governments, curiously enough, being in the Muscovite dominions, where tea is drunk more freely than in most other quarters of the globe, England only excepted. With numbers of people and nationalities abroad, tea-drinking is only a casual indulgence or an expensive luxury, but with us it is a prime necessity, and one which is strongly linked in with the habits and everyday life of our vast population. In proof of this we have merely to add that that the home consumption in the United Kingdom last year, as stated in the offi-

cial returns, reached 207,113,700 lbs., as contrasted with 202,456,800 lbs. in 1891 and 194,008,500 in 1890.—London Grocer.

MAPLE SUGAR BOUNTY.

Just now the sugar bounty division of the treasury is getting ready for the maple sugar season, says The Washington Star. This is the troublesome part of the business, because maple sugar is obtained by each producer in comparatively small quantities, thus multiplying the labor of weighing, polarizing and adjusting payments. Nearly all maple sugar by the time it reaches the market is adulterated, but any manufacturer who is caught adulterating the sugar on which he asks for bounty is liable to a fine of \$5,000 or five years' imprisonment, or both. Neither the polariscope nor any known chemical test will distinguish adulteration in maple sugar, so evidence on the point would have to be got in other ways. The flavor of maple and other sugars is due to the presence of certain compound ethers. Raw beet sugar has a horrible smell, and no one would think of tasting it. It happens that the ethers in maple sugar have an agreeable flavor, and hence its value. During the last year \$7,343,000 was paid out in sugar bounties.

UNPROFITABLE MILLING.

"The milling trade of the country, both spring and winter, languishes," says the Northwestern Miller. "Complaints of the situation come from all quarters and from all conditions. The times are surely out of joint, and the prospects ahead do not appear to be flattering. In contemplating our own State, which is alleged by many to be the very worst ever known, even to the oldest inhabitant, we are apt, perhaps, to imagine that we in America are worse off than the millers of other lands. The truth is that we are not suffering half as much as the flour makers in other countries. The milling trade the world over, singular to relate, seems to be flat, stale, and unprofitable, and the same tale of dull and hard times among the flour mills comes to us from every quarter. Our Budapest correspondent says that the millers of his city have recently held a meeting to see if they could not get some concessions whereby they could regain some of the export trade which they have lost to the Americans. From the same source we learn that the Austrian millers are in distress. They in turn complain of the competition of the Hungarian mills, which, forced out of the English markets by America, are taking it out of their nearest neighbors. The Austrians ask their lawmakers to protect them from the competition of the Hungarians, but the request is denied. According to our very reliable London correspondent,

Mr. Rush, the Concordia mill, of Budapest, shows a loss of \$125,000 on the year's work, and has reduced the value of its shares from 500 to 400 florins. The English and Scottish mills have felt the tooth of adversity also. Some weeks ago we published an article showing that the millers of Glasgow had suffered. Our London man tells us, also, that Messrs. James Tucker, Ltd., of Cardiff, lost about \$185,000 for the year. We do not believe that we on this side have had as hard a time as the mills across the water. It is even admitted by many millers, both in the winter and spring wheat sections, that, so far, they have not done so badly, but the prospects ahead are what worry them most. As far as this goes, it does no good to cross a bridge before you come to it. While we may not be able to see much of a future in the business, it may be there for all that."

THE RAISIN OUTLOOK.

During the year 1892 there were shipped from Fresno, Cal., a total of 42,636,253 pounds of California raisins. The shipments from the same point during the preceding year were about 31,000,000 pounds. These data and the known movement from other points on the Pacific Coast, make the fact clear that the last crop was a very heavy one. The new has, however, passed into the channels of distribution, and a great portion of the surplus from the crop of the preceding year is also out of packers' hands. In short, the indications are that the consumption has been unusually heavy during the past six months. It looks also as though the amount of stock held outside of a certain syndicate is very moderate, and that the members of the combine stand more than a shadowy chance of having the market in their control during the balance of the season. Government returns show that importations of foreign raisins during the eight months ending February 28 amounted to 25,408,255 pounds, against 19,452,237 pounds in the corresponding period last year. But this increase of 6,000,000 pounds in importations, as well as that of 11,000,000 pounds in the California shipments, seems to have passed into distributors' hands, and, through their agency, switched into the channels of consumption. Valencia raisins were "pushed" early in the season by more jobbing houses than one. This action was prompted in a great measure by the high prices asked early in the season for California product, and doubtless checked an incipient "boom." Statistics and trade experience, however, indicate that present prices are no barrier to a full average consumption during the balance of the season, and, with supplies well under control, encourage the opinion that present prices can easily be maintained if not improved upon, without checking business to any extent.—N.Y. Bulletin.

SOME GREAT MISTAKES.

It has been written that "man is prone to error as sparks to fly upward." Again it has been written that "to err is human; to forgive, divine." Errors of judgment may be classed in the same line with mistakes in action the two terms being, for practical purposes, synonymous, the former often controlling or bringing about the latter?

In every sphere of life man is continually making mistakes, not wilfully, but as an attribute of the imperfections of his human nature. Were it possible for a person to become so perfect in all things and all ways as to make no mistakes, this world would not be a fit abiding place for him; he could neither feel at home nor sympathize with his fellow mortals. Mistakes will be made as long as the human family exists, and the only wise course is to "make the best of it" when they occur.

But there are different kinds of mistakes. Some are due to indifference as to resultant consequences, many to carelessness in the performance of allotted duties, others to selfishness, which unwittingly causes one to disregard the rights and welfare of others so long as his own ends are gained, and there are also what may be called dishonest mistakes, and many other causes might be assigned for their occurrence besides that quality in the human animal through which they inevitably will happen.

If we could at all times "see ourselves as others see us" we might be able to avoid some of the mistakes which—whatever may be the cause—we are continually making, and we might also be more tolerant of those made by others. It is an easy matter for us to see wherein errors are committed by persons whom we know or of whom we read, and we are prone to wonder how they could have been so short-sighted; and it is not infrequently the case that when such mistakes affect us to even an unimportant extent, we are apt to show less leniency than we should, particularly because, under the same or similar circumstances, we might have erred to even a far greater degree.

One great mistake made by many a business man is in acting on the principle of "going it alone" in all things, heeding not the probable and actual benefits he might derive from association with others who are in pursuit of the same objects he hopes and expects to attain. This is a selfish mistake, induced by the fear that by joining hands with his fellow tradesmen he might not secure all the benefits such a course would bring about, and he therefore loses a great deal that will always accrue from united effort. This narrow-minded policy keeps many a man from joining the ranks of mercantile organizations, and, while conscious that he is deriving

benefits from the work done by the few, he makes the mistake of forgetting the fact that his welfare could be still greater enhanced by acting on the principle of helping himself by helping others.

A great mistake is made by certain employers, and others having the charge of men, in supposing and acting on the principle that their whole duty is performed when they pay those men so much money for so many hours' labor. In their eyes the workmen are only so many machines, and frequently are not treated with the same care and consideration given to the more valuable tools. If one of the human machines leaves or dies, it costs nothing to fill his place, and if he, unfortunately, makes a mistake the error is looked upon as an almost unpardonable crime. But the laborer is not a fool, and under conditions as above noted, will take no pains to advance the interests of his "master," and sometimes—either intentionally or otherwise—will do great damage to the standing and reputation of the selfish employer, which would not be the case were he treated as a reasoning being. The human machine can talk.

A great mistake is made by the mechanic or laboring man who takes employment and acts on the principle of giving just as little as possible of his brain and muscle for a stipulated price. As the workman soon "gets onto" the selfish and one-sided policy of his employer, so the latter will not be long in finding out the bad qualities of his employe. Such a short-sighted workman soon becomes known to have acquired habits of indifference concerning his duties, and it will only be as a last resort that he will be given employment anywhere.

The list of avoidable mistakes, of which the above are the merest samples, might be greatly extended, including one of the greatest of which many parents are guilty, viz., allowing the child "born with a silver spoon in his mouth" to grow up with the impression that his future is provided for, and that he will not have to depend upon himself and his own exertions to make his way in the world. This is one of the saddest mistakes anyone can make, and that it is a very common one is shown by the crowds of well-to-do idle young men to be seen at the resorts where fast men "most do congregate" in every city in the land.

It is possible to avoid many mistakes we make; it is right to look leniently upon those made by others. But inexcusable mistakes, of which there are many, and some of which are referred to herein, should neither be committed nor tolerated. At the same time, it must be remembered we are all human, imbued with all the imperfections of humanity, and that, first of all, we should pluck the beam out of our own eye before looking for the mote in the eye of our neighbor.—Merchant Sentinel.

ARTIFICIAL MAPLE SUGAR.

Decoctions or extracts of the wood or bark of trees are frequently used for flavoring syrups or sugars. Different extracts differ in taste. The hickory tree, it is said, yields an extract that will impart the flavor of the maple, and Dally's method of producing artificial maple syrup or sugar is as follows: Make an extract of hickory bark or wood by allowing water to precolate through the same. The bark or wood may be ground, or sawdust therefrom used. Hot water may be used, or the material boiled in water. The strength of the extract may be increased by increase of the quantity of the wood or bark. To one gallon of hot or boiling sugar syrup add say three tablespoonfuls of the hickory extract. It is said the effect of the extract is to produce a flavor that renders the syrup indistinguishable from genuine maple sugar. If the syrup is boiled down, a sugar resembling maple sugar in taste is produced.—London Public Opinion.

THE CANE SUGAR CROP.

The Louisiana Planter as follows on crop prospects: "Spring weather seems to come slowly. The average temperature of February and March has been comparatively low, and our cane fields, both stubble and plant, show but a slight growth this season. As we are now but a month away from the first of May, when by the old Creole definition, we should have a 'green field,' we must have a very rapid growth to reach this old-fashioned standard of excellence at that date. The winter and spring weather has been comparatively favorable to the preservation of the crop in the ground, and every examination indicates its present soundness. From this it is fair to infer that although the crop is apparently somewhat backward, yet that its general condition not only affords no cause for apprehension, but on the contrary, gives assurance of excellent results. We believe the crop of 1893 will be at least 10 per cent. greater than that of 1892."

ADULTERATION NOT ALLOWED.

The following is a supposed scene in a restaurant should the Ohio pure food bill become law:

Stranger—"Waiter, bring me a nice beefsteak with mushrooms."

Waiter—"Out of mushrooms; not permitted to use them in this State."

Stranger—"Well, then, what's the matter with mutton chops and French peas?"

Waiter—"Can't use French peas; they are colored in France."

Stranger—"You can furnish hash, can't you?"

Waiter—"No, sir; hash is adulterated; we can't mix potatoes with meat."

Stranger—"Great Scott, are you off? Bring me a glass of beer, Swiss cheese and mustard."

Waiter—"Sorry, sir, but foreign cheese and prepared mustard are unlawful."

Stranger—"Great Caesar's ghost, man, I am starving! What have you to eat?"

Waiter—"Hog and hominy, limed eggs, butter colored with a simple coloring matter, pure cider vinegar."

Stranger—"Good-bye; what time does the next train leave for Kentucky?"—Merchant Sentinel, Cincinnati.

LUCAS, STEELE & BRISTOL 73 McNab St. North HAMILTON

AGENTS FOR

Hillwattee Tea,
Diamond Crystal Salt,
L. P. & Co's Pure Spices,
L. P. & Co's Pure Coffees,
L. P. & Co's Pure Extracts,

Lady Charlotte Gelatine,
Sunshine Scouring Soap,
Ontario Tomato Catsup (glass),
Maclaren's Cheese,
Eten Roberts Jellies.

. . . SAMPLES AND FIGURES SENT ON APPLICATION . . .

A steadily increasing
Trade is the best . .
evidence that our . .
Standard Lines of .
Teas

Mallawalla, Dalukola

Imperial Congou and Russian Congou

Give entire
satisfaction

Mallawalla is packed in $\frac{1}{2}$ and 1 lb. packages, 50 lb. cases.
Dalukola and Imperial Congou and Russian Congou are
bulk (not package) teas, and put up in 80 and 100 lb. metal
lined cases.

If you are desirous of extending your Tea trade order a sample
package and watch the result. We have a perfect system of adver-
tising and guarantee satisfaction. Try it and be convinced.

We are offering Tomatoes, 3's, Ontario and Simcoe,
which are known to be first-class brands, at very low
prices. Write for particulars.

W. H. GILLARD & CO. WHOLESALE GROCERS Hamilton, Ont.

BENS DORP'S ROYAL DUTCH COCOA

COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all
temperate drinks on the World's Fair grounds.

CITY OFFICE, 76 WABASH AVENUE,
Ground Office.

CHICAGO, March 9, 1893.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa,
both foreign and domestic, we unquestionably give BENS DORP'S COCOAS and
CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to
book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSI-
TION at our Soda Fountains.

Yours truly,

COLUMBIAN EXPOSITION SOFT DRINK CO.

E. F. CULLERTON, President.

**Awarded
World's Fair
Contract**

JAMES TURNER & CO.
AGENTS,
TORONTO.

BALFOUR & CO., Importers of Teas AND Wholesale Grocers HAMILTON

Western Ontario Agents for The

Irish Mustard

Cherry's Dublin Mustard is guaran-
teed absolutely Pure, and sold cheaper
than the compound. Send for Prices.

IS IT DISHONESTY?

DEAR GROCER.—As I know you are always ready to search into all matters connected with the trade, I would ask of you to enquire into the evaporated apple trade. I find a deficiency of about six pounds in one case. Having placed this matter in efficient hands I feel sure it will have early attention. VINDEX.

(Evaporated apples will sometimes shrink a pound, or, at the outside, two pounds, a case, but when the deficiency is such as our correspondent states, it is either the result of dishonesty or carelessness. Those in the trade spoken to regarding the matter generally attribute the cause to the former.—Ed. GROCER.)

TRADE ORGANIZATION BENEFITS.

Now that Grocers' Associations are so rapidly increasing, it is interesting to note that they are regarded with dubious feelings by a large number of the old fashioned members of the trade, who, in response to an appeal to join the movement, reply, what good is it to me? That, on the face of it, appears to be a very reasonable question, and just as men are in business to make money so consider two model grocers' associations meet to reap some benefit. It is not enough to reply to such that they ought to support their own trade, and that by so doing they will reap an indirect benefit. This may be very true, but most of us, when we lay out our money on some movements expect direct benefit. We know some enthusiasts will say that such a feeling is sordid and unworthy, but such an answer is insufficient, and we certainly agree with those who say that unless direct benefit is to be derived they mean to keep their hard-earned money in their pockets. The question, therefore, is, How are such members of the trade to be reached? It appears as if the answer is plain—show them how they can obtain direct benefit, and we hold that the association that cannot show this must look to the lines on which it is working and see what improvements can be effected, for it is of the most vital importance that members should feel that they are getting value for money if the present spirit of trade organization is to be lasting and vigorous. To make an association valuable it must be something more than a mere talking machine or mutual admiration society. We mean no disrespect to existing movements when we say that far too much time is wasted in talk which leads nowhere. What is wanted is real work that produces permanent benefit. The interchange of ideas is very good, but the practical help is by far the best. As to illustrate this we may refer to what we they join associations because they exist—those of Birmingham and Portsmouth. In each of these associations there are two branches, the benevolent and the protective. The former is a branch which is not nearly so common as we could wish, and is one we hope to see ere long added to many more associations. It has proved a source of enthusiasm in both these associations when the protective element failed to arouse as much interest. The thought that by connection with an association a shopkeeper is making provision for those unforeseen accidents which make the old age of the unexpected death of many dark and despairing, is one that commends itself to the thrifty and provident, whilst to the generous and wealthy it offers an

opportunity for helping the unfortunate that is better far than indiscriminate and frequently misplaced benevolence. But the protective branch is also a most important one. With the exception of those who are in a very large way of business, the daily life of a grocer is beset by many difficulties which single-handed he feels he cannot overcome, whilst the legal pit-falls which are now laid for him call for a weariness and watchfulness which we do not always maintain. Then, too, there are many puzzling questions which are not easy of individual solution, but which by contact with traders of wider and more varied experiences are soon settled. Again, there are many trade injustices which single-handed are too formidable to tackle, but which by the united action of many can be and are remedied. To illustrate. Not long ago a grocer found that he was being swindled by short deliveries in certain kinds of sugar, whilst he suffered considerable loss by the off-hand fashion in which his carmen were treated at the warehouses from which they cleared the goods. He remonstrated again and again to those in authority in vain. At length he brought the matter before the trade association. The matter was carefully enquired into, the facts clearly demonstrated, and official communications were opened with the proper authorities, and after a short time the grievance was remedied, and the man was the richer in pocket by better weight in sugar, and more prompt and correct deliveries. A young grocer, with a not very wide experience of commercial affairs had for some years had a banking account on which he paid a certain commission. Happening to hear in the course of a discussion at a trade meeting the question of bankers' commissions discussed, he found he was paying double what was the custom in his district, and a subsequent representation to his bank manager secured him a reduction. For the first time in thirty years of trading a grocer was summoned by a tricky inspector for the alleged illegal sale of a certain article. He had never been in a police-court in his life, and was naturally perturbed by the summons. He took the matter to the association, of which he was a member, with the result that when the day of hearing came his association protected him, and the case was dismissed with costs, whilst four others not similarly defended were fined in the same court for a similar offence within a few days. A provision dealer was sold an article by a wholesale house which they guaranteed genuine, but when a sample was taken by an inspector and analyzed by the public analyst it was stated to have been adulterated. The wholesale house denied responsibility, and the retailer appealed to his trade association. He was convicted in the police court, but the wholesale house was brought to book and paid the whole of the expense. We imagine the recital of these cases will raise a supercilious sneer on the faces of some of our well-to-do and clever readers, whose length of purse and commercial experience may have given them power and wisdom.

We could also multiply instances in which trade disputes have been settled by such associations as those of Portsmouth and Birmingham, and costly litigation has been saved. And such cases are examples of the way in which a trade association may be made an institution which shall be indeed a place of refuge for the shopkeeper in time of trouble. We have not touched upon the social benefits of an association nor of the advantages of these institutions for

dealing with such evils as cutting, present giving, and the like. We have given instances of direct benefit, and that is what many objectors to the movement ask for. But a word is necessary before the subject on the fees of such an association. We see that half-a-crown and five shillings are very popular subscription fees. How can an association be successfully worked on that sum? Half a crown a year to protect a tradesman in his business, when a single bit of advice from a lawyer costs six and eightpence! The thing is absurd, and ought to be put an end to. It is a mistake to suppose that larger numbers will be secured by a small fee. If an association is not worth 10s. 6d., or with a benevolent branch, a guinea per annum, it is not worth joining, and we hope that members of the associations will give up the cheese paring policy of a half-crown subscription. We believe that there is an almost immeasurable future of good and useful work before trade associations if they will prove themselves of practical value, and this they can only do by the generous and continuous support of the trade.—Grocers' Chronicle.

BAZAAR STORES.

The matter of competition from "bazaar" stores, so-called, is still agitating the Associated Retail Grocers of New York city and Brooklyn. According to some accounts the "bazaar" stores are selling various lines of groceries at prices that do not cover present cost in the wholesale trade, and therefore demoralize values. The grocers, as a matter of course, are anxious to devise ways and means to prevent the "outside" competition. Thus far they have failed to discover any remedy, and the chances are that they will have to take all the risks of trade, since the grocers themselves do not agree as to the advisability of organized movement against the "bazaars." Not a few prominent grocers in fact state boldly they can meet any and all competition in the future as successfully as they have in the past, and that they intend to buy and sell on the old lines. It may be pointed out that competition between grocers goes merrily on, just as it used to before the bazaar stores engaged in the sale of canned goods, etc., and that there is nothing in the nature of association among the bazaar stores. The latter, in fact, compete between themselves as well as with the grocery men, and ask no special favors of wholesale dealers or manufacturers. They take all the chances incidental to the business, and to the ordinary observer they would not appear to be committing any greater offence in selling food products than the grocerymen are in selling liquors or giving away crockery. One characteristic of the "bazaar" store-keepers is that they are energetic in the distribution of all lines of goods that they handle, and there is more than a bare possibility also of ability on their part to instruct some slow grocers in the art of introducing food products to the consumer, or at least increasing the consumption. The "bazaar" stores may be instrumental in breaking up the wholesale "limited selling price" system maintained by manufacturers and importers of various lines of groceries against which retail grocers have frequently protested or complained. The signs of the times are that the bazaar store is not only here to stay, but to grow. It is the grocer's own fault if he does not buy equal quantities of goods as cheap as the bazaar store buyer, and thus stand in a position to compete successfully.—N. Y. Bulletin.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

INSURANCE RATES IN MONTREAL

The fire underwriters in Montreal have made a wholesale advance in insurance rates recently, rates to retail dealers having been marked up 40 per cent. The insurance men hold that in addition to a fire service that is decidedly wanting in some respects, retail men in Montreal do not insure heavily enough. They insure up to perhaps fifty per cent. of their stock, and if a fire occurs they, so the underwriters say, depend upon getting the salvage, which is very often great. Thus they not only have the goods that are damaged, but the full amount of their insurance, and thus a fire is frequently a very profitable piece of business. The cause of the rise in rates is the heavy losses incurred in the retail trade recently, both on the above account and the fact that the fire brigade is not being handled properly. The insurance men want the retailers to insure their stock, not for fifty per cent., but for eighty per cent., and they declare that if the latter will not do so, they will charge them much higher rates than forty per cent. over the present rates.

THE BRANDING OF CHEESE.

A short time ago Finance Minister Foster asked the consent of the House of Commons to introduce a bill to provide for the making and branding of cheese. It was intimated that at the instance of the Minister of Agriculture Prof. Robertson had looked into the matter and put his idea into the form of a bill, which the Finance Minister introduced under the caption: "An Act to prevent the manufacture and sale of imitation cheese and to provide for the branding of the same." This question of branding has been a long standing subject of discussion with cheese exporters at Montreal, and opinions are widely divergent as to the utility of the bill above proposed. It is held that although there has been some disputes between English buyers and the shippers on this side, they have been so infrequent as to be hardly worth mentioning, for cheese exporters as a rule deal conscientiously with their correspondents on the other side, for the very good reason that it is in their interest to do so. Besides they hold that to carry out a branding act in a practical way is sure to be difficult. It frequently happens that the quality

of cheese turned out by the same factory varies considerably owing to the run of milk, and that if factory branding is to be enforced this fact is almost certain to lead to much trouble if not more with English buyers than the few cases of misrepresentation by shippers here. On the whole the cheese exporters generally seem to be opposed to the idea, but possibly Prof. Robertson has some very good reason for the action he has taken in prompting the Department of Agriculture as he has done. It is possible that on his recent visit to England he may have come across cases of American cheese being sold as Canadian to the detriment of our product, and in this case some system of protection is necessary, and possibly before the bill is passed the Professor will have a conference with the trade and devise a measure that will be acceptable to all.

Grocer—"What have you been doing in the cellar so long?"

Ex-Book Agent—"I have been cleaning out the molasses measure. It was so clogged up that it didn't hold more'n half a quart."

Grocer—"Oh, that's what you've been doing! Well, you take your hat and coat and go to selling books again."—Agents' Herald.

DRY GOODS.

(From the Dry Goods Review.)

The past week has been somewhat brisker in general dry goods circles; still, the volume of sales has not been large. Very few buyers are to be found in the market, and consequently the houses are looking less busy, although the trade is fully up to the average of the month. City retailers are busy, and city travellers are thus securing some cheering orders. Rural dealers do not report a brisk trade as yet, but it is expected that trade in the towns and villages will brighten up in another week.

The summer millinery openings take place next week and this will cause an influx of buyers, when a heavy sorting trade will no doubt be done.

The features of the week has been the advance in the price of silk goods, especially dress fabrics, and a stiffening of the prices in linens. The former was intimated in previous issues. The latter is due to a shortage in the flax yarns on account of a small flax crop; The effect will not be felt by the retailers for some time. Silk dress goods have advanced about 15 per cent., and retailers should husband their stocks, as the goods cannot be replaced at previous prices.

Tailors are buying light for the spring trade, but are ordering large ranges. The wholesaler would sooner have it this way, because the risk is thus considerably lessened.

NOTES

In spite of the recent advance in price of silk gloves and silk lace mits, Wyld, Grasett & Darling are still selling these goods at the old prices. Their stock was purchased previous to the advance, and customers will get the benefit.

One of the finest lines of men's furnishings shown by Gordon, Mackay & Co. is their large range of suspenders,

which include English, American and domestic manufactures, from the lowest prices to the best grades.

Bicycle hose in black and navy are shown by Wyld, Grasett & Darling. They claim these to be better value than the ordinary bicycle hose.

A shipment of velveteens, including some scarce colors, has just been received by Caldecott, Burton & Spence. Navys, myrtles, fawns, greys, and olives are the leading shades.

Shot surah parasols with frills form a novelty in the stock of spring parasols shown by W. R. Brock & Co., who have a very large range of plain and fancy lines with exceedingly nobby handles in celluloid, natural wood, gold, silver and horn.

Whipcords for suitings or overcoatings are shown in all shades in John Macdonald & Co.'s woollen department. The leading shades shown are grey mixtures, while fawns and browns are also in good demand. The new hop-sack suiting in serges and worsteds is in fairly good demand for spring and summer wear. Their Belwarp's serges are in constant demand and always in full stock.

A large range of art draperies, in a great variety of patterns and colorings, are shown by W. R. Brock & Co. Madras muslins in cream, blue, lemon and gold effects are also shown. Their line of "Rattler" American-ribbed ladies' cotton vests, which can be retailed with a good margin at three for 25 cents, is meeting with great success. Their contract was for 6,000 dozen, and more than two-thirds of this quantity has been already sold.

Gordon, Mackay & Co. are showing a special line of fine embroidered cambric edgings, the cloth and work both being unusually fine. They are put up in lots of sixteen pieces to the box in a nice assortment of patterns. At the figure this firm is offering these goods merchants will find it to their interest to try a sample box.

Fast black cotton half hose are shown in plain and ribbed, with and without silk clock, and in various qualities, by Wyld, Grasett & Darling. They are well prepared for the summer trade in these goods. Their stock of cambric and cashmere vests is well assorted. Their variety includes solid creams, and in all kinds of patterns. A navy cambric vest with a white spot or figure is a new thing, and is taking exceedingly well.

W. R. Brock & Co. are selling a nice line of light-colored trouserings in diagonals, with stripes and indistinct checks, suitable for the best trade. These are shown in Scotch tweeds and English worsteds. Worsteds Bedford cord trouserings in five leading shades are shown. These are the newest thing in the market, and their effect is very pleasing, indeed.

Gordon, Mackay & Co. report an exceptionally large demand this season for their well-known numbers of black Henrietta. They have just stocked ten more cases, making their range of prices complete.

A low line of Bengalines in all leading shades for blouse manufacture has just been passed into stock by John Macdonald & Co. These goods are moving very

freely. A large repeat of ribbons is to hand, and full ranges of widths and colorings are now shown. American challies, including Pineapple Tissues and Ondine Stripes, the latest novelties in this class of goods, are shown in fair variety. These two leading varieties of challies are the latest New York fancy in dress goods of this class. Crepons, nun's veilings, and other midsummer goods, such as shot lustres, muslins, lawns, etc., are shown in great variety and at taking prices.

Hermesdorf's absolutely stainless black cotton hosiery is the correct thing for the coming season. W. R. Brock & Co. have laid in an enormous stock of all lines from 4 to 9 1/2 inch, and are quoting specially low prices on these goods.

Gordon, Mackay & Co. have just received that special brand of Ebony Dye Fast Black Cotton Hose No. 525, for which there has been such a great demand, and are now busy filling back orders. They justly claim that this is the best value in the trade to retail at a quarter. Although black is still in greatest demand, this number is also shown in cardinals, greys and tans, with lisle spliced heels and toes same as in black.

John Macdonald & Co. have an excellent stock of every kind of carpet at present; as they are always prepared at this season of the year to execute any and all sorting orders presented. Their stock of tapestries consist of ten different qualities, with a range of patterns in each quality. In Brussels they carry an extensive range, with numerous patterns in each grade. Their stock of hems is large, and the variety presented is sufficient to meet all possible requirements from the retail trade. Linoleums and oilcloths are carried in all widths and qualities and in good range. Despite the advance in cottons, they are showing better value in curtains than at any previous time. Their curtain department has been a large success this season, and they are still showing by means of repeats the full line of fast selling patterns shown earlier in the season. They are offering numerous drives at all the popular low prices; in better qualities they are showing excellent value. Irish Pointe and Swiss curtains are shown in full exhibit.

TOBACCO GROWING IN QUEBEC.

A deputation representing the tobacco growing interests of Quebec waited upon Mr. Mackenzie Bowell, Mr. Angers, and Mr. Wallace, Controller of Customs, the other day, and urged that the excise duty on native tobacco be removed or considerably reduced, and that the excise duty on native tobacco be removed or considerably reduced, and that the excise duty of 25 cents per pound on imported foreign leaf be changed to a customs duty of 35 cents per pound. Mr. Dugas, M.P. for Montcalm, and Mr. Pelletier, M.P. for Laprairie, as representing the districts in Quebec in which there is most tobacco grown, introduced the deputation to the Ministers. The tobacco manufacturing trade was represented by Messrs. J. M. Fortier, A. Denis and L. V. Labelle, of Montreal. Mr. Bowell assured the deputation that its representations should receive due weight in being considered by the Government.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

SPECIAL VALUE In FRUITS

PRUNES---Atlas, in Cases.

VALENCIAS---Fine Off-stalk and Layers.

CURRENTS---Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

FOOD FOR INVALIDS



STERILIZED.

Doctors recommend it for the sick at it is

**Easily
Digested
A PERFECT FOOD**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

STERLING CORN

FANCY--
--PAGK.

Best Flavored Corn Packed in Canada.

\$1.40 per dozen. Retails at 15c.

)——SEND FOR SAMPLE CASE.

CAVERHILL, ROSE, HUGHES & CO.

. . MONTREAL . .

JUST RECEIVED:

Finest "Namunas" (Indian Green) in half chests, unequalled for blending with Black Tea.

REGAN, WHITE & CO. - - - - Montreal

The pure INDIAN TEA of

KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength, and Flavor. TRY IT.

A. DAVIDSON, Canadian Representative.
48 Front St. East, Toronto.

COWAN'S OCOAS AND CHOCOLATES

Are Standard, and sold by
all grocers.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

A St. Sauveur (Que.) grocer, has been fined \$150 for selling liquor to a minor.

Maple sugar makers in Quebec are beginning to despair at having a good season.

The Patrons of Industry have been holding meetings in Lindsay, Lomeville Junction, and Hartley.

A. R. McKinley & Co.'s window shade factory, this city, was destroyed by fire Monday night. Loss about \$40,000, insurance \$25,000.

Harris & Harvey have bought out Prat & Collins, grocers, etc., Woltville, N. S., and they will continue the business at the old stand.

A recent Customs ruling states that cash registers by whatever name known are dutiable at 35 per cent. under items 406 or 488 of the tariff.

Preparations have been made for a pack of about 220,000 cases of Alaska salmon the coming season by canners not identified with the combine. The combine pack will probably be close to 500,000 cases.

It is understood that Grange Supply Co. is to move from its present premises in Colborne street to the building vacated some time ago by the Coffee House Association in King street, adjoining St. James Cathedral.

It is not likely that Montreal will have a provincial exhibition this year, the Quebec Government having stated that it will not be able to make a grant. Last year the Government made a donation, but even with that there was a deficit of \$5,000.

W. S. Hooper, manager of the Dominion Express Company's office in St. John, N. B. has been missing since Tuesday week. When last seen he was en route to the States. The Express Company say his accounts are all right.

Hutcheson & Power, of Halifax, have received 180 tubs of creamery butter from Liverpool. This is part of a lot of 500 tubs shipped from Guelph, Ont., in January, but owing to large receipts of Australian butter prices went down and the owners decided to have this lot returned to Canada. The balance will be landed here next week.

The residence and grocery store belonging to Daniel Ashwell, London, Ont., was entered by burglars Saturday morning. About \$50 in cash was taken from a pocketbook. The pocketbook contained, beside

the cash, a lot of papers and accounts and an insurance policy. The papers were subsequently picked up on the street.

W. Munns, assignee of the estate of Mrs. Jane Cunningham, grocer, has issued a writ against J. W. Lang & Co. for the assets of the estate. A meeting of the creditors will be held on Monday, the 17th. The stock it will be remembered was purchased by J. W. Lang & Co., at so much on the dollar previously to the assignment being made.

Robert Davis, grocer, 54 Homewood avenue, this city, was driving along Yonge street Tuesday, when a trolley struck his wagon, separating it from the horse and breaking one wheel and the front axle. Mr. Davis was thrown out and the horse fell and rolled over his body. He escaped with nothing worse than several severe bruises.

Pineapples this year will be one of the finest crops ever gathered, the Florida pines being better and in larger yield than ever before. The development of this pack here is leading ever upward to finer and finest goods, and this year some of our packers will make new departures in their methods to secure the highest possible results.—Trade, Baltimore.

The Minister of Trade and Commerce has received a despatch from the British Government, stating that the Spanish Government has decided that the direct trade between the Spanish Antilles and Canada is now placed on the same footing as that between these colonies and the United States. This despatch does not define whether it applies to the import trade as well as to the export trade, nor does it intimate whether Cuba is included in the arrangement.

The organization of a canning factory company for operations at West Point, Miss., has been completed. The factory will have a capacity of 5,000 cans per day. Four of West Point's citizens are the managers and incorporators, with a cash capital of \$6,000. The plant and building, it is expected, will be completed within a month's time. This season the company will put up corn, tomatoes, okra, sweet potatoes and peaches.

The employees of most of the boot and shoe factories in this city went on strike Tuesday. There were about 600 in all out, and the factories affected were: J. D. King & Co., Cooper & Smith, Harvey & Van Norman, and W. B. Hamilton. The trouble was only of one day's duration and the men assigned as their reason for going out was the failure of the employers to sign the agreement on time giving a schedule of prices in the various subdivisions of the trade.

The rice crop of the United States is now practically in sight, and the following estimates are given out by Messrs. Dan Talma's Sons:—Louisiana will fractionally exceed 7,500,000 bushels; Carolina (inclusive of the Carolinas and Georgia), 2,000,000 bushels; scattering in newer states, 250,000

bushels. Total, 9,750,000 bushels rough, equal say 255,000,000 lbs. of cleaned or edible rice, of which 130,000,000 lbs. were marked April 1. The crop is 60 per cent. greater than the previous one, and over two and one-half times the average rice crop before the war.

The Batavia (N.Y.) Preserving Company, comprising the canning factories at Middleport, Batavia and Spencerport, will increase its capital stock from \$50,000 to \$100,000. A dividend of 9 per cent. was declared at the annual meeting recently. Extensive improvements are being made in all three factories. P. H. Lahey will manage the Spencerport, Fayette E. Brownell the Batavia, and C. W. Odell the Middleport factory. C. H. Francis will be general manager the coming year.

Merchant—I always give the preference to a married clerk.

Friend—Why is that?

Merchant—Because I find that they are not in such a hurry to get home of an evening as the others are.

BOARD OF TRADE TALK.

Prominent members of the Board of Trade are strongly opposed to the scheme to form a wheat pit in connection with the Montreal Board of Trade.

The Vancouver Board of Trade has elected these officers for the year: J. C. Keath, president; G. R. Major, vice-president. The following were elected to the council: W. F. Salisbury, W. Godfrey, H. T. Ceperley, W. Skene, J. C. McLagan, F. C. Cotton, Thomas Dunn, H. Bell-Irving, G. I. Wilson, F. Cockburn, R. H. Alexander, E. J. McFeely, J. W. Campion, C. E. Tisdall and F. Cockburn. A. H. B. Macgowan was elected secretary of the Board.

James W. Leonard, Charles Marriott and Henry N. Baird are the latest additions to the membership of the Toronto Board of Trade.

Senator Sanford has been appointed by the Hamilton Board of Trade to represent it at the World's Congress of Commercial Houses to be held this summer at Chicago.

The Hamilton Board of Trade has decided to petition the Ontario Government against granting a bonus to the Annaprior railway on the ground that it would be an injury to the western portion of the province to build a railway east from Georgian Bay or west from Ottawa.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

This is the House that



**CARRIES THE LARGEST AND BEST ASSORTED
STOCK OF**

Staple AND Fancy Groceries

IN CANADA

Teas—

Do you want good value? Write us for samples and quotations. Our "Orient" Brand of Pure Ceylon and India **Stands at the Head** of all package Teas. It pays you to handle it.

Canned Goods—

Our assortment and stock is large and varied and prices to suit everyone.

Coffee—

All grades, but we particularly call your attention to Chase & Sanborn's Standard Goods.

Cocoa—

Ask for what you want, we can sell it. If you wish a reliable, first-class, good paying article buy Bensdorp's "Royal Dutch," it leads them all.

Merchants handling Butter will find it to their interests to sell their customers Higgin's "Eureka" or Ashton's High Grade English Dairy Salt. We are Agents for both these lines.

WRITE US FOR PRICE LISTS

EBY, BLAIN & CO.,

WHOLESALE GROCERS, TORONTO ONT.



Canadian Grocers

Attention

We can meet your
needs with a first-
class article of

Tobacco

The best grocers
all over the Domin-
ion are selling our
goods, send for
sample caddies of
different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

DATE SUGAR CULTIVATION.

The Indian Agriculturist has a very interesting article relating to the date sugar industry of Bengal, from which we glean the following:

"Unlike most other palms, the date palm (*Phoenix sylvestris*) has a very wide distribution, being indigenous in many parts of India. It forms extensive forests in Rohilkhand, on the low grounds along the Ramganga, on the Mysore plateau between Shimoga and Tunkur, in the forest lands of the Gwallor state, on the outskirts of the villages in most parts of the Central provinces, and it is not uncommon along the outer Himalaya, extending westward up to Jammu, and attaining an altitude of 5,000 feet in Kumaon. It also occurs plentifully, self-sown and uncared for, along the eastern coast, where it is occasionally tapped by a certain class of people chiefly for toddy. But it is in Bengal that it is most extensively cultivated, and its usefulness as a sugar-yielding tree fully realized.

"The yield of sap is greatest in mid-winter. (The sap collected in calm and cloudless nights gives gur of the best quality. In January, when the trees begin to put forth their inflorescence, the sap becomes very poor in sugar, though profuse in quantity, and, as a rule, does not produce good crystals. The average yield of a tree is about ten seers a day. It becomes less and less after the trees are about twenty years old, but the sap becomes almost proportionately richer in saccharine matter.

"The earthen pots in which the sap is collected require some care. They have to be well smoked every morning as soon as emptied. This gives them a glazed surface; also the alkaline salts of the smoke neutralize acidity, and the heat kills any ferments that may have been produced. If this were neglected the ferments would eat up all saccharine matter, and the sap would become a toddy.

"For this purpose a peculiar sort of furnace is made; a shallow rectangular pit is dug in the ground, over which a low dome of mud is built, supported on a framework of bamboo while the mud is soft. Into this dome circular holes 15 to 18 inches in diameter are cut in two rows along the length of the rectangle, the number varying according to requirements, from four to fourteen; and two flues are made at the short ends. On each of the circular holes is placed a conical (more properly semi-elliptical) thimble-shaped earthen vessel capable of containing from 30 to 60 pounds of sap. Usually an umbrageous tree is utilized for its grateful shade; in default of it a temporary shed of date leaves supported on bamboo posts is erected over the furnace.

"The boiling, once started, continues day after day, the Siuli operating on a fresh group of trees every day. As soon as the furnace is well ablaze a thick white froth appears on the surface, which should be promptly removed. For this purpose a ladle, called Urki, made of coconut shell, with a bamboo stick as

a handle, is used. The date palm sap, however, is remarkably free from feculent matter, and therefore requires less skimming than the cane of any other kind of sugar yielding saps. It has, on the other hand, a slightly larger proportion of gluten, and therefore gives a smaller outturn of sugar crystals. After about an hour's boiling, the sap is said to be Saris a-Phuli (like mustard-flower), from the fact of its turning golden-yellow, and giving out in quick succession small round bubbles which resemble the petals of the mustard flower. Soon after this big, isolated bubbles, rise slowly with a dull explosive noise, and the peculiar smell of gur is noticed. The gur is now ready, and must be promptly poured into earthen jars, or other vessels, in which it will be taken to market for sale. If too little done the gur is liable to become acid after a few months, and the crystals small; if too much done, it suffers in color and flavor, and may even become bitter and sticky, and, therefore, uncrystallizable. It is therefore very important that the boiling be stopped at the right time. The crystals form when the gur cools. The outturn of gur is from one-sixteenth to one-eighth of the quantity of sap. It is estimated that an average tree yields about a maund (41 pounds) of gur per year.

"The next point is sugar-making. I will notice this briefly. As a rule the cultivator himself does not do it on a large scale. He sells his gur to the sugar manufacturer, who is usually a well-to-do sweetmeat maker. The gur is put into gunny bags, which are then hung up on poles and pressed tightly, each by means of three pairs of bamboo levers. The molasses trickles down, leaving the brown crystals in the bag. The raw sugar is then thrown either into baskets or into earthen tubs, called nads, with perforations underneath. It is then lightly sprinkled over with water, and covered with a layer of pata (*Vallisneria spiralis*), two inches thick. This is an aquatic plant found growing luxuriantly at the bottom of stagnant pools of water, such as beels and old tanks; and even of rivers with little or no current, of which there are so many in Bengal. The attenuated cellular tissue of this plant has the property of absorbing moisture at every point to a remarkable extent, and the result is that after week, the brown crystals to a depth of about two inches become tolerably white and glistening. This upper layer is then removed and sun-dried, and the process repeated with the remainder. The molasses collected in this manufacture is boiled down in large pans into a black sticky treacle, which is an indispensable ingredient in the tobacco for the native hookah, and has therefore an extensive sale all over India. The date palm treacle supplies, at any rate, the whole of Bengal."

A bill to compel the manufacturers of baking powder to label their packages with an analysis of their contents has been introduced in the Assembly at Albany. "Either this bill belongs to the 'strike' class or rival baking powder manufacturers are responsible for it, as it is certain that there is no popular sentiment behind it," remarks a contemporary. "The public cares nothing for the various measures affecting baking powders that have been introduced in the legislatures of New York and other States in recent years."

John Jamieson & Co's LOCHFYLE HERRINGS

56-60' E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY . .
BUTTER
OR DRESSED . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
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REPRESENTING:

ARMOUR & Co., Chicago, Ill.
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THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tullymet Distillery, Perth, N. B.
PERINET ET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

EPPS'S COCOA

1 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
Also at
Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are lower at 12c.; Butter feeling not so
firm at 20c. to 23c.; Dried Apples easy at 4½ to
4¾c.; Green Apples plentiful at \$1.00 to \$2.00;
Beans \$1.30 to \$1.50; Honey 8c. for Clover, 5c. for
Buckwheat; Potatoes lower 80c. to 90c.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission.

April 5, '93

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.

Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SOHRT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S

Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, April 13, 1893.
GROCERIES.

The feature of trade this week is its decided quietness. This applies to practically all lines, and to the country as well as to the city. Sugar is fractionally higher than a week ago; but retailers seem to be well supplied for the moment, and there is an absence in consequence of the activity noted during the past week or so. The position, however, remains strong, although any immediate advance in prices is not anticipated. Canned goods share in the general quietude, although prices in this line, too, remain steady. Dried fruits are steady all round and devoid of any special feature. There is still a scarcity of good Rio coffees on this market, but new stocks are expected to arrive shortly. Tea is without special feature and quiet. No special reason can be assigned for the general quietness. Although the condition of the country roads contribute some to this end, yet all the responsibility does not lie in that direction. The fact of the matter is, the trade has been buying pretty freely of late, particularly of sugar and canned goods, and therein probably is the secret. Another week or so will probably see a more active market.

COFFEES.

There was a little easier feeling in New York a few days ago, but since then there has been a corresponding firming up. Trade locally is quiet, and there are little or no really good Rio coffees to be had, but more are on the way. We quote as before: Rio, 21 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Mocha, 26 to 30c.; Santos, 21 to 22c.

DRIED FRUIT.

No change is appreciable, and activity is not reported in any one line, although currants and prunes seem to be selling fairly well. Valencia raisins are quiet and unchanged. Layers as a rule sell at from 6 1-4 to 7 1-2c., according to quality, and fine off-stalk at 5 1-4 to 5 1-2c. Bordehore & Co.'s (C. Morgan & Co.) annual statement regarding the Valencia raisin crop of the past year shows the entire crop to have been 2,376,000 boxes, of which 1,178,000 boxes were ex-

ported to the United Kingdom, 766,000 boxes to the United States and Canada, 392,000 boxes to France, and the continent, and 40,000 boxes unshipped. Valencias shipped to the United States and Canada for the past couple of years are about one-half less than previously. Jas. A. Hawkesworth & Co.'s monthly statement to hand shows that stocks of Valencias in New York are considerably less than one-half what they were this time last year. The local currant market has lost that activity that characterized it a week or so ago, but prices are unchanged, ranging all the way from 5 3-4c. for provincials up to 10c. for Vostizzas. A good many prunes are moving, although trade cannot be said to be brisk. Bosnias are quoted at 7 3-4 to 9c., and Atlas brand from 7 1-2 to 8 1-2c. Dates are quiet and unchanged at 5 1-2 to 5 3-4c. for Persian in boxes.

NUTS.

There has been a strong advance in peanuts, and we now quote roasted at 13 to 14c., and green at 11 to 12 1-2c.

RICE AND SPICES.

Demand for rice continues seasonable at 3 7-8c. for Aracan up to 5 1-2c. for Japan.

In spices, pepper is low; pure black is quoted at 14 to 16c., and pure white at 20 to 28c. Whole ginger is quoted at 20c., and ground at 20 to 25c.

SUGAR.

The movement in sugar has fallen off perceptibly. There has been an advance of 1-8c. since our last review, and prices are being firmly maintained, although no immediate change is anticipated. Granulated is quoted at 5 1-8 to 5 1-4c., and a carload sold on Monday at \$5.10 per cwt. Good rich yellow sugars are selling at 4 1-8 to 4 3-4c., and dark yellow at 4c.; nothing below this latter figure is heard of. The London market has recovered its lost ground, and latest advices quote beet sugar for April at 16s. 1 1-2d., and for May at 16s. 3d.

SYRUPS AND MOLASSES.

Syrups are quiet and unchanged at from 2 1-2c. per pound up. There is not much doing in molasses, and prices are unchanged, generally selling at 30 to 35c. per Imperial gallon.

TEAS.

There is no special feature in tea, except it be that it is following the general trend of trade, it this week exhibiting less activity. The demand such as it is, is pretty well distributed among all lines, although the little partiality being shown is for good low and medium grades. Low grades range in price from 14c. up, mediums from 18c. up, and fine 27c. up. Really fine autumn flavored Assams and Darjeelings are not to be had on this market.

BUTTER AND CHEESE

The butter market continues in good shape. Stocks are light and prices firm. A fair business is being done in creamery butter, and offerings are a little freer. Good creamery tubs are quoted at 22 to 23c., and pound prints at 25 to 26c. Some creamery tubs are obtainable at 20 to 21c., but the quality is not first-class. Dairy butter of all kinds continues scarce, with prices firm. Pound dairy rolls are reported to be particularly scarce, and 21 to 22c. is quoted. The

greater part of the dairy tub moving is going out at 20c., although prices range 1 to 2c. per pound higher for something fine. Large rolls are quoted higher at 20 to 22c., outside figure being for the choice article. Bakers' butter is scarce, and wanted at 16 to 18c.

The cheese market is quiet and easy at 11c. to 11 1-2c. Offerings are in excess of demand, and it is not likely that it would take very strong inducements to cause holders to shade prices.

COUNTRY PRODUCE.

BEANS.—Holders in the west were, according to latest advices, asking \$1.60 for car lots, but they appear to be asking in vain. Anyhow the local market is quiet, and dealers report they cannot get more than \$1.50 in a jobbing way for good samples; \$1.30 to \$1.35 would be paid for car lots.

DRIED APPLES.—There is no demand, and prices are unchanged, 4 3-4c. being paid, and jobbers are selling at 5 1-4 to 5 1-2c.

EVAPORATED APPLES.—Not much doing. Small lots are being jobbed out at 8 1-4 to 8 1-2c.

EGGS.—Easy at 13 to 13 1-2c. Supplies were rather light the latter part of last week, but they have been liberal enough this week, while demand is not good.

HONEY.—Dull and easy. Dark is quoted in sections at 8c to 9c. White is quoted at 8c. in 50-lb. tins, and at 15c. in sections.

POULTRY.—Scarce and wanted. We quote: Chickens, 60 to 70c.; turkeys, 13 to 14c. a pound; geese, 8 to 10c. a pound.

POTATOES.—Quiet and easy, and trade merely of a hand to mouth character. Car lots sell at from 80 to 85c. per bag, and bags are being jobbed out at 95c.

ONIONS.—Quiet and unchanged. The range of price is varied, being all the way from \$1.50 to \$2.50.

HOPS.—Quiet and unchanged at 18 to 20c. for '92's, and at 15 to 16c. for yearlings. There have been a few arrivals of California hops, and they have sold at from 21 to 22c.

HOGS AND PROVISIONS.

There have been quite a few dressed hogs offering this week, and most of them seem to have been taken at \$7 to \$7.25. Butchers are about the only ones who are buying to any extent, packers being indifferent. Hog products are in fair demand at steady prices. Pure lard sells well at quotations. A carload changed hands Tuesday last at 12 3-4c. in tierces.

BACON.—Long clear 10 1-2c., smoked backs are 12 1-2 to 13c., bellies 13 1-2 to 14c., rolls 10 1-2 to 10 3-4c.

HAMS.—In good demand and firm at 13 to 13 1-2c.

LARD.—Pure Canadian is 13 1-4 to 13 1-2c. in tubs, 13 1-2 to 13 3-4 in pails, and 12 3-4 to 13c. in tierces. Compound 10 to 10 1-2c.

BARREL PORK.—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

DRESSED MEATS.—Beef fores are 4 1-2 to 5 1-2c., hindquarters 7 to 8 1-4c., veal 6 1-2 to 8c., lamb 8 to 8 1-2c.

GREEN FRUIT.

Trade is reported to be satisfactory in all lines. Oranges are going out freely at unchanged prices. Lemons of good quality are getting scarce. A great many 360's are obtainable, but the opposite conditions prevail regarding 300's.



"KENT" Bottled Pickles

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the wholesale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.

L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND

PICKLES are in great demand. Sales increased last year 79 per cent.

Three months this year, 121 per cent.

No grocer should be without them.

Order from our Travellers, or write to

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,

TORONTO.



The Lakeport Preserving Co.

Have sold out their large pack of

Tomatoes, Corn, Peas, Beans, Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils, Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

SITUATION WANTED. MARATIME PROVINCES.

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care
15-93 B., this office.

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Wholesale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.



Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.

THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS—Continued

Strictly fancy 300's sold in New York the other day at \$4.75, and local dealers expect to pay more than the figure now obtaining when they undertake to replenish present stocks. There is an active demand for bananas, and \$1.75 to \$2 seems to be about the idea for the country trade. Pine apples, which have been rather scarce, are now getting more plentiful. The prices ruling here, it appears, did not suit the American consignors, hence the recent scarcity. We quote: Oranges—Valencias \$6.00 to \$6.50 per case; Floridas, \$3 to \$4 per box; Messinas and Palermos, \$3 to \$3.50 per box; California seedlings, \$3 to \$3.25 per box; dito Navals, \$3.50 to \$4.50; lemons, \$3.25 to \$4; bananas, \$1.40 to \$2.50; pineapples, 20 to 30c.; apples, \$1 to \$1.50 for market stock, and \$2 to \$3 for good to fancy.

MAPLE SYRUP.

Supplies of new maple syrup are getting a little freer, but they are still of a limited character. Prices are as before at 80 to 90c., according to size of tin. Maple sugar is unchanged at 8 to 9c. a pound.

FISH AND OYSTERS.

The fish market is flat. The principal enquiry is still for whitefish and trout, which are both scarce. The smaller fish, such as perch, suckers, etc., are selling well. Finnan haddie is flat and 11-2c. lower, and a like decline is shown in perch. Black bass is 2c. cheaper. We quote: Manitoba whitefish, 7 1-2c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6 1-2c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12 1-2c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; pickerel, 7c.; ciscoes, \$1.50 to \$1.75 a hundred; black bass, 7 to 9c. a pound; finnan haddie, 7 1-2c.; perch, \$3 to \$2.50 per hundred, as to size; suckers, \$3 per cwt.; blue back herring, \$2.50 per hundred; oysters, \$1.20 to \$1.25 for standards and \$1.75 for selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES.—The market continues much about the same, car lots of cured going out at 5 1-4c., No. 1 cows' is quoted as before at 4 1-2c.

SKINS.—Calf skins are unchanged at 9c. There is a fair demand, and they are going away well, but dealers complain that the margin of profits is unsatisfactory. There are not many sheepskins coming in, but quite enough for the demand. Prices are unchanged at \$1.25 to \$1.50.

WOOL.—There is nothing doing in fleece, because there is none to sell, but in other kinds the demand is moderate, although for small quantities. We quote pulled wools at 21 to 21 1-2c. for supers and at 26 to 27c. for extras.

TALLOW.—There is really nothing being done in tallow. Dealers are paying 6 1-2c. and selling at 7 to 7 1-4c. Rough is quoted as before at 2 1-2c.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

SEEDS.

There is a good jobbing demand for all kinds, but principally for red clover, alsike and timothy. There is no material change in red clover, but prices are very firm and stocks are running low. Alsike is becoming comparatively scarce, and prices of all grades are about 2c. per bushel higher, timothy steady and unchanged. Prime red clover is quoted at \$8.85 to \$9.00, and extra choice at \$9 to \$9.15. Alsike runs all the way from \$7.05 for good to \$8.50 for fancy. Timothy sells at \$2.52 to \$2.60 for prime to choice, \$2.60 to \$2.65 per bushel for choice, and \$2.75 to \$2.90 for unhulled flail threshed.

PETROLEUM.

The Petrolea Advertiser, in its weekly report, says: "The oil market at present is very dull and will continue to be dull for the next two or three months, as is usual at this season of the year. Refiners take this opportunity of shutting down their stills and cleaning up their yards. Most of them have a sufficient stock of refined oil on hand to supply their customers while their works are being put in thorough repair to get ready for the fall trade. If there is any disposition manifested by the refiners to reduce the price of crude oil during the next three months, we would advise the producers to hang on to their oil and not accept any reduction in price whatever, as we predict a larger demand for Canadian oil this fall than ever we had before in the history of the

(Continued on page 22.)

CANNED GOODS.

TORONTO.

The canned goods market is quiet in sympathy with other branches of the grocery trade. The volume of business is lighter than at time of last review, and the past week has been the most uninteresting for some time. In no one line has there been what could be termed a brisk movement. Prices however remain steady and unchanged. Tomatoes are in fair demand at 85c. to \$1. There is a fair enquiry for peas at from 90c. to \$1 for ordinary quality and at \$1.45 for the sifted article. Corn sells as before at 90c. to \$1.25. Beans are quiet and unchanged at 90c. to \$1.00. The movement in salmon is rather more active if anything and stocks are getting lighter and bid fair to be exhausted by the time the new pack arrives. The idea is \$1.50 for talls and \$1.80 to \$1.85 for flats. Lobsters are in lighter demand, but prices are unchanged at \$2 to \$2 10 for talls and at \$2.50 for flats. In canned peaches the demand is small, stocks light and prices unchanged at \$2.10 to \$2.25 for 2's and at \$3.25 to \$3.75 for 3's. Apples are not much wanted and prices are unchanged at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons.

MONTREAL.

The canned goods market is very flat and what little business there is doing in vegetables is at a loss. Lunch tongues are quoted higher however at \$3.50 and there has been something doing speculatively in canned salmon in the coming catch for July and August delivery, favorite brands having been placed at \$4.40 to \$4.50 and seconds \$4.30.

SYMINGTON'S

COFFEE
ESSENCES

... UNEQUALLED ...

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR

Oranges
Lemons
Bananas

Just
Received
Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1766

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

SEEDS - Everything for the
Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD. TORONTO, ONT.**

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
an excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,
HALIFAX, N.S.

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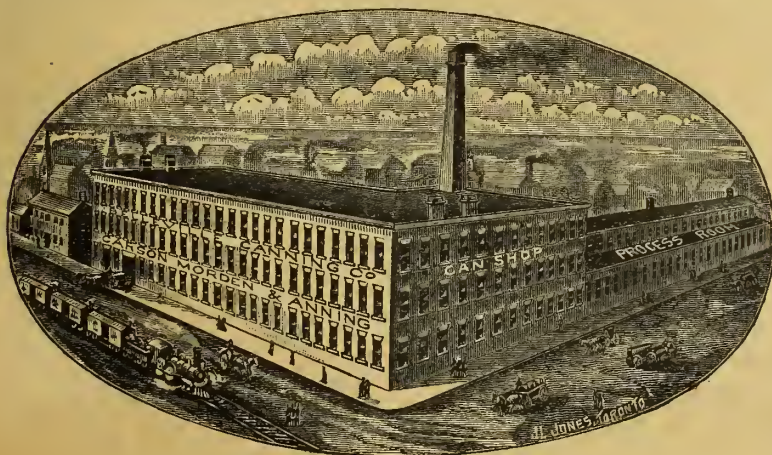
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MARKETS—Continued.

trade." It quotes crude at \$1.18 per bbl.; refined, 10c. in bbls, and 7 1-2c. in bulk.

Following are the quotations in Toronto: Canada refined oil, 13 to 13 1-2c.; carbon safety, 17 1-2 to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

TORONTO MARKET NOTES.

Advices received by P. L. Mason & Co. report that the Greek peninsula has been visited by heavy frosts, and that in some of the districts the budding vines have been injured to the extent of 20 per cent.

"Derby" and "Sweet 16" cigarettes are quoted 25c. higher, at \$4.25 and \$3.75 respectively.

The lower cables on beet at the close of last week were due to realizing on the part of holders, but the feeling is now stronger. The Cuba crop is likely to be 75,000 tons short, which may be increased to 150,000 tons.

Peanuts are stronger, and quoted higher at 13 to 14c. for roasted and at 11 to 12 1-2c. for green.

Clemes Bros. report that they are selling a good deal of maple syrup.

Perkins, Ince & Co. have just received a direct shipment of new season's Japan rice.

Stanway & Bayley report that their allotment of "Horse Shoe" brand of next season's salmon for this market is all sold. J. H. Todd & Son, of Victoria, B.C., the makers of this brand, are putting on the market another to be known as the "Beaver" brand. It will be a little lower in price than the "Horse Shoe," and the quality will be guaranteed.

Smith & Keighley are selling a good many prunes at prices ranging from 7 1-2 to 7 3-4c.

Smith Bros., who have carried on a wholesale and retail canned goods trade in Shaftesbury Hall, Toronto, for 18 years, have moved to 78 Queen west, where they have larger and more commodious premises. The erection of the court house severely injured their business, but they expect to regain their old trade now.

Granulated sugar is selling at 5 1-8 to 5 1-4c., and yellows at 4 to 4 3-4c.

Good lemons are getting scarce, and pineapples more plentiful.

Soaps are easier in New York, but the local market does not appear to be affected.

Total stock of sugar in four ports, 148,823 tons, against 140,196 tons last week, and 90,386 tons at the same time last year.

MONTREAL MARKETS.

MONTREAL, April 13, 1893.
GROCERIES.

The week has not presented many new features, but a leading and exciting one has been the continued excitement in the sugar market, buyers evidently being scared at the

sharp jumps that the market has made, for there has been heavy buying at the advance and a further jump of a 1-16c. made on Thursday has not checked, but rather accentuated, the demand. Raw sugar is also very excited and rapidly advancing on outside markets. Outside of this groceries have ruled on the quiet side, for the fact that country roads are neither in a fit state for wheeling nor sleighing has operated against the actual movement in this connection. Syrups have ruled quiet and molasses firm, which must be disappointing to those who have been cutting prices. Teas are quiet but steady, but coffees and spices are firm. Canned goods are much the same, and other lines have shown no special feature. Remittances generally show an improvement over those of last month.

SUGAR.

The sugar market has continued excited and active throughout the week. A further advance on Thursday of 1-16c. verified the prediction made earlier in the week that prices were to go higher. Buying at the advance was free and it has been maintained since, so that the aggregate turnover during the week was exceptionally large. Quotations now are as follows at the refineries:—Granulated 4 7/8c., bright yellows 4 1/2c., and lower grades 3 7/8c. Even these prices are low compared with those of a few years ago, when the top price was 9 1/4c. for granulated. There are no signs of abatement in the strength of the raw sugar market, recent cables from England reporting the market there strong and advancing. Java is quoted at 17s. 7 1/2d., an advance of 9d. on the week, and fair refining has advanced to 15s. 9d. and beet to 16s. 1 1/2d. spot and 16s. 3d. May.

SYRUPS AND MOLASSES.

Syrups are moving fairly well at about 1 1/4 to 2c. per lb.

Advices from Barbadoes report a very strong market for molasses. The latest quotation is 13c., but as the crop is said to be well bought up some difficulty is being experienced in filling orders at these figures. The quotation for spring delivery is 30 to 30 1/2c., and spot prices are 32 to 32 1/2c.

TEAS.

The market has been generally quiet, the only business doing being a jobbing movement towards filling some retail orders on country and city account, the aggregate volume of which is not large. Sales of Japans have been made at the following range:—Low goods 12 to 14c., good to common 13 to 18 1/2c., fine 19 to 21 1/2c., and finest 21 to 31c. Black teas are steady, with sales reported for English account at 7d. to 1s. 1/2d. An English trade circular of the 24th March says:

The market still continues in the same dull state which has been the rule these last few weeks. But notwithstanding the apathy shown by dealers and the consequent scarcity of business by private contract, values have undergone little or no change, the purchases by packers on the one hand and shippers on the other proving sufficient to keep China tea steady. Indian and Ceylon teas

the dealers cannot so well afford to neglect, and these have consequently at this week's auctions again sold at steady rates, though the offerings were nearly as heavy as last week. Deliveries have not improved, but on the other hand they have not either shown any further falling off. The following were the offerings in public sale during the week:—China teas, 6,246 packages—viz., 922 Congou, 2,552 scented, and 2,771 green; Indian teas, 23,181 packages; Ceylon teas, 20,878; Java teas, 1,247. On the whole the tendency at sale was towards firmer prices for common, but if anything again weaker for better tea. It is noticeable how Javas have of late come into favor with the home trade, who has again this week taken them at improving prices, which is, however, easily explained when the useful quality of the teas is considered and the high prices at which common Indian and Ceylon teas stand. In the terminal market a dull and even depressed tone has ruled during the greater part of the week, and only now towards the close a little more confidence is showing itself again. But it is surprising that in the face of last week's Colombo telegram, which gave the shipments for the first fortnight of the month as only 2,000,000 lbs., confidence should have run so low at all. If trade is so very bad just now it can only and must improve again, and as the situation remains sound and strong prospects should be so much better than they have been before.

COFFEES AND SPICES.

There has been a weaker feeling in New York and England, but owing to the light stocks this has had absolutely no effect here, for round lots of Maracaibo have sold during the week at 22c. ex-store. For strictly wholesale business we quote as follows:—Jamaica 19 to 20c., Maracaibo 21 1/2 to 22c., Rio 19 to 21c., Java 24 to 27c., and Mocha 25 to 28c., these prices being for strict wholesale lots.

Spices continue strong and business has been done on the basis of the following prices: Black pepper 8 to 9c., Pimento 6 1/2c., nutmegs 50 to 52 1/2c. to \$1.00.

RICE.

A better movement is reported in rice owing to the reduced railway freight rates. Prices are unchanged as follows: Standard, \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina, \$7.50.

DRIED FRUIT.

There has been more enquiry for Valencia raisins off-stalk and sales of fine brands have been made at 4 3/4c. and good to common has been placed at 4 1/2c. The low priced trash that has been hanging about the market ever since last fall is still in evidence at 3 7/8c. without any takers. Valencia layers have sold at 6c. in fair sized lots. Currants are quiet and easy at 5 1/4 to 5 3/4c., one lot selling as low as 5c. the quality being reported good.

FISH.

The fish market is dull and neglected at the moment. Pickerel, dore, green cod, Labrador salmon, fresh herring and Yarmouth bloaters are out of the market. Pickled herrings are in good supply, but there is very little enquiry. We quote:—Haddock, 4 to 4 1/2c., lake trout 7c., white fish 7 to 7 1/2c., dried cod, \$5.50; No. 2 mackerel, \$12 per brl.; do. \$7 per half brl.; C.B. and N.S. herring, \$4.50 to \$4.75 per brl.; haddies, 7 1/2 to 8c.

(Continued on page 24.)

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y, BRANTFORD, ONT.
Sole Agents for Canada.

FLOUR AND FEED.

TORONTO.

Flour continues dull and devoid of any feature worthy of note. Demand for feed continues to fall off and prices are easier.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.75 to \$4.00; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.90 to \$3.00; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$14.50 to \$15, shorts (ton lots) \$17 to \$18, ditto (on track) \$16; mixed feed \$20 to \$22, feed-ing corn 57 to 58c., oats 33½ to 34½c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market continues quiet and featureless. A small movement is reported in city bakers at inside figures, millers showing a disposition to make some concessions in order to induce trading. We quote winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4 to \$4.15; strong bakers' \$3.75 to \$4.00.

ST. JOHN'S N. B.

There is no change since our last, but a limited quantity moving and at regular prices. Opinions expressed are conflicting as to the course of market. Present quotations are: Manitoba, \$5 to \$5.10; high grade Ontario, \$4.25 to \$4.30; medium patents, \$4 to \$4.15.

Oatmeal.—There is no change in values, is selling at \$4.40 to \$4.50.

Cornmeal.—Is moving slow at steady figures, \$2.70 to \$2.80.

Feed.—A slightly easier tone, \$23.50 to \$24.50.

Our lines in BAKING POWDER

are

"Snow Drift"
"Our Cream Tartar"
and "Crystal"

All Pure and of the Finest Quality.

THE SNOW DRIFT CO., BRANTFORD.

The Westren Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands

ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - - EMBRO, ONT.

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

W. W. SUTHERLAND.

MONTREAL Markets Continued.

FRUIT.

A good business has been done during the week in oranges and still continues, prices remaining about the same: Messina, \$2.50 to \$2.75; California, \$3 to \$3.50; Floridas, \$4 to \$4.50; Valencias, \$5 to \$5.50.

There has been a steady demand for lemons and prices rule unchanged. Fancy, \$2.75 to \$3; choice, \$2.25 to \$2.50; common, \$1.25 to \$2, as to kind and quality.

Very little has been done in dried fruit during the past week, the only change being an advance of $\frac{1}{2}$ c. in evaporated apples. We quote: Dried apples, $5\frac{1}{2}$ to 6c.; evaporated, 10c.; peaches, 19 to 21c.

Choice pineapples meet with a fair demand at 15 to 25c. as to quality.

A fair jobbing business is doing in bananas, choice bunches fetching \$2.50 to \$3, and others \$1.25 to \$2 as to quality.

BEANS.

The market is quiet but steady at \$1.60 to \$1.65 for Western hand picked, and \$1.25 to \$1.50 for ordinary to good. Lower grade sells at \$1 to \$1.10.

HONEY.

The demand continues very slow with extracted $5\frac{1}{2}$ to 7c. as to quality and comb $12\frac{1}{2}$ to 13c., dark buckwheat 8 to 9c.

HOPS.

Country holders find it more and more difficult to move supplies. Choice stock has been offered at 17c. without takers and we quote 16 to 17c. as a range.

MAPLE PRODUCTS.

Receipts of maple sugar are increasing and sales have taken place at $5\frac{1}{2}$ to $6\frac{1}{2}$ c. per lb. in wood. In tins there were sales at 65 to 75c., sugar has been placed at 7 to 8c. per lb.

ONIONS

The market has been steady during the past week, prices remaining unchanged. Red are selling at from \$2.90 to \$3.25 and yellows at \$2.75 to \$3.00.

POTATOES.

Supplies are not excessive and we note sales of car lots at 95c. to \$1.00.

EGGS.

Receipts of eggs have continued to increase, and the larger supplies have depressed prices still further on those noted a week ago. For business now doing 13 to $13\frac{1}{2}$ c. is the range for business in a large way.

BUTTER AND CHEESE.

The cheese situation is precisely the same. Advices from all quarters point to an increased production this year. In Quebec and up the Ottawa valley alone some forty new factories will be in operation, and the number is certain to be largely increased in Ontario. A new move with some of the Townships' factories is the placing of separators in the establishments, the intention being to run on creamery butter until the cheese season commences in earnest. The reason for this move is in the fact that it will afford feed for calves until the latter are off milk entirely, which is not the case with the residue from the cheese. If this is the intention the new move is all right, but if not the reverse is the case. No one wants to have the cheap cheese that is turned out from some American factories who follow this plan of operations. It is to be hoped that the factory men who are moving in this will stoutly resist temptation in this connection.

The butter market remains about the same. The chief bar to the possibility of immediate improvement is the fact that the opening of

navigation will be late this year. This stops an outlet for a demand from points down the river and in the provinces. Consequently there is nothing doing except a local jobbing trade, but although there is more old creamery here than some people want, it has been subjected to absorption, even if it was slow and gradual. It is hard to quote a price, however, for most of the lots are small and the basis of sale not representative for business in a large way. For this 22c. is an outside figure. There is very little old dairy here, and this fact is a decided help to holders. In new butter, receipts of Townships dairy are somewhat large, but they are yet too small to be really appreciable. They are all readily taken by local grocers at full figures, 23c @ 24c being paid for parcels of stock to-day.

ST. JOHN, N. B., MARKETS

ST. JOHN, N.B., April 13, 1893.

The stormy weather the past week has interfered some with business, which otherwise would have been very satisfactory. Sugar keeps firm. Flour is unchanged. Beans are easier. Provisions also are reported lower. Lard has to follow suit, and sags off about $\frac{1}{4}$ c.

Sugar—The advance in sugar is maintained, and some venture the opinion that higher prices will be obtained later on. We quote granulated $4\frac{3}{4}$ to 5c., yellow $3\frac{3}{8}$ to $3\frac{3}{4}$ c., extra C $3\frac{3}{8}$ to $4\frac{1}{2}$ c.

Teas—This market is supplied in most lines and prices are somewhat firmer, especially in values from 16 to 25c.

Molasses—A fair demand. Barbadoes, new, is quoted at 32 to 33c.; old, 29 to 30c.

Dried Fruit—Market is steady. Off-stalk Valencias are selling at 5 to $5\frac{1}{2}$ c.; Valencia layers, $6\frac{1}{4}$ to $6\frac{1}{2}$ c.; prunes, 8 to $8\frac{1}{2}$ c.; dates, $4\frac{1}{2}$ to 5c.

Evaporated Apples— $8\frac{1}{2}$ to $9\frac{1}{2}$ c. for old, and new are selling at 11 to $11\frac{1}{2}$ c.

Eggs—Are in demand and sell readily at 17 to 18c.

Butter—The market is well supplied prices slightly easier, 19 to 21c.

Cheese—No change, $10\frac{1}{2}$ to $11\frac{1}{2}$ c. as to quality.

Fish—The market is dull, dry cod, large, move slow, \$4.40 to \$4.60, medium cod, \$3.75 to \$4.00, pollock \$2.25 to \$2.40, smoked herring 9 to 11c., finnan haddie 6c., pickled fish Shelbourne \$4 to \$4.25 in bbls., half barrels \$2.25 to \$2.50, bay herring, half barrels \$1.60 to \$1.75.

PERSONAL MENTION.

D. M. Smith, of Beaverton, has sold out.

Mr. J. F. Eby, of Eby, Blain & Co., is in Detroit.

D. N. Fettes, grocer, 261 Parliament street, has sold out to W. E. Martin, of Guelph.

A. Povan, King and George streets, has bought out W. R. Kindree, Wellesley and Ontario streets.

Fred. Hamilton, of Tottenham, has bought out the business and good will of Gosnell Bros., Gerrard and Sackville streets, this city.

A. R. A. Heath, who has been with W. G. Lambe & Co., of this city, for some months, left on Monday last for Shanghai, China, where he enters the well-known firm of Rodewald & Co. as buyer.

A QUESTION OF APPRAISING.

A long standing grievance with the merchants of Montreal has been the non-uniformity of appraisement of imports at the various ports of entry in the Dominion, the result of which was to discriminate against Montreal in the interpretation of the tariff items at competitive points. Numerous specific instances of irregularities in the application of the duty have transpired, going to show laxity at other points which gave merchants at such places a decided advantage over their fellows in Montreal in the competition for the distribution business of the country. Consequently it was natural to expect a large gathering the other day at the big port for the purpose of conferring with Comptroller Wallace regarding the matter. W. W. Ogilvie, president of the Board of Trade, occupied the chair, and among those present were: Messrs. James A. Cantlie, Thos. J. Drummond, J. B. McLea, J. D. Rolland, C. R. Smith, D. L. Lockerby, Jas. Williamson, Henry Lyman, Chas. P. Hebert, D. Cameron, John Kerry, J. B. Learmont, Jas. Slessor, J. R. Wilson, J. P. Cleghorn, D. Morrice, Henry Miles, Alex. Ewan, R. S. White, M.P., D. Sinclair, W. Reid, L. J. Bolvin, J. C. Rose, Jonathan Hodgson, L. E. Geoffrion, Alex. Manson, R. R. Stevenson, J. S. Shearer, Walter Paul, D. J. McArthur, Jas. McCall, J. C. McArthur, S. Davis, and others.

The chairman explained the object of the meeting as above, and Mr. J. B. Learmont explained that the difficulty lay solely in the fact that there was not a proper and uniform interpretation of the tariff. In Montreal the appraisers were thoroughly experienced men, who understood the goods they had to judge on and they passed goods properly. At some of the smaller ports, however, this unfortunately was not the case. He knew of tubing that had passed at Montreal paying a 30 per cent. duty, paying only 10 per cent. in the North-west, and this had gone on for years. Farmers' knives were another example. They passed in Montreal as tools at 35 per cent., and in other ports as manufactured steel, paying only 30 per cent., and again as cutlery, subject only to 25 per cent. A window handle was classed in Montreal under 35 per cent. as builders' hardware, but in other places only paid 30 per cent. Wire screens passed variously as wooden ware at 25 per cent. Goods were sometimes purchased in the States, where a special discount was given for export. Suppose the market value in the United States was \$1.15 and the goods were sold for the Canadian trade at one dollar. Montreal merchants paid duty on a valuation of \$1.15, while merchants in the west got the same goods through on a valuation of one dollar. Mr. Learmont recommended the printing of cata-

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Saul Street, Montreal.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

CANADIAN CANNED VEGETABLES

FRESH TOMATOES in gallon tins—the fine natural flavor better preserved than in the smaller tins. Suitable for good hotels, boarding houses, and families.

Also full lines of "AYLMER" and "MILLERS" Corn, Peas, Beans and Tomatoes at lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

First Young Hyson

Extra Fine Liquoring,
True Moyune.

SPECIAL VALUE.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUES

—: IN :—

TEAS, SYRUPS and NEW
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—

VALENCIA RAISINS.



Smith and
Keighley

9 Front St. E., Toronto.

SPECIAL LINES--

Currants and
Valencia Raisins

Write for samples and quotations.

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON SAUCE AND PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.C.

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.
Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.

Importers of Teas

—AND—

Wholesale Grocers
LONDON, ONT.

T. KINNEAR & CO., TORONTO,

Are offering special value in

BROOMS
—AND—
BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

logues containing all classes of goods, and opposite each article the duty should appear plainly.

Mr. J. P. Cleghorn said that Montreal merchants only wanted justice. It was no question of having duties changed, but simply that appraisers should be appointed who knew their business, which was not the case at many small ports, where the appointments were frequently made owing purely to political influence, and not because the appointee was fitted for the position he had to fill.

Mr. J. H. Wilson, speaking on behalf of the hardware trade said that steel plates over 30 inches wide paid 12 1-2 per cent., less than 30 inches wide 30 per cent., but that it had come to his notice that western importers had only paid 12 1-2 per cent. on the latter, whereas the full duty was, of course, imposed in Montreal. In fact it seemed as if everyone all round, both provincial and federal, considered Montreal lawful plunder.

Mr. Hy. Miles, speaking for the grievances of the drug trade, said that in the case of malt extract, containing three per cent. of spirits, Montreal merchants had to pay the regular duty of \$2.12 1-2 per gallon and 30 per cent. ad valorem, but that western importers brought in precisely the same extract and only paid 25 per cent., the duty imposed on the non-spirituous. This meant that in Montreal a bottle of the extract which retailed at 50c. actually cost 55c. Mr. Mills, however, did not see how one appraiser could handle two or three different houses. The drug trade wanted their own special appraiser, and nothing less would satisfy them.

Representatives of the liquor trade, Mr. C. P. Hebert and Mr. G. E. Geoffrion among others, detailed special cases of inequalities which had come under their notice, after which Mr. Jas. Slessor spoke on behalf of the dry goods trade. He referred to Melton goods, which had been admitted to Toronto and Hamilton at a lower rate of duty than in Montreal. Dress goods with printed spots had paid the duty of 10 cents per pound and 32 1-2 per cent., while the same goods had been admitted into Toronto, Hamilton and London at 22 1-2 per cent. merely.

The grocery question was taken up by Mr. D. L. Lockerby, who said that on some articles in the grocery trade duty was charged on larger quantities than were actually received. For instance, of one size of Lea & Perrin's Worcestershire Sauce, it would take forty bottles to equal a gallon, but the importer had to pay on sixteen as a gallon. In a barrel of Crosse & Blackwell's sauce there were only twenty-five gallons, but duty was charged on 37 1-2 gallons. A pound tin of Royal Baking Powder paid six cents duty, a tin containing three-quarters of a pound paid eight cents duty. In Victoria, Vancouver and New West-

minster duty was charged only on the quantity received.

The Hon. Mr. Wallace, in replying, referred to the various cases that had been called to his attention, and requested each gentleman to furnish him with exact data, and they would be closely examined into. As to the general question of appraisement and classification, for values, he was free to admit that some improvements could be made, although the evils were, perhaps, not so great as some imagined. As to the suggestion that a catalogue should be prepared in which the rates of duty were placed opposite the different articles, he had been engaged upon such a work for the last two months, and hoped in a very short time to have it completed. As to the appointment of travelling appraisers he did not think it would be successful, as they could never check the invoices at the different points of entry. He was not very clear as to the best way to proceed. At the present time four men were constantly engaged at Ottawa checking entries, and he intended to increase their number. Their duty was to see that the right classification of the articles was made, that the right rate of duty was charged, and that the calculation was correctly carried out. At present each man checked the entries from a particular district; but in future the entries would be given out indiscriminately, so that one man would not get the same district two days together. He quite agreed that there should be a more efficient and complete system of appraisement, and the opinions which had that day been expressed would largely guide the department in coming to a proper decision on the matter. He assured them that he would use his best efforts to secure an improvement, and he would be glad if they would communicate still further with him and give him more ideas on this very important subject.

On the motion of the chairman, seconded by Mr. C. P. Hebert, a vote of thanks was accorded Mr. Wallace.

CANNED SALMON OUTLOOK.

New York Bulletin: The spot market for canned salmon seems to be taken care of in very good shape. Lines of Red Alaska fish in store or to arrive by sail vessels now afloat for this port are in demand at \$1.15 delivered, and parcels unsold have only to be offered at that to find ready sale. Moderate quantities are being moved out at \$1.17 1-2, and, although the distribution is not heavier than usual at this period of the year, it affords satisfactory basis or quite general belief that the end of the 1892 season will find surplus stocks lighter than they have been in several years. Columbia river fish of last season's pack is believed to be well sold up also, leaving the general statistical position on this

side the Atlantic remarkably favorable. England sends none of the chronic wails of burdensome stocks there that used to figure prominently in private correspondence and in regular trade reports, and the presumption is that the situation in Europe has improved. Prospects for the coming season packing are therefore of particular interest. According to latest accounts the Columbia River cannery will pack all the fish that they may secure cans for, providing the run of fish is sufficient, owing to the unsatisfactory outcome of the attempt to form a combination. Outside Alaska cannery propose to do some heavy work also. In the latter connection the following data of probable pack, furnished by a reliable merchant, are of some interest:

	Cases.
Alaska Packers Association	500,000
Alaska Improvement Company	60,000
Pacific Steam Whaling Co.	50,000
Klawak Co.	10,000
Baronoff Packing Co.	10,000
Yess Bay	12,000
Chilcat Canning Co.	30,000
Metakalalah	10,000

From this it would appear that the combine cannery intend to pack 222,000 cases, and that the aggregate pack of Alaska fish will likely be very close to 722,000 cases, or within 67,000 cases of the heavy output during the season of 1891. That the "independent" interests will carry out their intentions is not, however, a settled fact. Some unforeseen influences may cause a change of mind on the part of some concerns, and accidents may interfere with operations. But that the "outside" pack will be a liberal one seems more than probable at the present time. On the heels of the above estimate comes a report to the effect that the Association have authorized bids on the basis of \$1.02 1-2 f.o.b. San Francisco for prime red fish, and stand ready to take the entire "outside" pack at that rate. This is suggestive, to say the least of it, and casts no little uncertainty around the near future of the market. There is in existence what may be termed documentary evidence that \$1 per dozen f.o.b. San Francisco affords a very neat margin of profit to the cannery. On this point the report of the Alaska Packers' Association may be specified, since it shows a profit equal to about \$1 per case on last year's pack, or \$400,000 all told. Such being the case, close observers are inclined to skepticism regarding the alleged bid by the combine, and are more inclined to think that a contest will take place if the "outside" cannery pack the quantity estimated in the statement given above.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR.

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

SEEDS

Clover, Timothy
and Grass Seeds

Samples and Prices upon
Application.

Wm. RENNIE, Toronto,
Ont.

**CARD'S CELEBRATED
CANADIAN TOMATO CHUTNEE.**

A FAVORITE SAUCE OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbourn, Ralston & Co., Montreal; Bates & Sons, Ottawa; Whickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD, Guelph.

CALIFORNIA ORANGES

First car Famous Riverside,
Just Received.

96's and 112's \$2.50 Box
126's, 250's and 288's \$2.75 Box
150's \$3.00 Box
176's, 200's and 225's \$3.25 Box

Dixon Bros., Hamilton

Butter Tubs .

BEST WHITE SPRUCE.

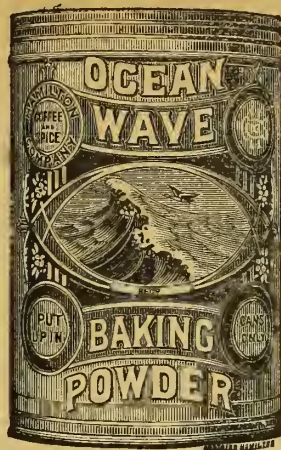
Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.

HAMILTON.



WILL INCREASE YOUR
BAKING POWDER TRADE



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

**THE HAMILTON COFFEE
AND SPICE CO. . . .**
HAMILTON, ONT.



DOES THIS
CATCH YOUR EYE ?

A PORTABLE

XL COFFEE ROASTER

Roasting Fresh Coffee every day
will catch your customers much more.

THE HUNGERFORD CO., 67 Pearl St., New York



Tea Caddies

All Sizes

Spice, Baking Powder and Tobacco Tins.
AND

TIN SIGNS, Lithographed and Japanned.

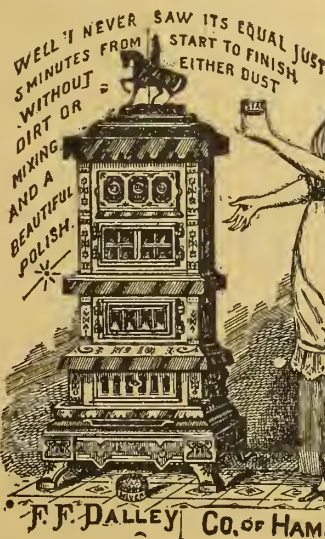
Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

WE'LL NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT EITHER DIRT OR
MIXING AND A
BEAUTIFUL POLISH.



SILVER STAR STOVE POLISH
BLACK
BRILLIANT
BEAUTIFUL.
This
polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
the labor.
Sold everywhere.

J. F. DALLEY CO. OF HAMILTON LTD

CRITIQUES ISSUE APRIL 7.

An important feature of the starch agreement is that the heretofore denied privilege to retailers of buying directly at bottom figures, is now officially fixed as something proper and just. Why on earth the buyers must be divided into goats and sheep is a question the losses on starch have enabled the manufacturers to answer satisfactorily.

The next man to get his eyes opened, and his sense of fairness enlarged is the grasping wholesaler who objects to brokers selling to retailers.

Yet a few weeks, and the lively canned goods gossip will be replaced by the cheerful gurgle of the throat as it draws down the only and fleeting genuine green pea.

Tobacco talk reminds me that good proof is to hand that the manufacturers of tobacco cannot sell anyone not on the list, unless the guild allows them, not even if the manufacturer is willing. And it says a lot for the backbone of the said manufacturer when he permits an organization so dead as the guild is to boss him in so flagrant a manner. Enough common law is apparent on the surface to commit the whole junta for conspiracy.

I am glad we live to-day. Glad for the wholesome spirit of fair play which is always gaining ground, glad for the growth of a larger live and let-live feeling, and gladder still for the many happy hours which improved surroundings, cheaper living, and greater intellectual advantages offer us in wending our way through this world's journey. Our poor ancestors had not enough of these things to compensate them for so aptly preparing the way for us.

California fruit in cans is like other very nice things—it reigns in high "G."

Our old friend Mr. D. on Jarvis street, has pronounced views on permanence of location, and lives them up to the letter.

Retailers will never agree. A certain reliable firm refused to loan us half-a-dozen canned smelts this week, and the next time they want our buck-saw for a month's loan they will sadly from us turn, or else we will give them an old stager which is a buck and no mistake, for it always kicks dead ahead on the middle of the down stretch. We have been going to give it away for a number of years, only wanting provocation enough we have heretofore delayed.

The average customer, who had got it firmly fixed into his head that 20 lbs. for a dollar was a vested right, has had a shock this week in the nature of higher

prices for sugar. And the retailer who thinks he is earning a future store of good will by keeping down to old prices, is living on sand of the shiftiest nature, for people have a nasty habit of forgetting these little sacrifices when another store stands eggs out at one half cent per dozen lower than he.

Our ideas on society life for grocers are somewhat lively. If a member of the absolute "400" it comes expensive, and is often productive of larger credits by very fashionable and utterly worthless cads. "Lodge" business is very refreshing if the "right" lodge; but at the top of any lodge, as a rule, are not found the most successful business men, but rather the plodding men of mediocre ability, who think and dream of nothing else; to these the ritual is a positive benefit as a mind burnisher of rare merit. Often we have adjourned from a hard day's work to the lodge room, and there spent a delightful two or three hours among our fellow-men with great pleasure. This is its stronghold with busy men. STRAIGHT MOYUNE.

RICE FLUMES.

At the last session of the Louisiana State Legislature there were passed two laws relative to the dahls and conduits of the levees of the State. These enactments required the removal of all existing dahls, and specified that if this work of removal was not completed by January 1 the police jury was to notify the parties interested to do so, and in default thereof that the members of the police jury were to have the work performed under their direction. Suit was then to be instituted against the delinquents.

A test case under the new law has just been tried, the defense being that the law violated the Constitution of the United States and various articles of the Constitution of the State. The court sustained the constitutionality of the law, but said the penalty would have to be stricken out, for the law simply said that every existing rice flume had to be removed, without mentioning on whose place or by whom it had to be removed; as this would make a man from the upper part of the parish remove an existing flume from the lower part of the parish, that made the law a nullity. As a practical question, the district attorney argued that to enforce the law at the present time, with the high state of the water in the bayou would be to devastate and inundate the whole of the parish of Lafourche, but the constitutional points made by the defense would enable them to block the game so as to defer a final decision of the case long enough to enable the rights of the planters to save this year's crop without trouble. The undercurrent of opinion shows that the police jury and the big sugar planters favor the law; the small rice planters are opposed to it. An appeal will be taken to the Supreme Court. Meanwhile the decision is regarded as reducing the law to a nullity.

GLASSWARE AT THE WORLD'S FAIR

GROCER is in receipt of a handsome lithograph from Gowans, Kent & Co., of this city, of the World's Fair Building of the Libbey Glass Co., who have acquired the right to manufacture and sell American glassware within the grounds of the Exposition. At an expense of \$100,000 the Libbey Glass Co., with its usual push and enterprise, have erected and equipped one of the most complete, beautiful and largest glass factories ever erected for exhibition purposes. It has the capacity of accommodating over 2,000 people at any one time. Mr. D. L. Stive, of Toledo, one of the foremost architects in the United States, designed and superintended the construction of the building and saw that every detail necessary to making it the most complete of its kind was carried out. Entering the main doorway the visitor finds in the glass house or "Blowing room" an immense glass melting furnace in full operation, with brisk "gathering boys" thrusting long irons into the white hot mouths of the crucibles, and by their own dexterous twist bring forth the hot waxy glass which they quickly hand to the "blower," who blows and fashions it into shape, producing entirely by the eye an exquisitely proportioned piece of ware. At another "pot" we see a boy gather from the crucible a huge piece of molten metal, drop it into a mold standing on a press, the presser pulls the lever down, drops the "plunger," and before you know it, out comes a World's Fair souvenir. In fact, every method of the glass blower's art is to be seen in this department, and many will linger to watch the interesting operations. In the glass cutting department some 40 skilled cutters will be constantly at work cutting the most intricate and beautiful patterns on the various pieces of glass. Those who have never been fortunate enough to see the process of glass cutting will not only find this branch most interesting but very instructive.

Adjoining this cutting room will be the decorating room, where a number of skilled decorators will be found busily engaged painting the most beautiful designs upon all manner and shapes of useful and ornamental pieces of glass, after which they are placed in the firing kilns and fired. Directly opposite these rooms are to be found the glass spinning and weaving rooms, where will be seen the novel sight of glass being woven into fabrics of every conceivable kind—beautiful colored napery, lamp mats, neckties, baskets, bonnets and hats, all made from woven glass. Space forbids a further mention of the extent of this firm's factory, suffice it to say that all visiting it will be amply repaid for their trouble and come away with a more extended knowledge of this particular industry. Gowans, Kent & Co. are to be congratulated on their good fortune in being appointed agents for such a progressive factory, said to be the foremost of its kind on the continent.

We are now booking
orders for Spring Shipments



BATTY'S World . .
Renowned

PICKLES, SAUCES, JAMS, JELLIES,
MARMALADES, ETC.

25 Finsbury Pavement, **Wright & Copp,** Dominion Agents **Toronto**
LONDON, ENG.



ARE WONDERFUL PRODUCTIONS

MACLAREN'S IMPERIAL CHEESE
IN GLASS JARS

SNIDER'S HOME
MADE

Tomato Catsup and Soups.

For Sale by Leading Wholesale Grocers, or

WRIGHT & COPP, Dominion Agents, **Toronto.**



... **HIGHLAND** ...
A NEW SOURCE OF
REVENUE
TO THE GROCERS
... **EVAPORATED** ...
... **CREAM** Unsweetened ...

Add two parts of water to one of Evaporated Cream
and it will answer perfectly for Dairy Cream.
Dilute it with three parts of water, and you have an
excellent quality of milk. Always pure and taintless.

... PREPARED BY ...

FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

M. F. EAGAR

CONSIGNMENTS SOLICITED.

GENERAL AGENT

... AND ...

BROKER

18 SACKVILLE STREET,
HALIFAX, N. S.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

GOLDEN CROWN COFFEE



Most Delicious Blend of JAVA and MOCHA

PUT UP IN 1 LB. AND 2 LB. TINS

— BY —

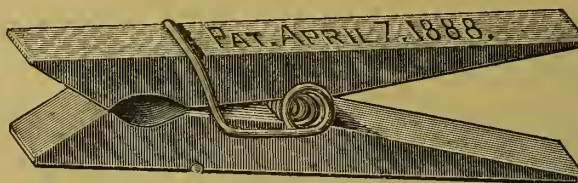
The Pure Gold Mfg. Co'y,

TORONTO.



Spray your Fruit Trees and Vines

Wormy Fruit and Leaf Blight of Apples, Pears, Cherries and Plums prevented; also Grape and Potato Rot—by spraying with Stahl's Double Acting Excelsior Spraying Outfits. Best in the market. Thousands in use. Catalogue, describing all insects injurious to fruit, mailed Free. Address WM. STAHL, QUINCY, ILL.



Dominion Clothes Pin

They are the Best.

Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.



TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,

One Box - - - 60 cents.

One Case, 10 Boxes, \$5.25.

Tanglefoot is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue.

Tanglefoot is the Perfection of Sticky Fly Paper.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

GOOD BUSINESS CHANCE—FOR SALE, general store—building, stock, dwelling house, warehouse, and wharf. Situated on C.P.R., British Columbia. Stock amounts to \$8,000. Doing a business of \$25,000. Stock will be sold at valuation. Address X. Y., New Westminster. 16

A GOOD BUSINESS for sale at Young's Point, near Lakefield. Splendid opening for party with push and small capital; stock light and good, no dead goods in store. Rent low. Business chiefly cash—Reason for selling, present proprietor going to the old country. For further and full particulars apply to Jas. Stewart, Youngs Point, Ont., or W. H. Seyler—care Eby, Blain & Co., Toronto. 15

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.



Crosse & Blackwell

CELEBRATED FOR

Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



—SOLD BY—

All Grocers in Canada

LIGHTBOUND, RALSTON & CO.

MONTREAL



Japan Teas 13c. and up.

Japan Nibs 12½c. and up.

Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISE.

A. B. Baxter, general store, Canning, has assigned.

W. Farrish, miller, Rockwood, has assigned to Robert McKim.

C. Cook, general merchant, McGregor, Man., has been granted an extension.

Mary A. Corbett, general merchant, Harbor Au Bouche, Que., has assigned.

Robert Taylor & Co., Ltd., boot and shoe manufacturers, Halifax, have suspended.

A demand of assignment has been made upon Carboneau & Co., wholesale wines, Montreal.

Chapdelaine & Frere, grocers, Sorel, Que., are offering to compromise at 50 cents on the dollar.

Charron & Racicot, general merchants, Windsor Mills, have compromised at 50 cents on the dollar cash.

Elisha Moore, of Eel River, and Michael Poirier, of Petit Richer, general merchants, are asking extensions.

Bowles Bros., general merchants, Windsor Mills, Que., are asking their creditors to accept 40 cents on the dollar.

Alfred O'Higgins, grocer, London, has assigned, and so has George Robson, in the same line of business at Warkworth.

Mr. F. M. Unwin, proprietor of the China Hall, Barrie, has made an assignment to Mr. John Langley, of Toronto. Mr. Unwin has been in business there for about six months, and came from Lindsay. The creditors will meet to-day.

Mr. Richard Smardon, boot and shoe manufacturer, of Three Rivers, has assigned. The liabilities are placed at about \$50,000, with small assets. Mr. Smardon was in the business in Montreal for many years, but about five years ago he started a factory in Three Rivers, for which he received a bonus from the city of \$3,500 a year and other privileges. The factory employed from 200 to 300 hands, all now being thrown out of employment. Mr. Smardon sustained a loss of about \$3,000 by the recent fire on St. Paul street, where he kept a stock of goods uninsured.

SALES MADE OR PENDING.

H. A. Rollney, boots and shoes, Preston, is advertising his business for sale.

Alex. Leslie, hotel-keeper, this city, has sold out to C. Burgess & Son.

The brewery and plant of Blake Bros., Saltford, is advertised for sale April 17.

The estate of Glover Harrison, (China Hall), Toronto, is advertised for sale by tender.

Frank Saforcade, general merchant, Victoria, B.C., is advertising his business for sale.

The grocery stock of N. A. Maranda, St. Hyacinthe, Que., is advertised for sale April 17.

T. Gilmour & Co., wholesale grocers, Brockville, have dissolved, and the firm is going into liquidation.

Gurnett Bros' bankrupt stock of liquors and boots and shoes, Woodstock, was sold the other day, the liquors at 75 cents on the dollar, and the boots and shoes at 50 cents, to L. A. Gurnett, of Ancaster, who bought in the stock for his sons.

FIRES.

J. L. oGoheen, general merchant, Norham, has been burned out.

Joseph Sauche, grocer, Montreal, stock damaged by smoke and water.

F. A. Corrigan, general store, White-mough, Man., has been burned out.

W. Johnston's grocery store, Sarnia, was burned Saturday. Loss \$3,500; insurance \$2,500.

The loss from the destruction of Neil McCahill & Co.'s flour mill, Forest, Ont., is estimated at \$24,000, to meet which there is an insurance of \$15,500. The mill had a capacity of 200 barrels a day, and in the mill and storehouse were stored 900 barrels of flour and about 5,000 bushels of grain.

Fire broke out Saturday morning in the Patrons of Industry store at the village of Dutton, and in two hours destroyed \$50,000 worth of property, including the Windsor hotel, J. Price's general store, Patrons of Industry, McPherson & Drake's general store, Dutton post office, Opera house, Mechanics' Institute, Davis' tailor shop, and F. Miller's tailor shop. Mr. Leitch, who owned most of the buildings, suffers a heavy loss. Nothing was saved, as an explosion of gunpowder shortly after the fire commenced demolished the greater part of the block. The buildings were all two-storey brick, erected about a year ago.

CHANGES.

George H. Dixon, grocer, Bridgetown, N.S., has sold out.

Daniel Burke, general merchant, Braemar, has sold out to J. Hodge.

J. J. Dodds, general merchant, Caledon, has been succeeded by J. W. Falconer.

Alfred Callender has purchased the Canton post office, and in connection with it he intends to open up a general store.

PARTNERSHIPS FORMED AND DISSOLVED.

Louis & Son, merchants, Quebec, have dissolved.

P. Gosselin & Co., merchants, Quebec, have dissolved.

Bessette & Guay, provisions and hides, Montreal, have dissolved.

Wolfenden & Annandale, wholesale and retail grocers, New Westminster, have dissolved, T. S. Annandale continuing.

Beaucherat & Co., wholesale liquors and cigars, Victoria, B.C., have dissolved. J. Colgdarippe retires and M. Leiser admitted, style unchanged.

DEATHS.

W. F. Turnbull, grocer, etc., Digby, N. S., is dead.

Robert H. Campbell, grocer, Halifax, N.S., is dead.

W. H. Pallister, groceries and liquors, Halifax, N.S., is dead.

HONESTY AND THOROUGHNESS.

A gentleman who is at the head of one of the largest commercial houses in New York, on being asked the question, What trait in a boy's character will be of most value to him in after life, replied:

"Honesty first, then thoroughness. The great value of thoroughness is understood and appreciated by just about one or two young men out of every ten in business life to-day. The tendency with the average young man is to 'rush' things, to get a thing through, no mat-

ter how it is done. It is the end he seeks, forgetting that some people are apt to examine into the means by which some ends are attained. It is not at all surprising why some young men do not succeed in business when we see the methods they adopt to attain success. They want large salaries, good positions, but short hours and little to do, and even that little they will not do well. If there are two Americanisms that have wrought more evil than any other, it is the one of 'Oh, it is good enough!' and the other of 'It will do,' when a thing is about half or three quarters done. Rapid work is never creditable where it is but half done. Far more apt is it to act just the reverse than the worker imagines, and the young man whose only recommendation is that he is able to get through with 'a pile of work' by such methods, has in him the making of a very poor business man. The successful business men are most careful about small things, and they often look for the smaller traits in their clerks in forming opinions of their characters.

"Thoroughness applies to the largest enterprises as well as to the smallest routine detail of office work. Slipshod methods are never identified with success. Patience, perseverance and thoroughness are the levers of business progress. 'Rushing' a thing never pays. We regard men of quick or early successes sometimes, and say that 'he rushed into success,' when the fact is, that no man ever rushed into success that is a success. Behind every successful career is always found work, and hard work, work born of accuracy and thoroughness. However much to the public the successful man may sometimes seem to have been made in a day, there is always a story to every success. To one story there may be more chapters than to another, but the story as a whole is always the same, and two chapters one is pretty sure to find in the book of every successful life are headed 'Honesty' and 'Thoroughness.'"

VEGETABLE POETRY.

Potatoes came from far Virginia;
Parseley was sent us from Sardinia;
French beans, low growing on the earth,
To distant India trace their birth;
But scarlet runners, gay and tall,
They climb upon your garden wall—
A cheerful sight to all around—
In South America were found.
The onion travelled here from Spain;
The leek from Switzerland we gain,
Garlic from Sicily obtain,
Spinach in far Syria grows.
Two hundred years ago or more,
Brazil the artichoke sent o'er,
And Southern Europe's sea-coast shore,
Beet root on us bestows,
When Elizabeth was reigning here,
Peas came from Holland and were dear.
The South of Europe lays its claim
To beans, but some from Egypt came.
The radishes, both thin and stout,
Natives of China are no doubt;
But turnips, carrots and sea-kale,
With celery so crisp and pale,
Are products of our own fair land.
And cabbages, a goodly tribe,
Which abler pens might well describe—
Are also ours, I understand.

—London Young Folks' Rural.

It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardwaremen, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

Tea and the Science of Blending.

CONTENTS: Early History of Tea; Tea Statistics; China, Indian, Ceylon, Java and Japan Teas, describing each variety, make and liquor; Indian Tea Districts, describing each district; Manufacture of Tea; Points on Blending; Specimen Blends, with Comments, etc., etc. \$1.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in streetcars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.

10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

MELTONIAN
BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS
SOLD EVERYWHERE.MELTONIAN
CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.

ROYAL
LUTETIAN
CREAM

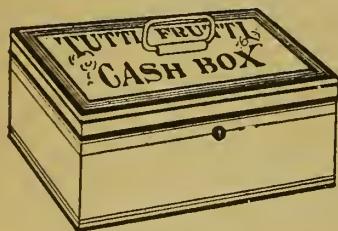
The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

NONPAREIL
DE GUICHE
Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

GENERAL STOCK OF MERCHANDISE
AND BUILDING FOR SALE

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.Nixey's
Black NO DUST
Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.

Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c.
Won't Wear the Blades like others.

6d. and 1s. Tins.
NIXEY'S
"INVICTA" KNIFE POLISH.
OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award:

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, April 13, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.



PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	1 90
4 oz. cans, 4 and 6 doz. in case.	1 25

Dunn's No. 1, in tins.	Per doz
" " 2	2 00
Cook's Gem, in 1 lb pkgs.	75
" " 7 oz pkgs.	85
" " 2 oz	40
" " 5 lb tins.	65
" " bulk, per lb.	12

Empire, 5 dozen 4 oz cans.	Per doz
" 4 8 "	\$0 75
" 2 16 "	1 15
" 1/2 5 lb cans.	2 00
bulk, per lb.	9 00
	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes.	\$2 40
" 10, in 4 doz boxes.	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
OCEAN No. 1, 2 "	1 30
WAVE 1 lb, 2 "	1 90
5 lb, 1/2 "	2 20
	9 60

DIAMOND BAKING POWDER.

1/2 lb. tins, 4 doz cases.	0 67 1/2
1 lb. " 3 "	1 17
1 lb. " 2 "	1 95

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" 1/2 "	2 10
" 1/4 "	1 10
Spanish, No. 3	4 50
" 5 "	8 00
" 10 "	9 00
Japanese, No. 3	4 50
" 5 "	7 50
Jaquot's French No. 2	3 00
" 3 "	4 50
" 4 "	6 00
" 5 "	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2 "	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.	per doz
No. 4, " " "	\$2 00
	1 25

P. G. FRENCH BLACKING.

No. 4.	per gross
1/2 No. 4.	\$1 00
1/4 No. 6.	4 50
1/4 No. 8.	7 25
1/4 No. 10.	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d
	2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d
13 lb. in large 1/2 d. pkts, 1 gross	8s 6d
13 lb. in large 1/2 d. pkts, 2 gross	7s 6d
13 lb. in large 1d. pkts, 1 gross	7s 6d
13 lb. in large 2d. pkts, 1 gross	7s 6d
Reckitt's Black Lead, per box.	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross
Packed in fancy wood boxes, each box contains 3 doz.	9 00

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 80
"Standard," select, 8, 4 strings.	2 75
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.

Apples, 3's.	Per doz
gallons.	\$0 95
Blackberries, 2.	2 00
Blueberries, 2.	2 00
Beans, 2.	1 00
	0 90

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - MONTREAL.

SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices Current Continued—

Corn, 2's.....	0 87½	1 00
" Epicure.....	1 15	
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	1 50
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 50	1 60
" Lombard.....	1 50	1 60
" Damson Blue.....	0 95	1 00
Pumpkins, 3's.....	3 00	3 25
" gallons.....	1 40	2 10
Raspberries, 2's.....	2 15	2 25
Strawberries, choice 2's.....	1 65	
Succotash, 2's.....	0 85	1 00
Tomatoes, 3's.....	1 50	
"Thistle" Finnan haddies.....	2 75	
Lobster, Clover Leaf.....	1 35	
" Star.....	2 60	2 70
" Impr'l Crown flat.....	1 90	2 00
" tall.....	1 80	2 00
" Other brands.....	1 10	1 35
Mackerel.....	1 45	1 60
Salmon, talls.....	1 70	1 80
" flats.....	13	
Sardines Albert, ¼'s tins.....	20	
" ½'s.....	10 14	
" Sportsmen, ¼'s genu- ine French high grade, key opener.....	12½	13
Sardines, key opener, ¼'s.....	10½	
" Martiny, ¼'s.....	10 10	
" ½'s.....	17½	18
" Other brands, 9½.....	11 16	17
" P & C, ¼'s tins.....	23 25	
" ½'s.....	33 36	
Sardines Amer, ¼'s.....	6½	8
" ½'s.....	9 11	

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1½ cans	\$1 65	\$1 70
" 2 " "	2 70	2 80
" 4 " "	4 80	5 00
" 6 " "	8 75	9 00
" 14 " "	17 50	18 50
Minced Collops, 2½ cans.....	2 60	
Roast Beef.....	1 50	
" 2 " "	2 60	2 75
" 4 " "	4 75	
Par Ox Tongue, 2½ " "	9 50	
Ox Tongue.....	7 85	8 00
Lunch Tongue.....	3 25	
" 2 " "	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
Soups, assorted.....	1 35	
" 2 " "	2 25	
Soups & Bouilli.....	1 80	
" 6 " "	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, ½ lb cans.....	1 40	
Devilled Chicken or Turkey, ½ lb cans.....	2 25	
Sandwich Ham or Tongue, ½ lb cans.....	1 50	
Ham, Chicken and Tongue, ½ lb cans.....	1 25	

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets 0 75	
Orange Blossom..... 150 pieces 1 00	
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	1 65
Tutti Frutti Girl..... } 800 pieces. 6 00	
Sign Box (new).....	1 50
Tutti Frutti cash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36—5c. Bars ..	1 20
Pepsin (Dyspepsia), 20—5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 ".....	0 70
Lalla Mookh (all flavors) 100 "	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	Per lb
French, ¼'s..... 6 and 12 lbs.	0 30
Caraccas, ¼'s..... 6 and 12 lbs.	0 35
Premium, ¼'s..... 8 and 12 lbs.	0 30
Sante, ¼'s, 6 and 12 lbs.....	0 26
Diamond, ¼'s, 6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	0 09
Cocoa, Homopatic, ¼'s, 8 and 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18 ".....	32
" Rock.....	20
" Bulk, in bxs.....	18

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37½

BENSCHORP'S ROYAL DUTCH COCOA.

¼ lb. cans, per doz.....	\$2 40
½ " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Caraccas, ¼'s, 6 lb. boxes.....	0 40
Vanilla, ¼'s, ".....	0 40

"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, ¼'s, 6 lb bxs.	0 40
"Fry's" Diamond ¼'s, 6 lb bxs.	0 26
"Fry's" Monogram, ¼'s, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, ¼'s, 1 doz in box.....	2 40
" ½'s, ".....	4 50
" 1 lb., ".....	8 75
Homopatic, ¼'s, 14 lb boxes.....	0 34
" ½ lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma..... per lb	\$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (½s)	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins)	30
Mott's No. 1 Chocolate.....	40
Mott's Breakfast Chocolate.....	28
Mott's Caraccas Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc.....	26-27
Mott's Cocoa Nibbs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 92&24	
Mott's Confec Chocolate.....	23c-43
Mott's Sweet Choc. Liquors 21c-31	

OOWAN COCOA AND CHOCOLATE CO.

Cocoa—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box.....	7 25
Hygienic Cocoa in ½ lb tins, 12	
24 and 36 lbs in box.....	3 75
Hygienic Cocoa in ¼ lb tins, 12	
24 and 36 lbs in box.....	2 25
Cocoa Essence, pkgs, 2 and 4 doz	
in box.....	1 40
Iceland Moss, in ¼ lb pkgs, 6 and	
12 lb boxes.....	0 95
London Pearl, in ¼ lb pkgs, 6 and	
12 lb boxes.....	0 30
Soluble (bulk) No. 1 in 15 and 30	
lb boxes.....	0 20
Soluble (bulk) No. 2, in 15 and	
30 lb boxes.....	0 18
Soluble (bulk) No. 2 in 5 and 10	
lb tins.....	0 20
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, ½ and ¾ in 6 and	
12 lb boxes.....	0 40
Diamond, ½'s, 6 and 12 lb boxes.....	0 24
" 8s.....	0 28
Mexican Vanilla, ½ and ¾ in 6	
and 12 lb boxes.....	0 35
Sweet Ceylon, ½ and ¾ in 6 and	
12 lb boxes.....	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes.....	0 30
Royal Navy, ½ and ¾, in 6 and	
12 lb boxes.....	0 30
Pure Caraccas, (plain) ½ and ¾, in	
12 lb boxes.....	0 40
Confectioners' in 10 lb cakes.....	25-35
Powder, in 15 and 30 lb boxes.....	0 25
Creams, in 3 lb boxes.....	0 30
Icing, 1 lb pkgs, per doz.....	2 25
" ½ lb.....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

Chocolate—	
Præm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caraccas Sweet bxs 6 lbs each, 12	
bxs in case.....	40

Best Sweet in bxs, 6 lbs. each, 12	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	30
48 Fingers to the lb., in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs	
6 lbs each.....	30
8 Cakes to the lb., in cases, 24 bxs	
6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, ½ lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, ½ lb., tins	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, ½ lb. tins... 45	

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.

Per 120 lb. Per 12 lb.	
case lot. box.	
per lb. per lb.	
Yellow wrapper.....	\$1 34 \$0 36
Chamois.....	0 43 0 48
Pink.....	0 50 0 56
Blue.....	0 58 0 66
Green.....	0 50 0 56
Lilac.....	0 58 0 66
Bronze.....	0 65 0 74
White Glace.....	0 73 0 83
Premium.....	0 38 0 42

Fancy Chocolates.

Fingers—	
40 in a box..... per box } \$0 36 \$0 40	
20 " " ".....	
Croquettes—	
Yellow wrap. ".....	2 70 3 00
Pink.....	
Green.....	3 75 4 20
Croquettes are packed 12 ½ lb. pack-	
ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb \$0 40 \$0 45	
Pink " ".....	0 55 0 60
Green " ".....	
Each case contains 54 1 lb packages or	
108 ½ lb packages.	



Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 65
6 gross, ".....	1 00

— FOR —

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1/2 lb. tins.....	0 42
Pure in 1/4 lb. tins.....	0 44

NUTS. per lb

Almonds, Ivica.....	14 15
" Tarragona.....	16 16 1/2
" Fornigetta.....	14 15
Almonds, Shelled Valencia.....	28 32
" Jordan.....	45 50
" Canary.....	28 30
Brazil.....	14 1/2
Cocoanuts.....	5 6
Filberts, Sicily.....	10 1/2
Pecans.....	11 15
Peanuts, roasted.....	12 13
" green.....	10 11 1/2
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Naples, cases.....	12 13
" Marbots.....	12 13
" Chilis.....	12 13

PETROLEUM.

5 to 10 bbl lots, Toronto... Imp. gal	
Canadian.....	0 14 \$0 15
Carbon Safety.....	0 17 0 18
Canadian Water White.....	0 20 0 23
Amer'n Prime White.....	0 23
" Water White.....	0 24 0 25
Photogene.....	0 27 0 00
(For prices at Petrolia, see Market Report.)	

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,

CINCINNATI.

Wright & Copp, Toronto, Agents,

Home Made Tomato Catsup, qts.....	6 00
" " " pts.....	3 50
" " " 1/2 pts.....	2 00
Chili Sauce.....	4 50
" " " 1/2 pts.....	3 25

SOUPS (in 3 lb cans).

Tomato.....	3 50
Fancy—Chicken, Mock Turtle.....	
Cream of Corn Pea, Celery, Asparagus.....	4 50

Fancy — Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable.....	4 25
LEA & PERRIN'S.....	per doz
Worcester Sauce, 1/2 pts.....	\$3 60 \$3 75
" " pints.....	6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints.....	3 25
" " quarts.....	6 00
Harvey Sauce-genuine—hlf. pts.....	3 25
Mushroom Catsup.....	2 25
Anchovy Sauce.....	3 25

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs.....	\$0 24 \$0 25
" dairy, tubs, choice.....	0 20 0 22
" " medium.....	0 15 0 20
" low grades to com.....	0 15
Butter, pound rolls.....	0 20 0 22
" large rolls.....	0 19 0 20
" store crocks.....	0 19 0 20
Cheese.....	11 1/2 0 12

COUNTRY

Eggs, fresh, per doz.....	0 13 1/2 0 14
" limes.....	
Beans.....	1 40 1 45
Onions, per bbl.....	1 00 1 25
Potatoes, per bag.....	85 1 00
Hops, 1891 crop.....	0 13 0 15
" 1892.....	0 17 0 20
Honey, extracted.....	0 05 0 08
" section.....	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb. 10 1/2.....	0 11
Pork, mess, p. bbl.....	0 21
" short cut.....	22 00 23 00
Hams, smoked, per lb.....	0 13 1/2
" pickled.....	0 12
Beilies.....	0 14
Rolls.....	0 10 1/2 0 11
Backs.....	0 13
Lard, pure, per lb.....	0 13 0 13 1/2
Compound.....	0 10 0 10 1/2
Tallow, refined, per lb.....	0 06 1/2 0 07 1/2
" rough.....	0 02 1/2

RICE, ETC.

Per lb

Rice, Aracan.....	3 1/2 4
" Patna.....	4 1/2 5 1/2
" Japan.....	5 6 1/2
" extra Burmah.....	3 1/2 4
" Java extra.....	6 1/2 6 1/2
" Genuine Carolina.....	9 1/2 10
Grand Duke.....	6 1/2 6 1/2
Sago.....	4 1/2 5 1/2
Tapioca.....	5 5 1/2
Goathead (finest imported).....	5 1/2 6

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 00
------------------------------	--------

SPICES.

GROUND

Per lb.

Pepper, black, pure.....	\$0 14 \$0 16
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	16 18
Cassia, fine to pure.....	18 25
Cloves.....	14 25
Allspice, choice to pure.....	12 15
Cayenne.....	30 35
Nutmegs.....	75 1 20
Mace.....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Cream of Tartar, fine to pure.....	25 32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st quality white, in kegs and bbls.....	5
1st quality white, 3 lb. cartons.....	4 1/2
Lily White gloss, crates and cases.....	7
Brantford gloss, 1 lb.....	6 1/2
Canada Laundry, Boxes.....	4 1/2
Pure Prepared corn.....	7 1/2
Challenge Corn.....	7
net cash.....	

KINGSFORD'S OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb ".....	8 1/2
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " 1 lb. package.....	9 1/2
40-lb " 1 lb.....	10
40-lb " assorted 1/2 and 1 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
20-lb ".....	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivory Starch in cases of 40 packages.....	\$3 00

SUGAR. c. per lb

Granulated.....	5 10 5 20
Paris Lump, bbls and 100 lb. boxes.....	5 1/2
" " 50 lb. boxes.....	5 1/2
Extra Ground, bbls.....	5 1/2
" " less than a bbl.....	6
Powdered, bbls.....	5 1/2
" " less than a bbl.....	5 1/2
Extra bright refined.....	4 1/2
Bright Yellow.....	4 1/2
Medium.....	4
Brown.....	3 90

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85 0 90
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40 0 45
Common, fine car lots.....	0 75
" small lots.....	0 95 1 00
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75 0 80

W. G. A. LAMBE & CO.,

GROCERY BROKERS

TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,

MONTREAL.

THAT COMFORTABLE AND SATISFIED FEELING
IS PRODUCED

By

Taking



It feeds and fattens,
Stimulates and sustains,

Benefits and builds up,
Strengthens and satisfies.

A COMPLETE FOOD.

The Johnston Fluid Beef Co.

Kingsford's Oswego

STARCH.

STRONGEST.

PUREST.

BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

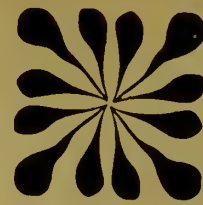
Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel - CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

Apted Bros.

... FOR EVERY
... DESCRIPTION OF

Printing



54 YONGE ST.
TORONTO

PRICES RIGHT...
TELEPHONE 1785

ORDERS BY MAIL RECEIVE PROMPT
ATTENTION

NORTHROP & CO.

SOUTH WHARF,
ST. JOHN, N. B.

--- CANNERS AGENTS FOR ---

"GOLDEN FINNAN HADDIES."

Order at once through your Wholesale Grocer, and get the first on the market. These goods were awarded highest honors, International Exhibition held at St. John, N. B., 1891.



Retail Grocers

— WILL FIND IT —

TO THEIR INTEREST

— TO BUY —

BRANTFORD STARCHES

*The Purest and Best
in the Market.*

BRITISH AMERICA
STARCH CO.,

LIMITED,

Brantford, Ontario.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 293 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the eldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

36 Front St. East and
TORONTO OFFICE 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



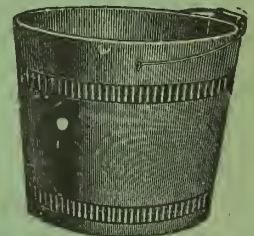
1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

The Wm. CANE & SONS MANUFACTURING Co

OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP.

A Customer's Life . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

One of the Seven Wonders of Canada

IS THAT



Fancy Vase Lamps can now be sold at prices as to be within reach of all. It is hard to explain, but there is an assortment of the most beautiful Lamps on the market, put up in lots, selling at prices to more than astonish yourself and all who come in contact with them.

GOWANS, KENT & Co., WHOLESALE AGENTS.

TORONTO and WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Higgins Eureka and Ashton's English Dairy Salts. Land Plaster.

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & Co.,
32 WEST MARKET ST.,

Telephone 1471. TORONTO.
Consignments of Produce Solicited.

FAC SIMILE OF PACKAGE.



Oakey's

'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead,
Emery and Glass Cloths
and Papers, &c.,

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:
JOHN FORMAN, 18 St. Alexis St.,
MONTREAL. sp



VOL. VII.

TORONTO, APRIL 21, 1893.

No. 16

COLMAN'S MUSTARD



BEST ON EARTH

... HEADQUARTERS ...

FOR
**BROOMS,
BRUSHES,
WOODENWARE,
MATCHES,**

AND

**GENERAL GROCERS' SUNDRIES
BUTTER TUBS,**

Best Quality Spruce, 20, 30, 50 lbs., at
Lowest Market Prices.

H. A. NELSON & SONS
56 AND 58 FRONT ST. W.

Montreal House :

59-63 St. Peter St.

TORONTO

PURE



SOLUBLE

MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

**TO HAVE IT ADVERTISED
FREE & FREELY**

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

G. ALFRED CHOUILLOU AGENT MONTREAL.

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.



TRADE MARK (Registered)

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WILSON

Manufacturer
of

PRIZE
MEDAL

Ginger Ale

—AND—

Mineral Waters

SODA WATER, Etc., SYPHONS

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THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured
extra-flavored Hams and Bacon.

Compressed Corned Beef.

Ox and Lunch Tongue

Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.



Our Stock of .

Spices, Coffees, Extracts
and Baking Powders . .

. Is Complete .

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

GORMAN, ECKERT & Co. - London,
Ont.

STANDARD GOODS ARE THE BEST TO HANDLE.

FRY'S

Pure . . .
Concentrated

COCOA

Packed in Boxes containing
1 dozen tins each.



The Highest
Grade of . .

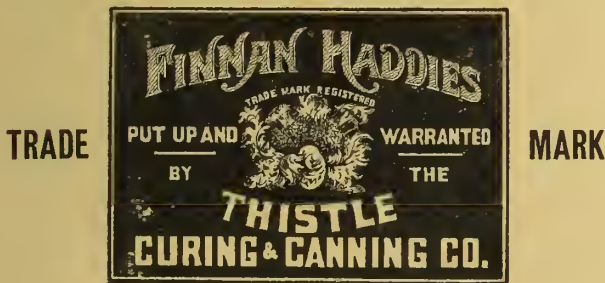
Pure Cocoa

ECONOMICAL TO USE.
PROFITABLE TO SELL.

One Quarter Pound will make
50 cups of delicious Cocoa.

Samples Free on Application to A. P. TIPPET & CO., 43½ Wellington East, Toronto.
FOR SALE BY ALL LEADING DEALERS.

"THISTLE" BRAND
CANNED
.. FINNAN HADDIE ..



REGISTERED

To secure the Highest Grade of Fish Order this Brand.

The Standard Pickle of
Great Britain is

LAZENBY'S . . .

The Best Goods Money
can buy.

98 ⁵⁰/₁₀₀
PER CENT.
PURE

Highest Test
BI-CARBONATE
OF SODA.

98 ⁵⁰/₁₀₀
PER CENT.
PURE

Extra Refined, Packed In Drums, Barrels or Casks, also

Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products
THE UNITED ALKALI CO., Ltd., of Great Britain.
ARTHUR P. TIPPET & CO., Canadian Agents,

... A Neat Parcel ...

Is appreciated by your Customers, to make
a Neat Parcel you must have Good

P A P E R

Which you can obtain at Lowest Mill Prices and
on the most Favorable Terms from

THE E. B. EDDY CO.,

BRANCHES AND AGENCIES:

Montreal, Toronto, Winnipeg, Hamilton,
Halifax, N.S., Quebec, St. John, N.B.,
Kingston, and Victoria, B.C.

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HULL, - - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, APRIL 21, 1893.

No. 16

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

"Talk about looking for the pot of gold at the foot of the rainbow," says Robert Louis Stevenson in effect in one of his recent productions, "but if you want something that will employ you for the rest of your life just start out to look for a soft job." There is a good deal of truth in this caustic remark of the well-known novelist. Some men seem to be born with silver spoons in their mouths and ease and comfort, apparently at least, accompanies them through life. But the very large majority of mankind have to roll up their sleeves and fight their way. And, after all, are not the latter class most to be envied! At any rate they are the most worthy of being emulated. The man who is compelled to hew his way through the undergrowth of competition, adversity, etc., to the garden of ease and affluence beyond is the superior intellectually, morally, physically or any way else you choose to take it. Rubbing against the world sharpens a man's wits, broadens his sympathies and his views, and better qualifies him for the duties of citizenship. Hard work is the price of success in any sphere in life, be it mercantile, professional or mechanical. Any young men who possesses this desirable characteristic and the qualification of continuity is reasonably sure of success in attaining his object. One condition is necessary. He

should choose that trade or calling for which he is most adapted. Much depends on adaptability, for the better a man is fitted to follow a certain avocation the greater will naturally be the measure of his success. But even should a man make a mistake in selection, pluck and perseverance will largely counteract it and ensure a measure of success at least. No, soft jobs or fortunes do not come, like the winds. Men must go after them; and hills many will they be compelled to climb before they obtain the desideratum. The men who have been—some of them for years—sitting in the valley, doing next to nothing, waiting for soft situations with big salaries attached to come down to them are likely to wait till the Grim Reaper comes along and garners them in.

One of the big grocery houses in New York has issued a circular to its employees informing them that they must not frequent pool rooms, race tracks or saloons in business hours under penalty of dismissal. There are few who will dispute the justice of this edict, peremptory as it may seem. An army would soon be annihilated if, in war times, it failed to throw out guards. And failure would soon fall to the lot of the firm whose clerks were loafing around pool rooms, or saloons, or viewing horse races during business hours. Competition is keen and profits small in these days, and clerks need to be ever on the alert to grasp every opportunity for extending business and increasing the profits. This they cannot do if they are away from the store or warehouse when they ought to be in it. It is a delicate thing for a merchant to tell his employees what they shall and what they shall not do, or define where they shall or shall not visit outside business hours, but in the in-

stance in question the limitations are only confined to the hours of business. Were they, however, in some instances, extended to embrace the whole of the twenty-four, it would be a good thing rather than otherwise. No one would be justified in prohibiting an employee from merely viewing a horse race when off duty or of even visiting a saloon, provided excesses were not indulged in. But with the pool room, where men, yes, and boys, congregate to bet on horse races and to enjoy much of the excitement of the race without seeing it, it is different. Men go there to gamble, and a gambler is to be even less trusted than a drunkard. These pool rooms are a curse to any country, and Toronto knows it. Not only have the police been unable, owing to legal technicalities, to shut up those that have settled here, but the pool rooms have increased in number during the past week or so. They are no resorts for young men who have reputations at stake and who aim to make life successful, and merchants would, it seems to us, be justified in prohibiting their clerks to frequent such places.

Somebody has said that carelessness is at the bottom of every accident. It might with equal truth be applied to fires other than those caused by incendiaryism. Through lack of proper oversight on the part of the manufacturer a stove, furnace or flue is allowed to go out with a defect in it, and some day the building is discovered to be on fire. The bricklayer improperly builds a chimney, and one day the roof or garret is found to be in a blaze. inflammable material is left too near the fire-place and this results in the brigade being called out on another occasion. Other causes of fire through carelessness are seen in the handling of oil and in the allowing of oil, rags, waste and dirt to accumu-

late in heaps about the premises until spontaneous combustion ignites them. Last month the total loss by fires in Canada and the United States was the largest ever recorded. This, together with the fact that last year was a trying one for the fire insurance companies, is leading underwriters to seriously consider the advisability of advancing rates. In some places they have already decided to do so, notably Montreal for instance. There the increase to retailers is something like 40 per cent. But to whatever extent may the fires there be traceable in the first instance to carelessness, it is felt by the insurance men that the losses have been a good deal heavier than they would have been had there been an efficient fire brigade. Higher rates of insurance means an addition to the cost of doing business. This, in these days of keen competition and small profits, is anything but desirable. If business men in Montreal or in any other city, town, or village want low rates of insurance they not only need an efficient fire brigade but they need to exercise greater care in guarding against outbreaks on their own premises. The greater the vigilance exercised the fewer fires will there be. It must be remembered that there is an actuarial science in fire insurance as well as in life insurance, and as the ratio of fires falls, the rates must in time, follow. Oliver Wendell Holmes says that once upon a time it was arranged that every man and woman in the world should, at a given time, send up a simultaneous shout. Had the intention carried the noise would undoubtedly have been great. But if all the business men in the country were to simultaneously adopt measures for guarding more thoroughly against fire there would be a surprising falling off in the number of fires and in the losses resulting therefrom.

* * *

A notable feature about the fires that have occurred of late has been the number of sufferers that carried no insurance whatever. Storekeepers there always have been, and storekeepers there always will be, who will seemingly trust all to Providence and nothing to the fire insurance companies. But fire seems to have visited a good many more of them during the past month or so than formerly. The proportion, however, may not have been any greater, the larger showing being possibly the result of the increased

number of fires. In some instances where a conflagration had visited a place, among those burned out were two, three and four merchants who carried no insurance on their stocks. Others, and some of them fairly well established firms, had carried insufficient insurance and were compelled to assign. Every merchant should not only insure his stock but do so to the extent of 60 per cent. of its value. Unless he has capital enough to liquidate every indebtedness, should his stock be destroyed, it is little short of criminal for a business man to neglect to properly insure.

* * *

There are comparatively few who realize the extent and value of the Canadian lobster industry. In 1869 the industry was valued at \$15,275, while in 1891 it was worth \$2,250,000, and factories, traps, etc., \$860,000. In 1891 there were no less than 14,285,157 cans packed. For this purpose alone it required something like 71 1-2 millions of fish. But add to this the estimated 5,000,000 and over live lobsters marketed, and the catch can be placed at about 76 1-2 millions. Unfortunately this important industry is in danger of being gradually wiped out. The fecundity of the lobster is wonderful, every female on reaching maturity emitting from 12,000 to 20,000 eggs every season. But, there is a limit to everything, and the work of destruction seems to have reached a point where it must be curtailed if the industry is to be preserved to us. Lobsters do not travel long distances. At the approach of winter they seek the deep waters where the temperature is milder and more uniform. With the return of spring they come back to their summer haunts, and, as the season advances, gradually get nearer shore. Consequently there is a danger of exhaustion in localities where over-fishing is practiced. In some places the fishermen are learning this to their cost, the average size of the fish being gradually but surely getting smaller, and this too in spite of the enforcement of close seasons and regulations fixing a minimum size under which no lobster must be taken. The question of protecting the industry has become so important that the Department of Marine and Fisheries has thought it advisable to issue a supplementary report on the matter, and in it the deputy minister points out that it has become a matter of "imperative

necessity not only to maintain intact present regulations but to adopt further measures in order to assure the healthy condition of a staple industry upon whose permanency and productiveness thousands of persons in the Maritime Provinces depend for a livelihood." It now takes five, six, seven, or eight lobsters to fill a can, while ten or twelve years ago two or three were sufficient. In the face of this, and with the experience of the United States as a further mentor, it is time something radical was done in the premises.

* * *

It is generally conceded that the future of the sugar market largely depends on the Cuban cane crop. It is already acknowledged that the European beet crop will be short. At the moment the situation in Cuba favors the contention that the crop will be short. Reports indicate it, and the falling off in the receipts emphasize it. The total stocks of sugar in the principal countries is a little more than two thousand tons in excess of a year ago at the same time, but this is offset by a decrease of 5,000 tons in the quantity afloat. M. Licht gives the quantity of sugar available for export in Germany and Austria as 65,000 tons less than last year, and for all Europe as 100,000 tons less. The raw market is in such a position that the more carefully it is watched and its fluctuations noted the better idea will the trade be able to gather regarding the future of the market. The Canadian refiners are decidedly strong in their views, and with their confreres across the line, believe that the market will go higher.

* * *

The business men of Winnipeg are determined to secure the desideratum of early closing. They met the other night and reorganized the Early Closing Association. It was decided to wait upon every merchant in the city and exchange views regarding the matter, and a committee was appointed to look after this particular duty. They will find, if they have not already done so, that they will have a hard row to hoe before they secure the consummation of their object. But Winnipeg merchants are live, progressive and persevering, and generally accomplish what they undertake, and they are going the right way about it.

The shopping woman is impressed with the belief that there is something good in store for her.—Boston Transcript.

PERSEVERING PATRONS.

One cannot help admiring perseverance, even if it be sometimes in pursuance of an unworthy object. Here are the Patrons of Industry, for instance. As far as their efforts in establishing Patron stores are concerned they have met with signal failure. Almost as fast as they have set them up they have been knocked down. And for good reason. Not only do they bind the "party of the second part" down to an agreement, compliance with which would swamp him, and, in fact, does swamp him, but many of them only buy of the Patron store just what they cannot get as cheap elsewhere. Instances occur frequently, but the latest to come under the notice of GROCER is that of the Patron storekeeper in Ballycroy. In a moment of weakness he something like a year ago covenanted with them to sell them goods on their own terms. For a while, like brothers, they stuck to him, and then, like cowards, suddenly left him with a large stock on hand. He has since been compelled to go out of business. And thus it will always be to the end of the chapter. Farmers are no more qualified to instruct a grocer or general merchant in regard to fixing the margin of profits upon which he shall live than they are barristers on points of law. It is not to be expected. It is not in their line. Consequently it is as much presumption on their part as it would be for a "city chap" who scarcely knew a plow from a harrow to deign to teach a farmer how to farm. It is scarcely probable that anyone would be found guileless enough to follow such instructions, but were it possible that someone, "in a moment of weakness," did so, failure would assuredly follow as does night the day. And yet this in substance is what the Patrons are doing when they undertake to induce storekeepers to sell them goods on their own terms. Why, it is ridiculous on the very face of it. Of course, in those days of much striving to get custom, it is a big temptation for a merchant to have held out before him, like a bunch of carrots before a donkey, the alluring patronage of a certain and important class of the residents in his neighborhood. But merchants should remember that they are such and not philanthropists, and that they are in business to make at least a living, and not for the mere privilege of filling the mouths of their customers without being remunerated for doing so. It is better to do a small business and clear \$500 a year than a large one and not pay living expenses. When merchants are being approached with a view to selling themselves, body and breeches, to the Patrons, they should keep this in mind; and not only this, but the experience of those

who have listened to the music of the sirens and been wrecked on the island of destruction.

In districts where the Patron stores have failed the Patrons are now beginning to buy wholesale. The secretaries of the lodges in these districts are in the habit, it seems, of canvassing the members, usually on meeting nights, with a view to learning how much tea this one will require, how much coal oil this particular one will want, and so on. Thus fortified, he sends off to the wholesale house that has been induced to sell them, and orders en bloc the commodities required. From the station the goods are usually carted to the house of one of the members, where they are apportioned out. Amusing incidents, and some of them for ridiculousness vying with the capers cut at corn husking parties, taffy pulls, etc., are told. During the course of one of those "divying ups" a few weeks ago, some distance east of Toronto, the sugar and coal oil by some means got beautifully mixed on the kitchen floor. From more than one source THE GROCER learns that one or more Toronto wholesale houses are not at all backward in accepting orders from Patrons.

CHATS WITH BUSINESS MEN.

"No, siree, it's no secret to me why Blank is so successful as a city traveler," remarked another C. T. to me, "and I'll enlighten you. He is an expert in teas, and he puts this qualification to good use. For instance, you run a grocery store. You know what the value of a good tea is in your store. But you cannot properly blend it yourself. By-and-bye along comes Blank. He learns your position. He'll take off his coat, and there and then mix your teas for you. If he does not catch the taste of your trade then he will eventually. What is the result? Why, he captures your custom, and Tom, Dick or Harry has got no show along side him. See."

* * *

I made one of a group of persons the other night who were awaiting the opening of the meeting of the Toronto Retail Grocers' Association. Composing it were Robert Mills, A. G. Booth, R. Donald, and W. Thompson. The conversation turned on the sale of liquors. I don't know who started it, but I remember Mr. Donald remarking:

"Well, if a few years ago we had been told that grocers would have been able to have got along without selling liquor we would not have believed it."

"That's so," chimed in Messrs. Booth and Mills.

"And I don't believe there is as much liquor drank now as there used to be either," continued Mr. Booth. "For instance, I know people, some of whom used to be customers of mine for liquor, who at Christmas time will come to me

and ask if I cannot get them a bottle of wine. They seem to be ashamed to go to a regular store and get it. Christmas seems to be about the only time now when some of them want wine, and I suppose they think they cannot celebrate it without it. But talk about drinking! I remember what times they used to have during threshing on the farm when I was a boy. I was raised on a farm. When I was a little fellow it used to be my duty on such occasions to carry around the pail of whiskey to the men. The thresher was driven by horse power, in spells of half an hour, and between times I'd take the pail around. Everybody—boy as well as man—would dip in the tin cup and take a drink."

"And everybody would be drunk by night, I suppose," chipped in Mr. Thompson.

"Indeed they would," rejoined Mr. Booth, as he took off his glasses and leisurely wiped them. "And, what is more, some of them would keep it up nearly all night. But you don't see any of that now," he concluded.

"Well, talking of the quantity of liquor drank now and years ago," added Mr. Donald, "jars and jemi-johns now come to our place for syrups and vinegar that I can well remember having filled often with liquor for the same people."

"But I struck a curious thing once when we handled liquors," remarked Mr. Robert Mills, as a smile overspread his features at the remembrance of it. "One day a flask was brought in to be filled with whiskey. It was a large black flask, and on it was pasted a black label on which was printed in letters of gold something like this, if I can remember rightly," explained he, as he traced on the palm of his left hand with his index finger:

"JOHN McCARTNEY,
Dealer in Wines and Liquors,
DUBLIN.

"Funerals Furnished on Shortest Notice."

Amid the laughter that followed Mr. Mills remarked that he had offered a dollar for the bottle but could not get it. Just then President Clark shouted "Order," and the experience meeting gave place to a business meeting.

* * *

"Making lots of money on starch?" jocularly queried I of a starch man a few days ago.

"We are, eh?" he rejoined. "Well, we're not. But we need to I can tell you," he added as a serious look overspread his features. "Do you know that it will take us at least a year to make up for the losses of the past? You may not credit it, but it is true."

"It is expected," said Joseph R. Devaney, one of Eby, Blain & Co.'s travelers, to me Saturday, "that navigation will open at Gravenhurst Monday and on the Muskoka lakes and Collingwood about a week later. Business is looking up at both Collingwood and Gravenhurst. By-the-bye, the Georgian Bay Navigation Company are putting a new steamer on the Muskoka lakes this season."

BYSTANDER.

'TIS A PLEASURE TO READ IT.

In these days, when commercial questions are so often viewed in the light of extreme partyism and discussed in the heat of party fire, it is a pleasure to read calm and unbiased opinions like those recently expressed by the N. Y. Commercial Bulletin on trade relations between the United States and Canada.

"There are intimations that the importance of more intimate commercial relations between this country and Canada is appreciated by the present Administration, and has already received some consideration from it," it begins. "The destruction of the commercial barriers between the two nations and the creation of a great and active market would be an immense commercial achievement, and as a political stroke would rival if not surpass the Louisiana purchase. On our side of the line the greatest obstacle to more intimate commercial relations with the Dominion is to be found in the belief that while Canada would be a desirable market for our manufactured goods; she would pour across the boundary crude products to an extent that would drive American farmers out of their business. The American farmers' fear of Canadian competition has been played on for years by politicians, and yet year after year Canada goes on buying more of our agricultural products than we buy of hers, and our farmers do not discover that Canada is the second or third best customer we have.

"It was even deemed necessary for the farmer to exclude Canadian barley and eggs three years ago in singular oblivion to the immense quantities of corn, wheat and provisions which Canada annually buys from us. In the fiscal year 1892 the breadstuffs sold to Canada amounted to \$11,401,494, while the amount we bought of her was only \$3,673,343, a condition of trade that ought to make the American farmer content to see the barriers somewhat reduced, if not entirely removed. The only two large items in our breadstuff imports from Canada, were wheat and barley, both of special varieties, grown little or not at all here, and imported because of their quality, and not because of their cheapness. The wheat and flour we sold Canada were worth nearly seven million dollars, the corn nearly two millions and the rye over two millions.

"Much greater was the disparity between our exports and imports of provisions. Of provisions, dairy products and eggs we sold to Canada \$4,443,076, and bought of Canada \$595,891 worth. Of all the items in this schedule, the only one of which we imported any considerable quantity from Canada was eggs. All the provisions we bought of Canada amounted to less than \$57,000, and the butter and cheese we bought were less than \$27,000, while the quantity we sold

was worth \$1,237,910. In the matter of vegetables and seeds, the trade was more nearly even, but the balance in our favor was about \$200,000. The aggregate of all these food articles exported by us to Canada in 1892 was \$16,855,054, while the amount imported from Canada was only \$5,079,615. And yet the farmers along our northern frontier have been told till many of them believe it that Canadian competition would ruin them. It is mainly this mistaken notion that, as to our people, prevents a commercial arrangement that would be of great value to us and of incalculable value to Canada."

CANADIAN EGGS.

Complaints are being made by Canadian consignors of eggs to the United Kingdom of the unsatisfactory results in some cases. An instance is mentioned of carefully selected eggs put up by the best packers, and running uniform in size and quality, being sent at one and the same time to two different dealers in an English town, one of whom rendered account sales netting the consignor 18 1-3 cents per dozen, while the other dealer's sales netted only 8 1-4 cents per dozen. It is urged that such discrepancies are the consequence of some of the consignees having had little or no previous experience of the trade into which they have been induced to enter by the opening of the new Canadian export trade in eggs. On the whole, however, the trade of the past season is said to have been fairly satisfactory to the shippers. It is many years since stocks have been so well cleared out, and, the American demand having been sufficiently strong, in spite of the duty, to provide a good market in the United States, it has been a question whether the shippers might not have done better if they had sent fewer eggs to this country.—Grocers' Review, Manchester.

PROTECTION AGAINST BURGLARY.

Chief of Police Grasett has issued a circular drawing the attention of business men to an electric call system in connection with the police department of the city. These signal boxes cost about \$50, and the expense of maintenance will reach \$25 per year, which will be the only charge made to those who have the system put in their place of business. It is proposed to confine this protection to the district bounded by Simcoe, College, Carlton, Sherbourne and Esplanade streets. A working sample box has been placed in the chief's room at police headquarters, where it may be seen by those who desire to have it established. Several gentlemen connected with the different financial institutions inspected it Tuesday and were much pleased with the idea. Subscribers will have to sign a

three years' contract when making their agreement. The system is to be run in connection with the present police electric patrol system under Patrol Sergeant Peckham, and the box may be placed in any part of the building protected. Within the signal box is the same arrangement as in the police patrol boxes, minus the telephone. There are five different signals, as follows: Police wagon, thieves, riot, test and fire. The machine will always be set for a fast call, and all that will be necessary to have the patrol wagon and some men on hand in about two minutes will be to press the button. Connected with the main box in each office will be a series of wires with small electric buttons under the edge of the counter in different parts of the building, so that it would require a half regiment of robbers to raid a bank. To prevent false alarms by persons thoughtlessly pressing the buttons, they are made double, so that it is necessary to take hold and squeeze them. When an alarm is sent it registers the number of the box on the chemical register at police headquarters, so there will be no mistake by men going to the wrong place. It will be the duty of some person in each office to place the pointer on the "test" branch and send a signal once each day to make sure that the line is in working order. The cost of this extra protection to business men is almost exactly the price of the machine and the cost of attention by the telephone company, who look after the police telephones.

ENGLISH WEIGHTS AND MEASURES

"We sell," remarks an English contemporary, "pickled cod by the barrel, trawled cod at so much each, hooked cod by the score, crimped cod by the pound, shrimps by the stone, soles by the pair, Dutch smelts by the basket, and English smelts by the hundred. Butter in Ireland is sold by the cask and the firkin, in England by the pound of 16 ozs., by the roll of 24 ozs., the stone and the hundred-weight, which is not 100 lbs., as in Canada and the United States, but 112 lbs. A load of straw is 1,296 lbs., of old hay 2,016 lbs., and of new hay 2,160 lbs., though it is not specified when hay becomes old. A firkin of butter is 56 lbs., a firkin of soap 64 lbs., and a firkin of raisins 112 lbs. A hogshead of beer is 54 gallons, but a hogshead of wine is 63 gallons. A pipe of Marsala is 93 gallons, of Madeira 92 gallons, of Bucellas 117 gallons, of port 103, and of Tenerife 100 gallons. A stone weight of a living man is 14 lbs., but a stone weight of a dead ox is 8 lbs., a stone of cheese is 16 lbs., of glass 5 lbs., of hemp 32 lbs. A barrel of beef is 200 lbs., of butter 224 lbs., flour 196 lbs., gunpowder 100 lbs., soft soap 256 lbs., beer 36 gallons, tar 26 1-4 gallons, while a barrel of herrings is 500 fish."

BERMUDA ONIONS.

Bermuda onions have been arriving in small quantities ever since the middle of December, but the steamers which arrived every week, always had less than 100 crates, until the middle of March, when a cargo of 250 crates came in, and since then arrivals have gradually increased, and with over 12,000 crates on this week's ship the season may be said to have fairly opened. Onions usually commence to arrive about the first of January, and by the first or middle of April stock arrives very freely, and receipts continue large until the last of June, when they stop abruptly. The total quantity received here last season was 244,484 crates, against 266,023 the previous season, while during 1890 there were 257,624 crates. The yield this season is estimated about the same as last year, the slight falling off during this and last season as compared to the two previous years being due to the increased acreage of lilies planted, brought on by the low prices realized for onions. Last year the market was not satisfactory to growers, as low prices prevailed a good portion of the season. A crate usually contains 52 pounds, which is slightly less than a bushel, which is 57 pounds. The cost of placing the onions on this market is the duty of 40c. per bushel, equal to about 36 to 37c. per crate; freight of 20c. per crate; and the shed tax of 1c. per crate, or about 57 to 58c. per crate in all. In addition to this, for all shipments valued above \$100, a certificate is necessary, which costs the shipper \$2.50 for each bill of lading. The Bermuda onion practically has no competition, as when they commence to arrive the season is so late for domestic onions that they are nearly all sprouted and poor, and not in favor with buyers, while the few Havana received are also of quality below the Bermudas. Late in the season shipments are made from Egypt, but do not come in any quantity until the Bermuda season is nearly over, and then they are a different style of onion, and do not conflict much with the nearer-by product. At Bermuda there is a Government inspector who examines all the stock sent out and he grades them "No. 1" and "No. 2." This keeps the standard up very high, as a single crate carelessly packed, or with small or poor onions is liable to cause the whole crate to be rejected and stamped "No. 2," which would materially affect the value when offered on the market here; so that while growers made a great time about the inspection when they were first made they have gradually improved their methods of packing, and the consequence is the standard is high, and buyers would rather have Bermuda than Havana or other onions, particularly out-of-town dealers, as they know just what they can expect for No. 1 stock. The price is

usually settled, as two firms here handle the bulk of the stock either on commission or through their agents, who buy in Bermuda. When the arrivals commence to increase at the opening of the season they do so very rapidly, as, for instance, last year (1892) arrivals on steamer for week of March 21st were 50 crates; March 28th, 487 crates; April 5th, 1,352 crates; April 11th, 4,487 crates; April 18th, 13,931 crates; April 26th, 38,987 crates. This year the season is about a week earlier, but stock is increasing just as rapidly. Steamer on March 7th had 28 crates; March 14th, 245 crates; March 20th, 270 crates; March 27th, 635 crates; April 3rd, 2,621 crates; April 10th, 12,043 crates. Taking last season for a basis, there would be about 35,000 crates in next week, but as only one steamer is reported to be due next Monday, the Trinidad, it is not expected she will have over 25,000 crates, and some receivers estimate her cargo at only about 20,000 crates. Last week \$2.25 per crate was realized, but with over 12,000 in this week receivers put the price down to \$2, and stock will probably clean up on this basis before next week's cargo arrives.—N.Y. Bulletin.

HOT COFFEE SLOT MACHINES.

Shopkeepers are threatened with another kind of competition, as if among themselves there were not enough already.

It takes the form of a new development of the automatic machine, which, if its inventor's hopes are realized, will require an enlargement of Trafalgar Square to accommodate the unemployed licensed victuallers, soda water sellers, coffee house keepers, fruit merchants, and confectioners who will find themselves obliged to join the chorus of the "starving poor of Old England."

These new machines are a kind of miniature universal providers. Into the slot of one you put your coppers and receive in return a cup of tea, coffee, chocolate or perhaps gruel; from another lemonade or soda water and biscuits; a third dispenses soda and milk; a fourth devotes itself to retailing bitter ale or Scotch whiskey; another sells fruits; one more doles out sweets, and, lastly, there is one which hands its customers a basin of hot or cold water and a clean towel.

The system is, of course, open to indefinite developments, and every business will be liable to its inroads. A slight addition to the mechanism of the clean water and towel department will, no doubt, add shaving to its accomplishments, and a gentleman may in time be able to put his face into the slot and draw it out as smooth as a billiard ball.

And if, as soon as the supply is exhausted, the machine at once can display in its window a card with the word "Empty," there is no reason why it should not also be taught to whisper "I thank you," to each customer. —Lloyd's New Paper.

A RETIRED GROCER'S REFLECTIONS

Much has been written upon the subject of adulterations, and many investigations have been made with the result of demonstration that nearly every article we eat or drink is adulterated, in many cases with ingredients very prejudicial to human health. Somebody has written a book to inform people "how to detect adulterations in our daily food and drink," and, although the book says that it gives instructions for the employment of "simple means" of detection, the means suggested are in most cases highly impracticable, and in some instances dangerous. Thus the person who sets about the discovery of some supposed evil may, by error or accident—the upsetting of a bottle of sulphuric acid or a receiver of gas—do more injury in an hour than can be rectified in a lifetime.

The butcher cannot adulterate the beef and mutton, but he can send home short weight, and the baker, besides putting alum in the bread to make it white and retain water, can send home deficient weight; the same with the grocer and coal dealer; the dry goods man can slip his scissors on the wrong side of the finger and make a yard contain 33 inches. The writer does not mean to say that they do this, nor does he mean to say they don't. The argument is that people ought to possess the means of ascertaining who among storekeepers are honest and who are not; then the just would meet with justice and the unjust would suffer for their own sins.

But much of the responsibility rests with the consumer. Many persons, whose time is of no value, will walk several blocks to save a cent, and the public must learn the fact that there is a difference between cheapness and lowness of price; an article can be low in price, yet by no manner of means be cheap. The cities and manufacturing centres are over run with all all kinds of goods made up to attract the eye and purchaseable wholesale at ruinously low figures, and the temptation to deal in inferior articles is almost overpowering.

The storekeeper, however, who sets out on the conscientious principle of keeping no article whatever but those of good quality, is certain, by holding on in his course, of at length establishing an extensive business and most likely an ample fortune. In this, as in everything else, "honesty is the best policy."

The writer's advice to young men entering into business is to try to gain a name for keeping good goods, carefully selected from reliable jobbers. Perhaps he may see his competitor following a different plan with some apparent success, but his system has a bad foundation, and in the end such dealers are generally left behind. The most satisfactory principle for buyer and seller is for the storekeeper to put a certain profit on everything he sells, and in this case there is a regularity which secures the confidence of his customer and forms the basis of good business.—W. G. in Merchants Review.

ESSENTIALS TO SUCCESS.

I suppose there is not a young man who will read these pages but what is anxious to secure success in life and to become wealthy. He says: "I am going to be strictly honest, and always try to do what is right." Now, to be honest is certainly one of the most important elements of success. But being honest alone does not bring success. Another says: "I have capital offered me; I can go into business, and my prospects are bright," but if he does not know how to use his capital successfully, he will not succeed. Capital alone will not bring success.

Another says: "I have a good education, am a good penman and understand bookkeeping thoroughly." Such knowledge is almost indispensable, but this will not bring success. You may have all these—capital, education and honesty, and yet not succeed.

We see two young men start in life. They have just left college. Both go into a large mercantile house on the same footing. One attracts trade. Customers ask for him to wait upon them. He makes himself so important that his employers recognize his ability to make business, and, in a few years, give him an interest in the firm in order to retain his services. The other young man, thoroughly honest and upright, is well thought of, a good fellow, a nice fellow. He does his duties well, but there is nothing about him that attracts special attention above the hundreds of other young men about him, no particular force. There are plenty of young men of this kind. Many of them go through life, commanding about enough salary to live upon, but should they marry and have a family to support, they find it a hard struggle to make both ends meet.

What, then, is the secret of success? I will tell you in just five words: "He knows how to talk." He knows how to express himself. His conversation is entertaining. He has full command of his voice, and knows how to use it.

There is not a young man who reads this paper but can, with a little trouble, improve himself, and become possessed of this accomplishment to such a degree that, other things being equal, success will be sure to follow in his footsteps. A travelling salesman goes into a merchant's store to sell goods. He is informed that there is nothing wanted in his line, but he enters into conversation, and, before he realizes it he is looking at the salesman's goods, and is giving an order for the articles of merchandise he has been made to think he wanted. This ability is what makes successful men.

You ask, "How may I obtain this knowledge, this gift?"

Bacon says: "Reading maketh a full man; conversation, a ready man; writing, an exact man. The successful sales-

man needs to be full of his subject, ready in the expression of his ideas, and exact and reliable in his statements.

If you are afraid of your voice—and I have known some young men to be—go to a good teacher of elocution and cultivate the use of your voice in reading and reciting. Read aloud from the best authors. Perseverance in this line will modulate your voice, and so cultivate your expression that when the time comes, and you have something to say, you will be in a position to express yourself more fluently and with greater confidence.—Trade.

WEIGHING FINE CUT CHEWING.

It is a well-known fact that the retail dealer in tobacco and cigars in certain sections is badly handicapped in his sale of fine cut chewing tobacco from bulk stock, to retail customers, by the slovenly way in which the grocery clerks handle that commodity at retail.

The grocery clerk, in many cases, when asked for fine cut, opens the pail, grabs what he considers an ounce, thrusts it into a piece of paper, and tosses it to the customer; he does not weigh it, and as the customer accepts it without protest there can be but little doubt as to who is the gainer by the operation, and who is the loser.

It is to be supposed, as a rule, that the grocery proprietor knows nothing of this; the clerk probably weighs the tobacco when he is around, and all is as it should be. A tobacco retailer of an enquiring mind, whose store is in the neighborhood of one of these "guess weights," recently investigated the matter, and sent sixteen different people to get an ounce each of a certain brand of fine cut chewing tobacco from a certain grocer. When he obtained them, he weighed the sixteen packages, without the paper wrapping, and found that they registered close on to 18 ounces. A short calculation will show how much profit the grocer was making on his fine cut. The retailer claims that a number of his customers are attracted by the overweight.

This may be so—for a time—and the stand for the retailer to take is that of good condition and high quality. It is well known that no article deteriorates more quickly than fine cut chewing in bulk. Fish, butter, coffee, meats, etc., the usual surroundings of a grocery stock, will all play havoc with it under any circumstances, and cleanliness, good ventilation and proper moisture are what few retail grocers understand or believe necessary for tobacco. In fact, where such a lax system prevails as will permit a clerk to guess at instead of weigh the tobacco, it may be inferred that no greater care is given to the stock.

If the retailer understands his business and has proper storage for his fine cut,

he can keep it any reasonable time in good condition without extra moisture, whereas the grocer will rely on quick sales, and have a moisture in full work. This, added to the flavor spoken of, will make his fine cut much inferior in general quality and more irregular than that of the retailer, and will eventually demonstrate to the consumer that quantity is not everything.

Too much water produces fermentation and mildew, and these may be, and often are, present in an embryotic state, just sufficient to spoil the taste of tobacco, and those customers who can stand it for the sake of obtaining a little overweight, are but little loss to any self-respecting retailer.

Of course, the grocer has a right to sell tobacco as he likes; if the matter is a very important one to the retailer, why not explain the situation to the grocer in a neighborly way? As a business man he, presumably, would stop it, but if he does not, it is only fair to suppose that the item of quality will adjust the difficulty before long, and bring the consumer to trade where he gets—not the most—but the best value for his money.—Tobacco.

U. S. DUTY ON CHOCOLATE.

A Washington despatch says that the Treasury Department has finally accepted the view that all sweetened chocolate which contains no other ingredients is dutiable at two cents per pound under paragraph 318 of the McKinley Tariff Act. A recent decision of the Board of General Appraisers undertook to make a distinction between sweetened chocolate for drinking purposes, and that which by shape and use was intended for eating as confectionery. This would have made the latter class dutiable at 50 per cent ad valorem, but the United States Circuit Court decided last fall that all chocolate was dutiable at two cents per pound unless combined with cream, nuts or other material which took it out of the class of chocolate and put it clearly in that of confectionery. Collectors of customs have now been directed to follow the decision of the court.

WOODSTOCK BOARD OF TRADE.

These officers were elected at the annual meeting of the Woodstock Board of Trade: President, Andrew Pattullo; vice-president, D. W. Karn; secretary-treasurer, J. G. Wallace; auditors, M. Douglass and R. W. Sawtell; council, John White, George Caldbeck, Dr. McLay, Jas. Scott, Jas. Sutherland, J. M. Grant, Alex. McIntosh, J. J. Hall, H. H. Powell, and R. Whitelaw; Board of Arbitration, H. Dickinson, T. J. Clarkson, V. L. Francis, R. W. Sawtell, R. W. Knight, R. T. Crawford, Thos. McClay, Dr. Mackay, Fred Millman, John Hall, E. W. Nesbitt, and J. R. Huggart. The total membership of the board is now 90. The receipts for the past year amounted to \$200.34, and the disbursements to \$237.12. A gratifying feature pointed out by the annual report was the few failures that had taken place in the town during the year, and also the smallness of the amounts involved.

LUCAS, STEELE & BRISTOL 73 McNab St. North HAMILTON

AGENTS FOR

Hillwattee Tea,	Lady Charlotte Gelatine,
Diamond Crystal Salt,	Sunshine Scouring Soap,
L. P. & Co's Pure Spices,	Ontario Tomato Catsup (glass),
L. P. & Co's Pure Coffees,	Maclaren's Cheese,
L. P. & Co's Pure Extracts,	Eten Roberts Jellies.

. . . SAMPLES AND FIGURES SENT ON APPLICATION . . .

A steadily increasing
Trade is the best . .
evidence that our . .
Standard Lines of . .
Teas

Mallawalla, Dalukola

Imperial Congou and Russian Congou

Give entire
satisfaction

Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases.
Dalukola and Imperial Congou and Russian Congou are
bulk (not package) teas, and put up in 80 and 100 lb. metal
lined cases.

If you are desirous of extending your Tea trade order a sample
package and watch the result. We have a perfect system of adver-
tising and guarantee satisfaction. Try it and be convinced.

We are offering Tomatoes, 3's, Ontario and Simcoe,
which are known to be first-class brands, at very low
prices. Write for particulars.

W. H. GILLARD & CO. WHOLESALE GROCERS Hamilton, Ont.

BENSDORP'S ROYAL DUTCH COCOA

COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

- Having the exclusive privilege for soda water and all
temperate drinks on the World's Fair grounds.

CITY OFFICE, 76 WABASH AVENUE,
Ground Office.

CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bendsorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa,
both foreign and domestic, we unquestionably give BENSDORP'S COCOAS and
CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to
book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSI-
TION at our Soda Fountains. Yours truly,

COLUMBIAN EXPOSITION SOFT DRINK CO.

E. F. CULLERTON, President.

**Awarded
World's Fair
Contract**

JAMES TURNER & CO.
AGENTS,
HAMILTON.

BALFOUR & CO., Importers of Teas AND Wholesale Grocers HAMILTON

Western Ontario Agents for The

Irish Mustard

Cherry's Dublin Mustard is guaran-
teed absolutely Pure, and sold cheaper
than the compound. Send for Prices.

BACON POWDER.

One of the loveliest things in young housekeepers to be found in these United States lives right here in Detroit, says the Free Press. She has been a wife about three months, and got into her own new little housey a week ago.

Day before yesterday she was going home about 4.30 o'clock, and as she passed the last grocery up that way, a thought struck her and she went in.

"Have you," she said to the smiling clerk, "any minced ham?"

"No, miss—ma'am," he replied in doubt.

"Pshaw," she exclaimed, "are you sure?"

"Quite so, ma'am; we sold the last this morning, but will have some more to-morrow, if you can wait."

"But I can't wait. Charles is so fond of minced ham, and he told me to be sure to have some this evening. It's too late for me to go back down street now, for he will be home by the time I get there, and what shall I do?"

"Possibly I might get you something else, ma'am?"

She hesitated betwixt conflicting emotions for a minute or more.

"I don't know," she said at last, patting her pretty little foot impatiently, "but I might make some bacon powder do for this evening. Have you any bacon powder?"

Then it was the clerk's Napoleonic tact came to his rescue, and gracefully retiring to look for it among the hams, he sent out the proprietor, who broke the news to her gently, and Charlie got no minced ham or its possible substitute that evening.

WILL GO UNDER IN TIME.

In speaking of the matter of credit and the causes contributing to success or failure in business, a brother editor remarks that he has no faith in the ultimate success of a man who depends upon cutting prices to sell his goods. In nine cases out of ten he will go under in time. Such a man cannot safely be given credit. It should be remembered, too, when a merchant becomes known to be a cutter, the value of his stock in all departments is greatly lessened in the estimation of his wholesaler, and of customers as well. Neither can credit be given safely to a man who drinks to excess. In these days of keen competition a man wants a clear head and a steady nerve, and these are not gained by excessive drinking. Another bad feature which makes credit timid is extravagant living. The man who spends money freely, and is known to be an extravagant liver, will usually bear watching carefully. Another safe rule to follow is not to trust any man too much. Opinions vary as to how much credit a man is entitled to, but it is safe to say that no man ought to be trusted for more than a quarter, or a third at most, of his visible assets.—Pharmaceutical Era.

THE DEPRESSION IN RICE.

"It is a very apparent and regrettable fact," says the New Orleans Picayune, "that rice, one of the leading products of this State, is now selling and has been sold for some time at prices which leave no margin of profit to the producers. So low, in fact, has a large amount of the rice offered sold that it is hardly worth as much money as oats. These are facts which, however unpalatable, cannot be easily controverted, and yet from a statistical point of view the ruling prices are not warranted. It is also a well known fact that Louisiana rice is now selling below the price in Europe of equal grades of foreign rice. In fact, some rice has actually been shipped from here to Europe this season, and there is a demand for more where even-running grades can be secured. It is, therefore, clear that foreign rice cannot be imported at a profit this season, hence the remnant of the domestic crop will have practically no competition to meet. If it can be shown that the supplies of domestic rice left undisturbed are not more than sufficient to last for the rest of the season, at the present rate of consumption, it should become at once apparent that the remnant of the crop ought to sell somewhere in the neighborhood of what foreign rice of equal grade could be imported for. As a matter of fact, domestic rice is now selling a good cent per pound and more below the parity of foreign rice.

"There yet remain five months of the season to elapse before new crop rice can be expected in any quantity. At the present rate of consumption the available stock of rice would not begin to suffice for the wants of the mills, while even at a considerably reduced consumption it is probable that the supply would scarcely suffice. Under the circumstances, therefore, there would appear to exist no good excuse for the ruinously low range of prices prevailing, and it is astonishing that the trade has not yet realized the actual strength of the statistical position of the cereal."

ADVERTISE PRICES.

In most of the newspaper advertising that is done by dry goods houses especially, it is a great feature to have the prices of the articles enumerated. That this plan is a very successful one in drawing trade cannot be doubted or it would not be kept up. While grocers are not as large advertisers as the dry goods dealers and do not as frequently quote prices, we believe their advertising would be much more effective if the prices of the articles were also given; in fact it may be said in a general way that every retailer who would do effective advertising should publish the prices.

Objections have been made to this system of advertising on the grounds that it gives competitors a chance to know the prices at

which other dealers are selling, but this suggestion is not one of much force, from the fact that in so many lines of trade retailers do not handle exactly the same brands of goods; and even if they did it would make no difference so far as the consumer is concerned, for the latter will find out the prices any way and will go from store to store inquiring at what figures certain articles are sold.

Placards in the store bearing the prices of articles make a very attractive mode of advertisement, and the store which adopts such a method will sell more goods than the one which does not. There is something attractive to buyers about goods when the prices are attached to them. People will stop and look at the display in a show window where every article is neatly placarded with the prices; in an adjoining window there may be a similar display without any placards and there will be no crowd in front of that window. It is a peculiarity of the American people that the first question in regard to any article whatever, is concerning its price, and if that seems to be reasonable they may become purchasers.

The retailer who neither advertises prices in the daily paper nor by means of placards in his show window is not doing what he should. There are now manufacturing concerns whose business is to furnish stamping outfits for the making of price cards, or they will furnish the tickets already printed, and by the aid of these a most satisfactory display can be made. If any of our readers have not tried this plan, the sooner they begin the sooner will the profits of their business increase.—Grocers' Bulletin.

CANNED GOODS GOSSIP.

According to the News-Advertiser of Vancouver there is a slightly better catch of salmon, and signs of improvement in the run of the red variety. "The price now rules at \$1 for pink, and 75 cents for white, which will probably remain at those levels until the run is over, unless it gets heavier than is at present anticipated," it says.

A line of choice Jersey three-pound tomatoes was sold at \$1.17 1-2, delivered here. That price was subsequently bid for additional parcels of similar goods, and \$1.15 stands as bottom price for ordinary standard, Jersey or other packs.—N. Y. Bulletin.

The report had circulation in New York that a bod of \$1.15 was refused for the entire stock of canned tomatoes controlled by one of the largest holders.

There is another tomato prophet. His headquarters are in Philadelphia. He prophesies that three-pound standard tomatoes will sell at \$1.25 per dozen before June 1st, 1893.

People who buy sardines may think they come from the Mediterranean, but as a matter of fact many of them are grown and prepared right here in Canada, a canning factory in the vicinity of Kamouraski employing three or four hundred hands in the work of putting up the little fish, which are caught near by, for the market, and it must be said for them that they tickle the palate quite as agreeably as their imported brethren.—Hamilton Herald.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

VALENCIA RAISINS.

While the holders of California raisins are quarrelling among themselves, and cutting prices to the point that in some instances wipes out profit margins, those who possess the stock of Valentias stand shoulder to shoulder, feeling confident in the position of the fruit, and satisfied that the visible supply will barely prove sufficient to carry the trade through the season to next crop. Valencia raisins have stood the competition of California remarkably well, but it is a question whether the imported goods can hold their ground in years to come against the steady increase that is being made on the Pacific coast in vine culture. The California growers are being educated to lower prices, and the tapering off of their ideas serves to widen the scope of the fruit's usefulness, and makes it a serious obstacle to the sale and consumption of the imported. The consumption of Valencia has fallen off materially since 1886. In that year this country, including Canada, imported 1,123,688 boxes, in 1887 1,125,516 boxes, in 1888 1,109,236 boxes, in 1889 1,172,364 boxes, and in 1890 1,491,004 boxes. In the year following,

or say 1891, there was a sudden falling off of over 50 per cent. In the importations from Spain, the total quantity brought forward in that year being only 722,192 boxes, though this was in some measure due to the smaller crop in comparison with the previous year, yet the crop in comparison with that of 1889 was larger. During the year just closed the importations to this country and Canada reached the total of 765,993 boxes, though to this quantity can be added 40,000 boxes now in transit, this out of a total of 2,376,136 boxes. The statistical position of the fruit to-day is better than has been known for many years at this period. Since the opening of the season last fall prices have been at a very reasonable point, and this being recognized by consumers and the trade, the fruit was distributed rapidly, particularly during the four months following first arrivals, with the result to-day of the market being credited with a supply of only 55,000 boxes all kinds. The Bam-boro is now in transit with 40,000 boxes, which shipment was said to close up the entire stock of Denia, thus bringing the total visible supply to less than 100,000 boxes, with a period of five months to

cover before the first shipments of the new crop can be landed. This is certainly a small quantity when the average consumption is considered, and also the fact that from this total the requirements of Canada must be supplied. Holders certainly have good grounds for entertaining the belief of a scarcity, and materially higher prices than those now ruling, though it must be said that much depends upon the course of the market for California, and whether the holders of the latter variety can work successfully the scheme of booming the market. Though the situation of the home market appears to be for the moment depressed, or, more properly speaking, unsettled, there is no good reason for believing that values will remain long at their present low point. There has been no spring trade as yet, the season being unusually backward, but with the revival of interest the cheaper lots will soon disappear from the market, and with a clear field, those who have gone into the article as a speculation will quickly seize upon the opportunity to elevate the market to a more remunerative point, and thus open the way for an improvement in the position of the imported article.—N. Y. Bulletin.

THE STRENGTH OF MOLASSES.

The possibilities and future course of molasses is an interesting problem with importers in Montreal, especially those who made haste to offer for future delivery at the lower prices which ruled earlier in the spring. The market has taken a turn now, however, and the consequence is that the more urgent sellers have, if present indications hold good, overreached themselves. There was a possibility of a regular merry little war also between some of the French wholesale houses in Montreal, but the decided change that the market has taken at the Islands has stopped all thought of this, and now everyone is talking higher prices, while the very strong disposition of the sugar market tends to accentuate this feeling, for when the sugar market is strong or weak it has, to a certain extent, a corresponding influence on molasses.

The most unpalatable fact to some in the trade is the knowledge that they were warned early in March that the market in the Islands looked as though it was shaping itself for a change, but they refused to take the hint, and thereby lost considerable advantage, for those who sold at 30c. June delivery regret that they did so, while those who were offered stock at that price and did not close are equally put out.

All later advices from the Islands point to a maintenance of the firm feeling that recent cables have indicated. Prices opened at 12c. first cost about the middle of March, but the very next week they had jumped up 1c. to 13c., and now another advance of 1c. is cited, the cost at the Islands being 14c., which is equivalent to 31 1/2 to 32c. laid down in Montreal, a nice little margin for those who were lucky enough to accept the offers of 30c. June delivery made to them. Besides the crop is said to be below the average, while, as is well known, the spot supply in Montreal has been on a very slim basis for some time, and there is nothing to indicate that the stocks anywhere else are heavy. In fact, at Halifax it is well known that the reverse is the case and the market there has been strong

throughout the spring. A recent report from that point stated that the price was expected to go higher, and the advices to dealers on that market from the Islands were even more bullish in tone than those received in Montreal. For instance, the statement was made that the Porto Rico crop would not be one-half that of last year, and that in Demarara the crop was light, while the Antigua one was late. In fact everything points to strength in molasses.

THE SPRING FRUIT SALES.

As we have pointed out before, the quantity of Mediterranean fruit that seeks Montreal as a place of sale each succeeding spring shows a large increase, which, if it goes on, promises to place the port in the front rank as a fruit port. As compared with last year the quantity offered is fully double, and may be more than that before the last steamer has sailed. Anyhow a much greater quantity is to be offered for public sale than in former seasons. The reason for this lies in the fact that buyers in Canada and throughout the Western States held off in anticipation of these spring sales in Montreal, and brokers there, in consequence, are looking for a much larger attendance this spring, and a corresponding increase in their harvest. Already one of the steamers, the Charrington, is at Quebec, where she will dock in the Louise basin, until the river opens, while the Fremona is only a few days behind, and may be reported in the gulf or river at any moment. The particulars of the cargoes of these two vessels have already been given, and a cable has been received that the Dracona has left Messina with a cargo of 20,000 Messina oranges and lemons, 6,000 Sarrento oranges and lemons, and 6,000 Coloma oranges and lemons, or 32,000 boxes in all. The total quantity of these three vessels is 126,800 boxes of oranges and lemons, fully two-thirds of which will be offered at public sale, the remainder having been bought for delivery in Canada and the Western States. The fact of such a quantity of fruit being offered for sale clearly shows the importance of the sale, and, besides, there is still another vessel to load for Montreal with a cargo of a similar kind.

LONDON GROCERS' ASSOCIATION.

The attendance was fairly good at the last regular meeting of the London Retail Grocers' Association. President W. H. Ferguson took the chair.

The president proposed that the first question for discussion be the notice of motion given at last meeting respecting the act relating to salaries of civil service employees, and requested a full discussion of the question. There was a very decided feeling through the whole discussion in favor of an amendment to the act. Civil service employees' salaries, it was contended, should not be exempt from garnishee or attachment any more than that of employees generally. All should be put on equal footing. The people pay taxes to support those offices, and the

salaries of government employees are deemed to be sufficient to enable them to live well and pay their debts honorably, and the law should not (as it now does) protect those who may choose to take advantage of it by defying their creditors.

After considerable discussion it was decided that the secretary of the association should communicate, with other associations, with a view to obtaining united action in appealing to the proper authorities to amend the act as desired.

The next question taken up was that of bankrupt stocks. It was stated that not unfrequently bankrupt stocks were put on the market by auction and sold to the highest bidder and were frequently bought at a low figure and sold retail at less than regular cost, while again in some cases the creditors compromised at a low rate on the dollar and this in many cases gave the debtor an opportunity to go on again and cut prices lower than ever. Past experience shows that as a general thing it is the price cutter who makes a failure of his business, there being of course some cases of adversities and losses over which a business may have little or no control. Even though the proprietor may be a shrewd business man such cases command the sympathy of creditors and fellow business men generally.

It was reported having been noticed in THE CANADIAN GROCER that at one time the Sarnia Grocers' Association had handled bankrupt stocks thrown on the market there and found it advantageous to do so.

No decided plan of action was decided upon and the question was left with a committee to report ways and means of dealing with bankrupt stocks at the next meeting.

The proposed Pharmacy Act came in for a share of discussion, and while some of the members present expressed confidence in the Ontario Legislature not passing any such act, it was held by others that it would be well to be in a position to show the members of the Ontario Legislature that the large majority of the people they represent are not in favor of such restrictions. The inconvenience to the public generally would be very great, while the extra sale of a few bottles of patent medicines and common remedies that would go to the druggist would not benefit them to any great extent, and the possibility of procuring poisons made but little more difficult than at present. The secretary was instructed to also communicate with all retail grocers' associations requesting the Pharmacy Act also.

The meeting adjourned to meet again on May 9.

This association will be pleased to hear from any associations that the secretary may not reach by letter, relating to the above questions or any other questions of interest to the trade. Address all communications to E. Sutton, Secretary Retail Grocers' Association, Molsons Bank Building, London, Ont.

M. B. Gardner, general merchant, Lyn, has assigned

George Eadie, crockery, Montreal, is asking an extension.

The Napanee cheese board has elected the following officers: W. N. Doller, president; W. Whelan, vice-president; W. R. Gordanier, secretary-treasurer. Newburg and Centreville factories will use the Babcock tester.



TO YOU IT IS

PROFITABLE and a QUICK SELLER. Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

SPECIAL VALUE In FRUITS

PRUNES---Atlas, in Cases.

VALENCIAS---Fine Off-stalk and Layers.

CURRENTS---Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**Puddings
Custards
Ice Cream**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon
Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon.

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal

The pure INDIAN TEA of
KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

**COWAN'S
OCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.



CAVERHILL, ROSE, HUGHES & CO., MONTREAL.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The maple sugar season is about over in the vicinity of Acton.

Brockville cheese Board of Trade will open for the season about the second week in May.

Maple syrup and maple sugar was last week selling in Toronto and New York at practically the same range of prices.

Pontypool, Ont., boasts of having a merchant who runs a barber shop, general store, auction mart, besides other et ceteras.

The contract for supplying the Hospital and House of Industry, Hamilton, with groceries has been awarded to J. W. Rousseaux.

Large quantities of maple syrup are being shipped from points along the line of the Brockville and Metford railway to Toronto, Winnipeg and other places.

The bill respecting the Moncton sugar refinery has passed the New Brunswick Legislature. The object of the bill is to amalgamate the Moncton and Halifax refineries.

J. A. Kelso, with Eby, Blain & Co., lost his wife last week. Peritonitis was the cause of death. Two little children, besides the sorrowing husband, are left to mourn her loss. The funeral took place Monday.

Death has deprived Frank X. Marrin, grocer, Barrie, of his wife. Deceased had been ill for some time, and leaves a family of five children. Mr. Marrin has the sympathy of the people of the adjacent country.

The U. S. internal revenue law only allows California brandy to be held in bond for three years before the tax is paid. Those interested claim that this is detrimental to the industry, and a movement is on foot to get the period extended to five years.

S. Nesbit, Brighton, has one of the best stores in Canada for the size of the place. It is 120 feet long, and he thus has room for the ample and systematic arrangement of his goods. Mr. Nesbit shipped 31,000 barrels of apples from that place last year.

T. J. Dillon, who had charge of the winter dairy at Mount Elgin, left on Monday to superintend the cheese dairy operations in Prince Edward Island. He

will have three assistants. At present there is only one cheese factory in the Island. It is intended to establish seven at once.

The City Commercial Travellers' Association has decided to hold its annual excursion July 17th to Niagara Falls and Buffalo. The excursionists will go from Queenston Heights to the Falls by the electric railway, and from there on to Buffalo by the Michigan Central railway.

A bill was recently presented in the Illinois State Legislature to so amend the garnishee law as to allow a merchant who supplied a family with the necessities of life a certain percentage of whatever salary was due to the head of the family, but it failed to pass, strange to say, for want of support from the retail merchants.

The Whiskey Trust does not appear to be in a sound condition financially. The total sales for the fiscal year ending March 31, were 45,087,634 gallons; total earnings \$2,422,688.15; dividends and expenses paid \$1,267,158.64; cash and cash assets held April 1, \$3,188,809.18; balance due on the four distilleries last purchased and floating debt, \$3,068,287.03.

The bill promoted by the St. John Tax Relief Association has passed the New Brunswick Legislature. It reduces the number of aldermen to thirteen, to be elected by the city at large. To become law the bill must be endorsed by a majority of the ratepayers at a plebiscite to be taken in September.

Reports from all over the States to the American Cider Maker indicate that with some few exceptions apple orchards wintered well, the intense continuous cold keeping back the buds and preventing early or premature blossoming, thus preserving the fruit from late frosts and other climatic evils.

Petroleum recently sold at 68 1-8 on the Pittsburg market, which is the highest point reached for more than a year. The cause of the advance was a heavy speculative demand, the result of a strong bullish feeling based on reports of the activity of the Standard Oil Company in buying up oil territory.

The Patrons of Industry, the Grangers, the Dominion Trades and Labor Congress, the Knights of Labor, and the Toronto Trades and Labor Council have been formally organized as a political party. It is to be hoped that the other branches of the party will be able to instill into the Patrons some of the principles of "live and let live."

The Canadian Packing Company's buildings at London are being hurried to completion. Mr. Ginge, who has just arrived from Denmark, says the work of kilning will probably be commenced in about three weeks. The severe winter delayed the construction of the buildings. The specifications called for their

completion by March 1st. Mr. Ginge will have about 20 experienced men brought from the European establishment in a short time, and from time to time, if the business increases, more will be brought over.

Judge McDougall, at Toronto, has decided that 2 1-2 per cent. beer is intoxicating. The Quebec Legislature holds that 4 per cent. is not intoxicating. Doubtless both authorities speak from what has been observed in their localities. Quebecers evidently have 1 1-2 per cent. stouter stomachs and stronger heads than the delicate denizens of the West.—Gazette, Montreal.

A deputation from the ratepayers association called on the Mayor of Toronto to urge that the city should be assessed only every five or ten years instead of yearly, and that real property should not be unjustly discriminated against by exempting personality, but that it should be taxed for its face value wherever found, and pay 30 per cent. instead of 10 per cent. as it does now.

A number of members of the Executive Committee of the Patrons of Industry waited upon the Government the other afternoon asking that holders of mortgages on land pay a proportionate share of the taxes on the land, that the centralization of law courts be broken up and division courts be given greater powers. In addition to this the deputation asked that municipal officials be elected instead of appointed, and that county crown attorneys take the initiative in the prosecution of combines.

Some Yonge street merchants have been done up in a clever way by an innocent-looking young man. His scheme is to order goods and have them sent c.o.d. to some address. He meets the messenger at the door, takes the parcel, as he says, to his mother's apartments upstairs, and never comes back. On investigation it is found he is a stranger to the premises and has gone.

J. F. Stairs, M.P., favors the abolition of specific duties. "A pure ad valorem duty," said he the other day to a newspaper correspondent, "will of course fall



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

15

CARLOADS OF

HIGGIN'S "EUREKA" AND
ASHTON'S HIGH GRADE . .

Salt

Have been Sold by Us for Spring Delivery

Why?

Because the merits of these two Salts are becoming known and appreciated. Every merchant dealing in Butter is justified in requiring his butter makers to use the best Salt and the Best only. It pays the maker, the country merchant, the commission man and the consumer. **Good Salt** makes **Good Butter**, **Good Butter** brings **Good Prices**, and good prices make you satisfied. **Try these Salts just once.**

They Advertise your Business while you Sleep.

AMMONIA SOAP:

Certain Soaps have a stronger hold on consumers than others. Quality tells, and AMMONIA leads in Quality.

We Prepay Freight on 10 Boxes and over to any Railway Station in Ontario.

It Pays to Buy a Good Article. Buy Ammonia.

EBY, BLAIN & CO.,

WHOLESALE GROCERS, TORONTO ONT.



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

most heavily on the costliest goods, and will no longer tax the poor more than the rich. I have drafted a schedule of duties embodying this principle." He will lay his view before the Government.

The Hamilton Herald charged the hens with not doing their duty because eggs were scarce in the Ambitious City the other day. The charge is ill-founded. The hen's all right and is always willing to do her duty. The fault is with the weather clerk. If he keeps the temperature up to the laying degree there will be no trouble about there not being plenty of eggs. Turn your attention to the Weather Clerk, Mr. Herald, and don't again malign the honest and industrious hen.

DRY GOODS.

(From the Dry Goods Review.)

This week has shown little change in the wholesale trade. Orders have been perhaps slightly brisker, but last Saturday's snow gave trade a set-back. Nevertheless prospects are improving with regard to the city trade. But from rural districts orders show little increase, as the roads have not reached a state which entices trade. Farm produce, such as butter and eggs, is increasing in the volume marketed, and by next week this will have a strong effect on the retail dry goods trade.

Already some dealers are out with fall samples, but the houses which carry the largest ranges are holding back until prospects improve. Retailers are not yet in a good buying mood. The underwear for fall shows considerable improvement over that of last year in point of finish, appearance and quality. Ribbed goods are being displaced in medium grades by plain goods, and only very cheap grades of ribbed goods are in strong demand. There are two mills less on these very cheap ribs this year. Fancy stripes in plains are more numerous than in previous seasons. Pink, Shetland, sage, and light brown are the leading colors in these fancy lines.

Velvets and velveteens are in active demand in the Toronto market. Brown shades of golden, tabac and seals are scarce, and enquired after. Myrtle, is also a scarce color. The demand for greys and fawns is up to a year ago, but there is a falling off in the enquiry for navys.

Domestic union carpets can be compared very favorably with cheap tapestries. At prices ranging from 33 to 50 cents (wholesale) enormous quantities of tapestry are imported. Now at these prices unions can be bought which are superior in quality, and which are at the same time one-third wider. It may be asked, if this be so why are these unions not displacing cheap tapestries at a faster rate? The reason is that the consuming public do not know this, and it may be added that a great many of those men who handle carpets for a profit do not know it. Moreover people have got into the habit of buying these cheap tapestries, and the class of people who buy

them do not change their habits very quickly or easily. The buying public is intensely conservative, and follows well beaten paths. Retail dealers should pay strong attention to domestic carpets.

The demand has been good for embroidered handkerchiefs, in silk, linen and cotton. Linen and cotton handkerchiefs, in embroidered, delicate shades on white material, and also in colored grounds are also popular.

On April 24th and the following days the Toronto wholesale millinery houses will make especial displays of summer millinery. This will no doubt attract a large number of buyers to the city.

NOTES

John Macdonald & Co. are running a special line of 43-inch wool dress goods in good patterns at 35 cents per yard, the original price of which was 50 cents. This is a bargain which is not often offered.

Wyld, Grasett & Darling are offering special lines in Black Eclipse cotton hosiery at prices varying from \$1.25 to \$3.50. These are shown also in children's sizes at various prices. Colors are also shown in these goods as well as the black.

In order to effect a speedy clearing of a range of 23-inch tweed effect dress goods, containing 300 pieces, Gordon, Mackay & Co. have reduced the price from 18 1-2 to 10c. Handsome assortment of patterns, and they can be retailled for 25 cents.

Delainette is a new material which is a substitute for prints. The particular beauty of the cloth is the manner in which it drapes suitable for blouses and many other uses. The colors are fast and washable. A full range is carried by Caldecott, Burton & Spence, in spots, florals and stripes. It is about equal in price to prints, retailing at 12 1-2 cents with a fair profit.

A special line of fine narrow embroidered edgings, in box lots of sixteen pieces, has been secured by Gordon, Mackay & Co., who are giving their customers the benefit by offering goods worth in the regular way six cents for four.

W. R. Brock & Co., early in the season, before the advance in raw cottons, made a heavy purchase of Hermsdorf's Absolutely Stainless Black Cotton Hose, in a line called "Buster," which can be retailled with a good margin at three pairs for 50 cents. Full fashioned throughout.

Notwithstanding the recent advance in price of linens, Gordon, Mackay & Co. have, through the foresight of their staple buyer, been able to pass into stock 35 cases containing damask napkins, damask sets, blocked damask tablings, loom damasks, towellings, etc., at old prices. This should interest retail merchants.

In their haberdashery and men's furnishing department John Macdonald & Co. have cleared out the odds and ends of two mills' stocks of summer underwear and fancy summer top-shirts. They have been selling these at the regular manufacturer's prices, so as not to conflict with their regular numbers of the same goods. They have also cleared the remaining stock of the Toronto Suspender Co., who have amalgamated with the Union Suspender Co., and they are offering these goods at prices to clear. They have also received repeat numbers in men's and boys' flannelette shirts, and some new numbers in neckwear. They are still pushing the Amazon skirt binding in the 18-yard lengths in which this material is now put up. Shipments of buttons are also to hand.

John Jamieson & Co's LOCHFYE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

FOR DAIRY . . . BUTTER
OR DRESSED . . . POULTRY
Write or Wire

**PARSONS . . .
PRODUCE CO.**
WINNIPEG ——— MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted
2 at 33c., " " "
3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
Also at
Liverpool and Glasgow. England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.

We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are 11½c.; Butter easy at 18 to 22c.;
Dried Apples at 4½ to 4¾c.; Green Apples \$1.00 to
\$2.00; Beans \$1.30 to \$1.50; Cheese 11 to 11½c.;
Maple Syrup 90c. imperial gal; Honey 6c.; Potat-
oes 80 to 90c.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St., East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SOHRT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

McLAREN'S



The Best Grocers Make
a point of Keeping it al-
ways in Stock.

Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, April 20, 1893.
GROCERIES.

Nothing particular new has developed in the trade during the week. Business still rules quiet. And it is confined to no one or two lines, all apparently being under its sway. The country roads are still in bad condition, the snow fall of Friday last having again retarded the drying up process. In some districts the difficulty of getting over the roads has been so great that here and there a traveller has been compelled to confine his route to those places immediately on the line of the railways. All report business quiet in the country, but all are equally confident that a fairly good business will be done when the existing impediments to the movement of trade are removed. Country merchants all seem to have their stocks fairly well assorted and are awaiting the opening up of freer communication between themselves and the surrounding agriculturists, who are now, owing to the condition of the roads, practically cut off.

Coffee continues quiet but steady in price, with good grades still scarce. Dried fruits remain much as before, while Brazilian nuts are firmer in sympathy with the higher prices ruling in New York. Demand continues light for rice and spices. Sugars rule firm, but there is not many moving. Syrups and molasses are still selling in small quantities and at unchanged prices. Teas are sharing in the general quietude prevailing, and also in the strength which is at the moment characterizing such commodities as sugar, canned goods, etc. No complaints are heard regarding payments.

COFFEES.

Options have been lower in New York, but they have reacted. The drop was altogether confined to options, spot goods being unchanged. Good grades are still scarce here, and demand during the past week has been ordinary only. This market does not appear to have been affected by the fluctuation in New York, owing to the fact that there are practically no high priced or really good coffees here. The Rio market did not go down in sympathy with New York. About the only thing to be got on this market in the way of Java coffees is the green article, which is worth 30 to 32c. We quote Rio 20½ to 22c., East Indian 27 to 30c., South American 21 to 23c., Mocha 26 to 30c., Santos 21 to 22c.

DRIED FRUIT.

There is no improvement appreciable in dried fruits. If anything the quietness is more pronounced. It is in currants, at all

events, and this was the only line in which there has been anything like activity for some time. In Valencia raisins the market is quiet and featureless. Ordinary off-stalk are quoted all the way from 4¼ to 5¼c. The demand if anything is principally for a second and fair quality fruit, which sells at 4¼ to 4¾c. Layers are selling at 6½ to 7½c. The New York market seems to be a little firmer on Valencia raisins. Currants are still selling fairly well, although the movement is not so brisk as a week or so ago. Fine fruit is very scarce. Vostizzas sell in cases at 9 to 9½c.; Patras at 6½ to 7c., and Provincials at 5¾ to 6¼c. in barrels and half-barrels respectively. Prunes are not much enquired after and prices are unchanged at 7¾ to 8½c. in cases. Dates quiet and unchanged, at 5½ to 6c. in cases.

NUTS.

Demand just fair. Brazil nuts have advanced ¼c. a pound in New York, and stocks here are small and prices firm at 11 to 11½c. a pound. Peanuts are unchanged at 13 to 14c. for roasted and at 11 to 12½c. for green.

RICE AND SPICES.

Demand for rice is light and prices are unchanged, 3¾ to 4c. being the idea. New crop is not expected here till June.

Spices quiet. Whole ginger is quoted at 20 to 25c. Pure white pepper is quoted at 20 to 28c. and pure black at 14 to 16c.

SUGAR.

The outside markets are firm. In New York centrifugals are higher, 3¾ to 4c. now being asked. The market here has been quiet during the week, but prices are firm. Refiners will not shade prices, nor are they holding out any inducements for the purchase of large lots, expecting still further advances; 5½ is the idea for granulated, but in some instances this price can be shaded as much as ¼c. Yellows are quoted at from 4c. to 4¾c., the latter figure being for cream. Paris lump is quoted higher at 5½ to 6c. The total importers' stocks in the four ports of the United States on April 11, were 5,697 tons, against 22,536 tons the same time last year. The total receipts the past week were 26,073 tons compared with 34,448 a year ago. Since the previous week stocks in all hands decreased 8,927 tons.

SYRUPS AND MOLASSES.

Syrups are in light demand and prices firm at 25 to 48c. a gallon. Syrups appear to be good stock at the moment. Much the same applies to molasses as to syrups; 28 to 45c. is the range of prices.

TEAS.

The market does not exhibit much life yet, although if anything the tendency is towards a freer movement. Low grade Assams and Ceylons seem to be at the moment occupying the most attention. If anything Assams have probably the call. Low grade Assams are a little hard to get, and it is held that they cannot be laid down here at less than 19½c. The market in England is firmer on Assams and Ceylons of medium grade up. Stocks of Japan teas in first hands west of Montreal are estimated by more than one authority to be not much more than 500 packages. Pingsuey teas have advanced 1½ to 2c. a pound in England, and they are selling freely at the higher prices. On this market Japans sell at 13c. for low grade, 17½ to 19c. for medium, and 28 to 35c. for high-priced; blacks are worth 14½c. for low grade, 18 to 23c. for medium, 30 to 45c. for

fine, while fancy runs as high as 60 to 70c. Not many of the last mentioned quality are sold here.

BUTTER AND CHEESE

A marked change developed in the Toronto butter market during the week. Receipts, more liberal than the market could well absorb, has caused a decided slump in prices, and to-day jobbers will not dicker over a cent or so when it is a question of making a sale or not. Demand is fairly good. Large dairy rolls are particularly easy, on account of the large receipts; 18 to 19c. is the idea for half-barrel lots, and although 20c. is obtained for an odd basket now and then, plenty of this kind is being sold at 19c. There are no dairy tubs of any consequence coming in; the fine article is worth 20 to 21c. Supply of pound dairy rolls is also liberal and prices are lower at 18 to 21c. Good creamery butter is scarce, but there is not much wanted. Sales in fact are dropping off, owing to the plentiful supply of large and pound rolls of dairy; 20 to 21c. is the ruling price for creamery tubs, and pound prints sell at 24 to 25c. There is not much offering, the creameries being just about stopping and going into the making of cheese.

There is more 'cheese offering than the market can take care of. New stock will be coming in pretty soon, and prices are easy at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—Not much enquiry. Jobbers are paying \$1.25 to \$1.35 and selling at \$1.50 to \$1.60.

DRIED APPLES—Dull and easy. Jobbers are paying 4½ to 4¾c. and selling at 5 to 5¼c.

EVAPORATED APPLES—Quiet; 8c. would be readily paid at outside points for car lots, if they could be got. Small lots are selling at 8 to 8½c.

EGGS—The market is demoralized. Receipts have been liberal during the week, while the buying has been of a hand-to-mouth character. A customer who wants a five-case lot is a curiosity at the moment. Prices range from 10½ to 11c., and they are weak at these figures.

HONEY—No change. Light comb would sell well at 16c., but it is scarce, while dark is plentiful and in poor demand at 8c. It is easier to sell the former at 16c. than the latter at 8c.

POULTRY—Scarce and wanted, with chickens quoted higher at 80 to 90c. Turkeys are unchanged at 13 to 14c. a pound, and geese at 8 to 10c. a pound.

POTATOES—The feeling is easier and 80c. seems to be the highest price that is being paid for carloads on track. Offerings are liberal and demand light. Small lots are selling out of store at 90 to 95c.

ONIONS—Quiet and unchanged, red being quoted at \$2 and yellow at \$2.50 per barrel.

HOPS—There are not so many selling and prices are unchanged, small lots going out at 18 to 20c. Yearlings are quoted at 15 to 16c. Some hops can be obtained at figures a little lower than those quoted, but the quality is not first class. The feeling is somewhat unsettled.

HOGS AND PROVISIONS.

There are not many hogs coming in and the packers are taking care of about all arriving. Prices are a little better than a week ago, \$7 to \$7.35 now being the idea. Demand for lard is fair, but we quote prices fractionally lower, although a 50-tierce lot



NOTHING BUT THE BEST

Nothing but the best quality of Spices and Vinegar is used in the preparation of "Kent Pickles." To that fact is due their uniform high quality and the rapid increase in our sales. When you buy "Kent" Pickles you know you are getting the best.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish

Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**

L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND



PICKLES are in great demand. Sales increased last year 79 per cent.

Three months this year, 121 per cent.

No grocer should be without them.

Order from our Travellers, or write to

T. A. LYTLE & CO.,

Vinegar and Pickle Manufacturers,

TORONTO.

The Lakeport Preserving Co.

Have sold out their large pack of

Tomatoes, Corn, Peas, Beans, Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

CALIFORNIA ORANGES

First car Famous Riverside, Just Received.

96's and 112's \$2.50 Box
126's, 250's and 288's \$2.75 Box
150's \$3.00 Box
176's, 200's and 225's \$3.25 Box

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.



Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.

THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

MARKETS—Continued

sold a few days ago for local consumption at 12¾c. There is a fair demand for hog products generally.

BACON—Long clear 10½c. Smoked backs are 12½ to 13c., bellies 13½ to 14c., rolls 10½ to 10¾c.

HAMS—In good demand and firm at 13c.

LARD—Pure Canadian is 13 to 13½c. in tubs, 13 to 13¾c. in pails and 12½ to 13c. in tierces. Compound 10 to 10¾c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

DRESSED MEATS—Beef fores are 4½ to 5½c., hindquarters 6 to 8½c., veal 8 to 9½c. lamb 8½ to 9½c.

GREEN FRUIT.

Trade continues brisk. A good movement is reported in oranges, and while those of California growth are a little easier, Floridas and Messinas are dearer. Lemons are firmer in sympathy with New York, where, at the last auction sale, \$5 was paid for extra fancy stock. Prices in New York are from 50 to 75c. higher. Owing to the cold weather the few pineapples that have been arriving have been large'y green. Larger receipts and improved quality are expected shortly. Demand here is good at unchanged prices. Bananas are selling as before and freely. Apples are lower at \$1 to \$2, although jobbers are trying to get a little more than the outside price for fancy stock. There is no improvement in the outside markets, either English or American. We quote as follows: Oranges—Valencias \$6.00 to \$6.50 per case; Floridas \$3.25 to \$4 per box; Messinas and Palermos \$3.25 to \$4 per box; California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.50 to \$4; lemons, \$3.50 to \$4.50; bananas, \$1.40 to \$2.25; pineapples, 20 to 30c.; apples, \$1 for market stock, and \$1.50 to \$2 for good to fancy.

MAPLE SYRUP.

The supply is not very plentiful owing to the unfavorable weather. Advices from the east say the make is very light and will soon cease altogether. Syrup is quoted as before at 80 to 90c., according to size of tin, but sugar is quoted firmer at 9c. a pound.

FISH AND OYSTERS.

Business is not brisk. Whitefish, trout, suckers and herring, finnan haddie are scarce, while such varieties as pike, perch, haddock, ciscoes and cod are plentiful. Ciscoes are a good deal cheaper in consequence of the more liberal receipts. Pike is quoted 1c. lower. Black bass, dore and musk-along are out of season till June 16. We quote: Manitoba whitefish, 7½c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned cod-fish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; ciscoes, \$1.35 a hundred; finnan haddie, 7½c.; perch, \$2 to \$3 per hundred, as to size; suckers,

(Continued on page 22.)

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

St. Stephen, N.B.

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

CANNED GOODS.

TORONTO.

Business is on the quiet side, but prices are being well maintained. Tomatoes and corn are the most active commodities in this line. Local jobbers say that if prices in the United States advance another 5c. they will be on a basis at which they can profitably export. And some of them are firm in the opinion that the desired figure will be reached before many weeks have elapsed. The demand for tomatoes on the local market is fairly active at 85c. to \$1, with the greater part selling at 95c. to \$1. From present appearances it looks as if stocks will be pretty well cleaned out before the season is over, but no great advance over present prices is anticipated. Peas are in fairly good demand, although the movement is not so free as in tomatoes. The bulk of the peas are being sold in the neighborhood of \$1, while the range is from 85c. to \$1.45, the outside price of course being for the sifted article. Corn is in good, active demand, and prices are unchanged at 90c. to \$1.25, the outside figure being for extra. There is more prospect of stocks of corn being exhausted than either tomatoes or peas, one of the reasons of course being that the season has got a

longer life, it being in the fall before new goods come in. Beans are selling fairly well at 90c. to \$1. A good many peaches are selling at firm and unchanged prices, viz., \$2.10 to \$2.25 for 2's and at \$3.25 to \$3.75 for 3's. It is claimed that stocks will be exhausted before the season is over. Apples are beginning to meet with more enquiry, and, owing to the large exports being made to Great Britain, prices are firm. We quote 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. There is a fair demand for all other fruits, especially plums, which are going out at \$1.50 to \$1.75 for 2's and at \$2.60 to \$2.75 for 3's. Salmon continues in active demand, especially the better brands of good red salmon. Prices of red are unchanged at \$1.50 to \$1.60 for talls and at \$1.80 to \$1.85 for flats. Some off brands, light in color, can be obtained as low as \$1.30. There is a fair demand for lobsters at \$2 to \$2.10 for talls and at \$2.50 for flats. Stocks are gradually being reduced and prices are firm. Sardines are in light demand at unchanged prices.

MONTREAL.

The canned goods market is exceptionally dull, and although sellers show a disposition to concede the fact does not appear to influence buyers in the slightest. Some further purchases of salmon for future delivery are reported at the former basis.

... UNEQUALLED ...

SYMINGTON'S

COFFEE
ESSENCES

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR

Oranges
Lemons
Bananas } Just
Received
Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1766

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

The Norton Manufacturing Co.

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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

SEEDS - Everything for the
Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.
Correspondence Solicited.

**THE STEELE, BRIGGS, MARCON
SEED CO., LTD.** TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

GRIMBLE'S English
Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

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FORREST CANNING CO'Y,
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STANWAY & BAYLEY, Agents, Toronto.

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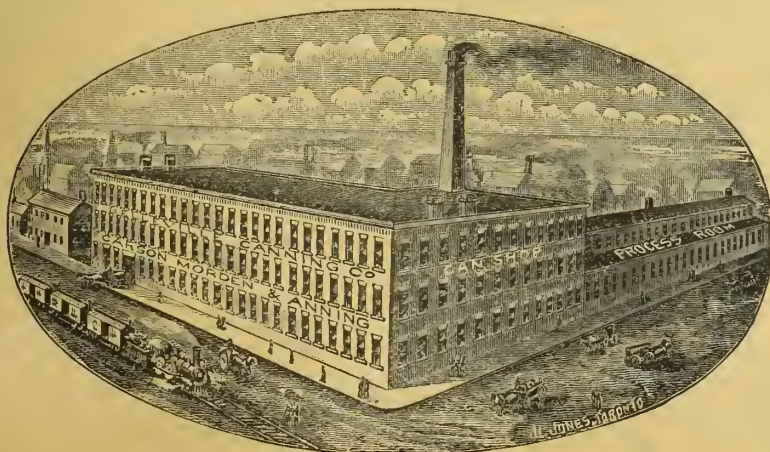
"Queen Brand"

Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MARKETS—Continued.

\$3 per cwt.; blue back herring, \$2 to \$3 per hundred; oysters, \$1.20 to \$1.25 for stds., and \$1.75 for select's.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Are in good demand, but it is difficult making buff selections owing to there being so many seconds and grubby hides. For good selections 5¼c. is the idea, but car lots would probably go at ¼c. less, with a large proportion of No. 2 selling at 75c. to \$1 per cwt. lower.

SKINS—Calfskins are considerably weaker, and in the United States have taken a drop of fully 1 to 1½c. a pound. If this state of affairs continues there will be a decline of 1c. on this market; 8 to 9c. is now the ruling price. Sheepskins are merely nominal, but for good fresh skins \$1.35 to \$1.45 is being paid.

TALLOW—This article has been entirely too high, so much so in fact that there is but little business doing now, and no confidence in it unless it can be bought at 5¼c. First-class tallow in the United States has fallen to this price, while for second class 4¾ to 5c. are the ruling figures. This will materially affect or influence the price of rendered in Canada.

WOOL—There is a scarcity of good white wool for blanket purposes and it is likely that many of our manufacturers will be short before the new clip comes in and will have to use the imported article, such as white East Indian. The mills seem to be pretty well supplied in fine wools, and are not willing to pay the advance asked just now, preferring to first work their stocks down. Fleece wool is nominal at 17 to 19c., clothing 25 to 26c., Canada South Down 27 to 28c.; white Indian, suitable for blankets, 17 to 19c., gray East Indian 11 to 13c., B. A.'s white clothing 32 to 34c., cross breeds 26 to 28c., Canada extra 26 to 27c. Canada super is scarce and good selection would readily fetch 23c.

SEEDS.

Alsike is still in good demand for the United States market, and there is considerable difficulty experienced in filling these orders; in fact in some instances jobbers are actually unable to do so. In other seeds, such as red clover and timothy, the demand is not so urgent as it was, although prices are well maintained. Since last week's snow fall country dealers have been placing fewer orders. Prime red clover is quoted at \$8.85 to \$9, and extra choice at \$9 to \$9.15. Alsike runs all the way from \$7.05 for good to \$8.50 for choice. Timothy sells at \$2.52 to \$2.90 for prime to choice, \$2.60 to \$2.65 per bushel for choice, and \$2.75 to \$2.90 for unhulled flail threshed.

PETROLEUM.

The Petrolia Advertiser in its weekly report, says: "The volume of business on the Exchange lately has been of the lightest, and the price might as well be stereotyped, so regular is the quotation, \$1.18. There is an increased inquiry for refined oil, and for the balance of the season the leading refiners will be kept busy. There seems to be a general feeling among the manufacturers that, taking the whole situation into consideration, from this time forward the business will demand the best energies of the trade, and all look forward to a good fall business." Refined, 10c. in barrels, and 7½c. in bulk.

Following are the quotations in Toronto: Canada refined oil, 13 to 13½c.; carbon

safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c., photogene, 25c.

TORONTO TRADE NOTES.

Valencia raisins are a little firmer in New York.

Brazil nuts are ½c. dearer in New York.

Pingsuey teas are 1 to 1½c. a pound higher in New York.

A cable received by a local broker says Ceylon tea is firmer in England

Perkins, Ince & Co. expect a shipment of their crescent brand currants about May 1.

Sloan & Crowther report a good demand this week for Ceylon and Darjeeling teas.

Lucas, Steele & Bristol, of Hamilton, are offering good values in prunes, also sweet and sour dried cherries.

It is estimated that there are not much more than 500 packages of low grade Japan teas in first hands west of Montreal.

James Turner & Co., Hamilton, have given Wright & Co. instructions to increase their import order of some weeks ago for Batty & Co.'s pickles.

Latest mail advices from San Francisco state that very few evaporated apricots or peaches remain unsold on the Coast; that there are still a few prunes, but just enough raisins to be interesting in the present situation of the market for those goods.—N. Y. Bulletin.

The following biscuits have been recently introduced by Huntley & Palmer, Reading, England:—Breakfast biscuits, a new specialty, remarkable for its lightness and delicacy, an agreeable addition to the table at all times; extra chocolate wafers, one of their well-known sugar wafers, containing a layer of delicious chocolate; thin tea biscuits, a nice crisp biscuit of fine quality, slightly sweetened.

A correspondent of a New York house, under date of Feb. 2nd, writes thus regarding the Zanzibar clove crop:—"My special native agent has just returned from a two weeks' trip to Pemba. He was carefully instructed to get reliable news of stock remaining there, and reports at least 10,000 bales unsold. There must also be about 4,000 bales now held by Arabs in Zanzibar. The next crop, as it now appears on the trees, promises to be enormous, and the weather during the past month very favorable."

Thos. G. Cranwell & Co., Baltimore, write as follows: "Extensive preparations are being made for the pineapple season, which will open about the middle of May. Everything points to a very successful season, and there is every reason to believe that the quality will be better and prices more satisfactory than ever before. The Baltimore houses have exceptional facilities for handling and packing pineapples, and we may look for a decided improvement in the quality of the cheaper as well as the finer grades.

There was a marked stimulus given to the packing of fine pineapples last season by the introduction of new and extensive machinery, and no pains will be spared to still further improve the quality of the goods during the coming packing season. The extra eyeless and coreless pineapples will be as near perfection as it is possible to make them."

MONTREAL MARKETS.

MONTREAL, April 20, 1893.
GROCERIES.

The firmness of sugar brightened up the grocery market to a certain extent, but the backwardness of the opening of navigation has been a drawback in so far as the actual movement is concerned. The wholesale houses say they have lots of orders for shipment after the boats have commenced to run, but that in the meantime business is quiet. The city retail trade, however, seems to be brisk, especially with some of the French wholesale houses, who seem to be placing lots of goods in the east end. The tone of values generally is firm. Refined sugar firmly maintains the advance it has made, and there does not seem to be any prospect of a change. Barbadoes molasses are strong and higher on spot in consequence of firmer advices from the Islands, holders there refusing to take firm offers. Syrups are quiet, and teas have furnished a moderate volume of business. Remittances generally are reported to be satisfactory, in fact, as soon as navigation opens everyone anticipates a good brisk business.

SUGAR.

The sugar market is steadier even than it was a week ago, the advance that we have recorded being fully maintained. Business, however, is quiet for immediate shipment, but all the houses have a good sheaf of orders which call for shipment as soon as navigation opens. We quote granulated firm at 4 7-8c. and yellows 3 7-8c. to 4 1-2c., according to quality. In New York the market is firm at 4 15-16c. for granulated. Cable advices quote first beets f.o.b. at Hamburg 16s. 11-12d. for April and 16s. 3d. for May delivery, and the tendency of the market upward.

SYRUPS AND MOLASSES.

Latest advices from the Islands quote Barbadoes firm at 14s. first cost, which is 1c. advance on previous quotations. Locally the market is firm and higher for spot business, at 33 1-2c. to 34c., the advices from primary sources influencing holders, while the upward tendency of the sugar market voluntarily has a sympathetic effect as well.

Syrups are quiet and featureless on spot, the idea being about 13 3-4c. to 2c. per lb. and 18c. to 20c. for American.

TEAS.

The tea market is quiet, and small business is reported in gunpowders and blacks on English account, but the transactions are generally for small lots. About 1,200 packages of Japans have also changed hands, prices being somewhat firmer than a week ago. For the

BURNHAM'S CLAM BOUILLON.

FLOUR AND FEED.

TORONTO.

The flour market continues dull and easy, and in some instances lower prices are quoted.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.75 to \$4.00; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.35; Manitoba strong bakers' \$3.85 to \$4.00; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.70 to \$2.85; low grades, per bag, \$1.10 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$17, ditto (on track) \$14.50 to \$15, shorts (ton lots) \$17 to \$18, ditto (on track) \$16; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 32½ to 33½c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The strong tone of the wheat market has influenced holders of flour here to a certain extent, but it cannot be said to have affected buyers for the market rules quiet, and the prospect of an exceptionally late opening of navigation does not help matters. We quote winter wheat \$4.00 to \$4.25; spring patents \$4.20 to \$4.30; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4; strong bakers' \$3.75 to \$4.00.

ST. JOHN, N. B.

Some dealers are talking higher prices for breadstuffs, while others express a different opinion, though reports would seem to lead buyers to expect very little change, as outside markets are higher one day and lower the next. Quotations are: Manitoba \$5 to \$5.10, high grade Ontario \$4.20 to \$4.30, medium patents \$4 to \$4.15.

Oatmeal.—Market is steady, at \$4.40 to \$4.50.

Cornmeal.—There is no change in values and sales are made at \$2.70 to \$2.80.

Feed.—No change, at \$23.50 to \$24.50.

Oats.—42 to 45c.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

Our lines in BAKING POWDER

are

"Snow Drift"
"Our Cream Tartar"
and "Crystal"

All Pure and of the Finest Quality.

THE SNOW
DRIFT CO., BRANTFORD.

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dextrified Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands

ROLLED OATS, PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

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Oatmeal
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D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

MONTREAL Markets Continued.

inside figures we quote: Low goods, 13 to 14c., good to common 15 to 18 1-2c., fine 19 to 21 1-2c., and finest 23 to 31c. A lot was also sold ex-bond for New York at 12c. Green teas are firm, with sales of some round lots at 15c. to 18c. and one lot at 21c.

COFFEES AND SPICES.

The local market for coffee still refuses to be influenced by the feeling in New York, for stocks here are so light that holders refuse to make any concession. Several good-sized parcels of Maracaibo have changed hands at 21c. to 22c., and we quote prices unchanged as follows: Jamaica 19 to 20c., Maracaibo 21 1-2 to 22c., Rio 19 to 21c., Java 24 to 27c., and Mocha 25 to 28c., these prices being for strict wholesale lots.

Spices are firm, and business is reported at the following prices. Black pepper 8 to 9c., Pimento 6 1-2c., nutmegs 50 to 52 1-2c. to \$1.

RICE.

There is a very fair distributive movement in rice. The new crop will be in about the end of May, and, as it is being offered at a cheaper figure millers will be able to make contracts at a lower price than last year. We quote spot prices for round lots unchanged as follows: Standard, \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina, \$7.50.

DRIED FRUIT

The market for dried fruit is quiet. Sales of Valencia off-stalk have transpired at 4 1-4c. for common, and good brands 4 1-2c. to 4 3-4c. Layers are steady, and have changed hands at 6c. for round lots. Currants are dull, and quoted nominally at 5 to 5 1-2c.

GREEN FRUIT.

There has been a fair business in oranges from stocks on spot for immediate requirements. We quote Floridas \$4 to \$4.50, California \$2.25 to \$3, Messina, \$2.50 to \$2.75, Valencias \$5 to \$5.50, blood oranges \$2.25 to \$4.

The demand for lemons has been rather quiet. We quote fancy \$2.75 to \$3, and common to good \$1.50 to \$2.

Dried fruit is quiet, evaporated apples moving quietly at 8 to 9 1-2c., and peaches and apricots 19 to 21c.

Strawberries are meeting with a fair demand at 50 to 60c. per box.

A small business has been done in bananas at the following prices: Firsts \$2 to \$2.50, seconds \$1.25 to \$2.

Pine apples are slow, and we quote 15 to 20c. as to quality.

FISH.

The fish market is very quiet, the season being over. Herrings are quoted at \$3.85 to \$4.25 as to quality, green cod \$6.50 to \$7 for No. 1, and \$7.50 for large and dry cod \$4.50. In fresh fish, haddock are selling at 3 1-2 to 4c., Halifax herrings \$2.25, and fresh B.C. salmon 18 to 20c. per lb. as to case.

BEANS.

The market is steady with a moderate business doing at the following: \$1.60 to \$1.65 for Western hand picked, and \$1.25 to \$1.50 for ordinary to good. Lower grade sells at \$1 to \$1.10.

HONEY.

The market is very slow, and we quote prices nominally unchanged: Extracted 5 1-2 to 7c., as to quality, and comb 12 1-2 to 13c., dark buckwheat 8 to 9c.

HOPS.

There is no life to the market, a few lots of Townships, which changed hands at 17c. being the only business. We quote 15c. to 17c. as a range, old hops 6c. to 9c.

MAPLE PRODUCTS.

Receipts of maple products have been fewer this week, but prices are not much lower, except for the possible outside figure. We quote syrup in the wood 5 1-2 to 6c., and in tins 65 to 70c. for small and 80 to 90c. for large. Sugar is quiet at 7c. to 7 1-2c.

ONIONS

The market remains about the same, but the range of valuation is somewhat modified from a week ago. We quote red and yellows \$2.75 to \$3.

POTATOES.

Potatoes continue unchanged, and we quote 95c. to \$1 per bag, according to quality in large lots.

EGGS.

The egg market has gradually worked lower to 12 1-2 to 13c., but it is kept well cleaned up, and there is no large accumulation of stock.

BUTTER AND CHEESE.

The butter market shows no particular change. Arrivals of new butter are still moderate, and the stock of old creamery is being gradually worked off. We quote: New creamery, 24c.; held creamery firsts, 20 1-2 to 21c.; held creamery seconds, 20c.; new townships' dairy, 22 to 23c.; laid western, 18 to 19.

Cheese absolutely featureless.

MONTREAL TRADE NOTES.

New York buyers picked up about 500 packages of Japan tea which was held in bond here at 12c.

London cables to firms here say the raw sugar market there is firm at 16s. for spot and futures.

C. P. Hebert & Co. report the country demand good, and say they have no reason to complain of collections.

A New York broker, who was here this week, said that there had been considerable excitement in Pingsuey and Oolong on that market.

Vipond, McBride & Co. have 300 bunches of fancy Port Lunon bananas arriving this week; also several lots fancy pine apples.

Dried fruit brokers here report some round purchases of Valencia off-stalk raisins in New York on Montreal and Toronto accounts.

A cable from Japan reports that the cold, wet, dismal spring which has ruled there makes it probable that incoming crops will be late, and that the notion that it would be early is dispelled.

Receipts of new crop rice are expected here about the end of May, and, as it will be laid down at a cheaper figure, millers are now willing to make contracts at a lower price than for the same time last year.

Frank Major & Co. have removed from their old premises at the foot of St. Francis Xavier street to a new and more modious office and warehouse at 16 St. John street, where they will be in a better position to handle their numerous agencies—Keen's Mustard, Keen's Oxford Blue, Sunlight Soap, etc.

ST. JOHN, N. B., MARKETS

ST. JOHN, N. B., April 20, 1893.

With the exception of sugar, there is very little change in values in the grocery line. Flour is reported firmer, though quotations are unchanged. Beans are dull and uninteresting, several car lots having been offered, and apparently remain unsold.

SUGARS.—Still excited and only selling in small lots. The advance in price is fully 3-8c. per lb., granulated being quoted at 4.90c. to 5 1-8c., extra 3-7-8 to 4 1-4c., and yellows 3-3-4c. to 4c.

SYRUPS.—Are quiet. The advance in sugars does not seem to have affected syrups at all. It is in fair demand at regular prices. Molasses, also, is without change. Barbadoes new is quoted 32 to 33c., old 29 to 30c.

EGGS.—Are lower; market well supplied; price quoted 15 to 17c.

BUTTER.—In good demand at regular prices, 19 to 20c.

POTATOES.—Market quiet and well supplied; are selling at \$1.60 to \$2.25.

CHEESE.—Fair demand, 10 1-2 to 11 1-2c.

ONIONS are quoted \$3.50 to \$4.

FISH.—Nothing new to offer. Dry cods, large, are quoted at \$4.50 to \$4.75; medium cod, \$3.95 to \$4.25; pollock, \$2.15 to \$2.40. Smoked herring are scarce and higher at 9 to 11c.; finnan haddock, 6c.; fresh Gaspereaux \$1 to \$1.25 per 100.

ST. JOHN TRADE NOTES.

White & Titus are closing out their grocery business.

Wm. Logan says Sterling Soap sales are rapidly increasing.

Stephens & Figures expect to move to a larger store on the opposite side of Dock street.

PERSONAL MENTION.

Mr. Joyce, one of Oakville's prosperous merchants, was in Toronto Tuesday picking up bargains.

James Blain, one of Gilford's progressive merchants, was in the city a few days the past week purchasing general supplies.

John Morrow, of Montreal, is in the city. He reports that business is beginning to improve in the commercial metropolis.

J. F. Eby, of Eby, Blain & Co., is back from Detroit. Mr. Eby had a pleasant trip, and says lots of good things about the pretty little "City of the Straits."

Andy Gunn, of the firm of Gunn & Flavell, has just returned from a business trip out to the Coast. Trade prospects, he says, are pretty good in British Columbia, but owing to the unsettled feeling in Chicago, dealers are not inclined at the moment to place orders for future delivery.

Edward Hawes, who has been in the employ of J. W. Cowan & Co., as traveller for a number of years, has severed his connection with the firm and gone to Winnipeg to start in the commission business there. While with the cocoa and chocolate firm he proved himself a successful salesman, and those who know him best wish him success in his new undertaking.

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER

... TOMATOES ...

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Saul Street, Montreal.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

CANADIAN CANNED VEGETABLES

FRESH TOMATOES in gallon tins—the fine natural flavor better preserved than in the smaller tins. Suitable for good hotels, boarding houses, and families.

Also full lines of "AYLMER" and "MILLERS" Corn, Peas, Beans and Tomatoes at lowest prices.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

PINGSUEY YOUNG HYSON

IN CADDIES

Exceptionally Good Style
and Liquor.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—
EXCELLENT VALUES

—: IN :—
**TEAS, SYRUPS and NEW
ORLEANS MOLASSES.**

—: SPECIAL SNAP IN :—
VALENCIA RAISINS.



|| Smith and
Keighley

9 Front St. E., Toronto.

RICE • Special Direct Importation ..

No. 1 Polished Japan Rice

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON SAUCE AND PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.
Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.

Importers of Teas

—AND—

Wholesale Grocers
LONDON, ONT.

T. KINNEAR & CO., TORONTO,

Are offering special value in

BROOMS

—AND—

BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

CRITIQUES ISSUE 14.

At last the grocer is promised freedom from his most burdensome winter complaint-producer, viz., questionable eggs. A man professes to have discovered a way to make artificial eggs, and if successful he will revolutionize things generally. The only thing he will fail in for sure is in producing that agreeable flavor which fresh eggs impart to the spring-time breakfast.

A communication signed "S. H." requires some attention. I acknowledge my error in not distinguishing between pot and cup in testing teas. Of course we all use both here, and it is quite possible for a person who smokes to cause a certain flavor of tobacco to impregnate the tea-pot. The moral is quite evident, and we have before mentioned the necessity for abstaining during business hours from tobacco of any kind, and we trust that certain notable offenders will desist hereafter.

We imagine we still hear the loud applause of the bakers' dozen grocers who heard young Mr. Donald's address at the last meeting. Why on earth more members do not come out when special efforts are made to interest them, is not easily answered. The president is not an "electrical" chairman, but he is thoughtful and faithful, and ought to be supported better than he is. I am told on good authority, that Mr. Donald's address contained nothing whatever new, although he travelled all the way from the start of a store until the grocer retired into his well-earned rest—in the grave. Of course nothing new can be said on grocery stores, their sins, failures and wants. An essay read, rather than a speech made, on such a subject, would be better policy, if only for the better digest which could be published of it.

When a miller makes any money he makes a whole pile, but start to lose, and the progress downward is just as rapid. The business must be quite exhilarating at times.

The average commentary of the average grocer just now anent raisins is like this: "If ever I do get out of raisins I swear I will never buy a large quantity again."

It would be interesting to know the numbers of the elect few who do not put in "just a little granulated sugar to lighten the color of their maple products. Also, it would be interesting to find out how many people "are sure that they never use beet sugar, nor could they think of such a thing." Poor deluded mortals.

The recital of the many association benefits ought to convince the croakers

that an association can be made a direct helper in business success.

So long as there are bussard-people just so long will there be bazaar stores.

The whole question of branding, including dates on canned fruits and vegetables, names of cheese factories on cheese, also dates of manufacture, and so on, is so full of difficulties to the middleman that chances on a happy connotation is hardly to be hoped for.

The article on "Date Sugar" reminds me that the date is one of the things which a grocer does not care if they should fail to grow or not. Another of the same is salt herrings.

We have to say that our old and eccentric friend, W. C. Macdonald, of Montreal, is not the manufacturer referred to in our paragraph of last week. As everyone knows, Mr. Macdonald runs his own factory as he thinks best, and, although at times it seems a peculiar style of running, the fact remains that he takes no orders from the tobacco agreement, per the secretary. This much cannot be said for others, however, who ought to have more spunk and sense.

STRAIGHT MOYUNE.

POOR MACKEREL PROSPECTS.

Regarding mackerel prospects on the Atlantic Coast, the Boston Commercial Bulletin says: The prospects for the early fleet certainly appear very discouraging. They have been scouring the Southern fishing grounds now for several weeks, and the only catch to announce besides the few barrels landed at Fortress Monroe referred to in our last report, is this almost equally small one of Thursday. The other vessels were reported without any mackerel. A comparison with the first arrivals of other early seasons is extremely disappointing. In 1885, the last early season, the schooner Caroline Vought landed 10,000 small medium-sized mackerel on April 23; on April 12th of the previous year the schooner Alice C. Jordan arrived at New York with 7,000 fish, and was immediately followed by another vessel with 150 barrels; on March 28th, 1885, the first fare landed was that of the schooner Emma W. Brown, consisting of 125 barrels, while the Nellie N. Rowe arrived soon afterwards with an equal quantity. So the record runs, and the farther back comparison proceeds the less satisfactory this year's first landing appears. Not only, however, was the landing of Thursday very small in amount, but the fish were extremely diminutive in size, weighing, so we hear, but about 20 pounds to the hundred. Beyond the above news, the market seems void of affairs of consequence. Trade is very dull and transactions small even for April.

ASSOCIATION TALK

The Retail Clerks' Association of St. Louis has passed a resolution asking the city council to make the license of "fake stores" \$600 per week.

A member of the Minneapolis Retail Grocers' Association told his fellows the other night that while he had no means of knowing whether he had lost trade or not by early closing, he did know two things: First, that the past year had been the best he had ever had in his business; and secondly, that where he before abhorred the grocery business because of its exactions, he now enjoyed it. The president of the association said that last July he began closing at 7 p.m., and, save on Saturday evenings, he had never deviated from that hour. His business the last year was the best he had had. As to the agreements, he had figured his profits in sugar, flour and oil, the association agreement goods, and they aggregated \$2,000.

Retail Grocers' Associations and Clerks' Associations in England are busy considering the early closing question.

It is proposed by the grocers' and butchers' organizations in all the principal cities of the United States to hold a convention in Chicago at some time during the continuance of the World's Fair for considering these abuses which exist in trade and for devising some remedy for them. Hundreds of grocers and butchers in New England, New York, Pennsylvania, New Jersey, Ohio, Missouri, Illinois and other States have through their secretaries expressed a desire to come.

A . . .
Few . . .
Reasons
Why . . .



Spanish
Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases,
Show Cases, etc., from the Cheapest to the Most
Elaborate, made well, quick, and at Reasonable
Charges. Alterations, Repairs. Estimates Free.
Post cards promptly attended to.
114 SPADINA AVENUE,
Cor. of Adelaide St., **Toronto.**



N. B.—The old STANDARD BRAND of
HORSESHOE CANNED SALMON still
takes the lead, and affords the greatest satis-
faction to both dealer and consumer, and for
uniform excellence in quality and weight
has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

**Butter
Tubs .**

BEST WHITE SPRUCE.

**Butter
Bowls**

MAPLE AND COTTONWOOD.

**Oak Dash
Churns**

WALTER WOODS & CO.

HAMILTON.



**WILL INCREASE YOUR
BAKING POWDER TRADE**



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

**THE HAMILTON COFFEE
AND SPICE CO. . . .**
HAMILTON, ONT.



**DOES THIS
CATCH YOUR EYE ?**

**A PORTABLE
XL COFFEE ROASTER**

Roasting Fresh Coffee every day
will catch your customers much more.

THE HUNGERFORD CO., 67 Pearl St., New York



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

WELL I'VE NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT DIRT OR EITHER DUST
MIXING
AND A
BEAUTIFUL
POLISH



SILVER STAR STOVE POLISH
BLACK
BRILLIANT
BEAUTIFUL.
This
polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
the labor.
Sold every-where.

J. F. DALLEY CO. OF HAMILTON LTD

MR. E. ROBERTS, CAMBERWELL.

A thorough business man—whether as a manufacturer or an organizer—should be thoroughly well acquainted with all the details of the establishment over which he presides. It is not always that the most practical man is the best business man, nor the best organizer a practical workman; but the head of the firm of the extensive and old-established confectionery works at Camberwell is both the one and the other, and it needed only a few minutes in the company of Mr. Roberts to learn how thoroughly well he was acquainted with every department of the business scientifically, practically, and commercially. On the occasion of a recent visit a very short conversation revealed how careful and detailed was the personal superintendence of the head of the firm, and the explanations and descriptions of the methods of manufacture, the state of trade, and the growth of popular taste for the highest class and most artistic productions of the sugar confectioner were as interesting as the subsequent inspection of the dainty little showroom, which might be called a sweet boudoir, were it not more correct to call it a boudoir of sweets. Here were arranged in glass cases specimens of the firm's multifarious articles, which indicate unmistakably that, however it may be considered that our American and Parisian neighbors excel in confectionery, we have at least one English house whose goods are in every respect equal to either Transatlantic or Continental competitors. We should think it impossible to surpass in beauty of design, in delicacy of tint, in charm of variety, and exquisiteness of flavor the high

class dessert confections which are the characteristic of this firm. A box of "Fantaisies Amandes" artistically presented in a careful arrangement of fantastic shapes was particularly striking; another attractive box was that of "Marzipan Moulees," which was made up of crystallized goods of various shapes in green, pink, buff, brown, and parti-colors. A basket of strawberries appeared so true to nature that one might be led to think they had been raised in a hot house. In this particular class of work there could be no possible doubt that the Camberwell firm is pre-eminent, and this is borne out by the numerous diplomas and medals which have been awarded to Mr. Roberts at various British, Colonial, and Continental exhibitions. Chocolate goods, in their most popular form, are also in evidence; and coffee creams, nongatines, kaiser creams, and many others, in endless variety and entangling nomenclature, bewilder the vision and embarrass the memory. Chocolate confections receive much attention, and are produced in the best style and the highest quality at the Camberwell works; and it may be safely averred that they are equal to any produced at home or abroad. They are attractively packed, and should aid the retailer in his efforts to make a pretty window or counter display. Packet goods form a large proportion of this firm's novelties. The forms are as numerous as their contents are varied, and include caramels, toffee, butter Scotch, old English sweetmeats, cachous, Swiss creams, almond rock, nougat rock, creams, neapolitan squares, marzipan potatoes and carrots, noyau, cokernut ice, jellies, etc. They range in price from one penny upwards, and whether the one or the other, may

be relied on for purity and quality. Fancy sugar work for cake decorations is prepared in abundance by Mr. Roberts; and whether figures or flowers they are clearly less of a scarcity than is generally assumed. The roses and picotees for this purpose are simply perfection, and ambitious students in icing and piping cannot do better than take a lesson from the models which these supply. A prettily piped cake, covered with flowers, is always attractive, and those who can do the piping, but not the flowers, may here obtain the missing link, and crown their efforts with completeness. Bakers and confectioners are also catered for in other ways. Jams, sugars, currants, peels, etc., are supplied; but the particular branch of trade which has built up their large warehouses and the extensive business is confectionery. It is not confined to the specialties previously named. It extends to the uttermost corners of the sugar and chocolate world; and, whether they be simple toiled goods, mixtures, gums, or dessert dainties, they are of uniform excellence, and will bear the most critical tests of comparison to which they may be subjected.

The stock in trade of J. P. O. Higgins, grocer, of London, amounting to \$4,172, will be offered for sale by auction on April 26th.

The bill to amend the Pharmacy Act in such manner as to deprive the general merchant of the right to sell patent medicines, was introduced in the Ontario Legislature Tuesday and was read a first time. The bill is not expected to pass, but at the same time those opposed to it should write their representatives asking them to vote against the measure.

UNPRECEDENTED SUCCESS

GOLD MEDALS AWARDED

BY HER MAJESTY'S



ROYAL LETTERS PATENT

(Established 1852) **EBENR. ROBERTS** (Established 1852)**ROYAL TABLE CREAMS.**

AND

INVALID AND TABLE JELLIES.

Made in Variety of Flavors and Colours and sold in Pint and Quart Sizes.

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them.



This illustration is a fac-simile of packet.



The above illustration is a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy **EBENR. ROBERTS'.**

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

Agent: C. E. Colson, Montreal.

EBENR. ROBERTS, London, England.

We are now booking
orders for Spring Shipments



BATTY'S World . .
Renowned

PICKLES, SAUCES, JAMS, JELLIES,
MARMALADES, ETC.

25 Finsbury Pavement, **Wright & Copp,** Dominion Agents **Toronto**
LONDON, ENG.

..SNIDER'S..

HOME MADE

TOMATO CATSUP, CHILI SAUCE,
SOUPS

Tomato, Chicken, Mock Turtle, Beef,
Mulligatawny, Consomme, Bouillon, Ox Tail,
Vegetable, Vermicelli, Pea, Printanier, Chicken,
Gumbo, Cream of Corn, Asparagus, Mutton Broth,
Julienne.

WRIGHT & COPP, Dominion Agents, Toronto. Ask your Wholesale Grocer for Them.



**Pure Milk
or Cream**

Are no longer scarce
since Grocers keep . .

Highland Evaporated Cream

In hermetically sealed cans, protected against
adulteration and contamination, also guaran-
teed as to its purity and perfection.

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., **HIGHLAND, ILL**
U. S. A.

M. F. EAGAR

GENERAL AGENT

.. AND ..

BROKER

CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.

THE FLUCTUATIONS OF SUGAR.

For some little time past more than ordinary interest has centred around the movements in prices of sugars, and at present there is just enough uncertainty surrounding the situation to render it problematical whether speculative manipulation or relation of supply and demand is responsible for the movements in values. That the refiners are keeping on the right side, as far as their interests are concerned, is plain, but circumstantial evidence is strong that handlers of raw sugars have thus far secured the greater advantage from the upward movement in prices. In illustration, we present the following comparison of prices for standard granulated refined and centrifugal raws :

	April 15 1893.	Jan. 1 1893.	April 15 1892.
Refined, granulated	4.94c.	4.69c.	4.38c.
Raw, centrifugal...	3.75c.	3.46c.	3.13c.
Difference.....	1.19c.	1.23c.	1.25c.

On the face of the returns it would appear that refiners' profits have been gradually diminished, and that the speculative interest identified with the raw sugar market has the better end of the stick, temporarily at least. Information has gone out from sources close to the throne that the refiners have stocked up heavily in anticipation of a further advance, and in jobbing circles the impression prevails that refined suguars will be dearer before they are cheaper. As to the speculative influences behind the market for raw sugars, there is a variety of opinion, and not a little doubt exists as to the accuracy of statistics on the coming crops, since it is the result of years of experience that accurate statistics have been the exception rather than the rule in nearly all lines of merchandise at times when speculative interest ran high. At last accounts the appearances were that there is some shortage in the supply of raw sugars. In this connection there comes to the front that only 31,000 tons were delivered in Havana and Matanzas during the week ending April 12th, against 40,000 tons in the previous week. Behind this are estimates that the coming crop in Cuba will be at least 100,000 tons short of that of last season, and that European supply available for export will show quite as much shortage. In other words, the trade statisticians make it appear that the new supply of raw sugar the world over will be about 200,000 tons short. Should these estimates be approximately correct, the late movement in prices would seem to be justified, but there are wheels within wheels in sugar as in other speculation, and it would seem proper to suggest that speculators' "points" be taken with allowance. Up to the present time the movements in prices have not attracted a great deal of foreign refined sugar to this side of the Atlantic. Only soft foreign sugars can yet be marketed here in competition with American pro-

STERLING
SOAP : : :

THERE is no end to the good things grocers and consumers are saying about our STERLING SOAP. If quality is considered worth anything, STERLING is the cheapest SOAP because it is the BEST.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

LICORICE
LOZENGES

....

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLLIE

Brooklyn, N. Y.

....

These goods can be obtained from any of the leading first-class houses in Canada. . . .

duct, and none but the low grades find outlet here except at prices "below the market." There is some evidence, however, that American refiners fear possible foreign competition more than they do the speculation in raw sugars. In this connection the contraction of the difference between prices for raw and refined sugar, as outlined above, is at least suggestive.—N. Y. Bulletin.

"Thomas, of what fruit is elder made?"
"Don't know, sir." "Why, what a stupid boy! What did you get when you rob-

bed Farmer Jones' orchard last summer?"
"Thrashed."

A man has been arrested in Canada for stealing a turkey 20 years old. The authorities intend to send him to jail. What's the matter with an insane asylum?—Buffalo Express.

A customer secured is a promise of greater salary in time.

The neglect to look after minute details in the factory is a source of great loss to many producers.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London, England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

GOOD BUSINESS CHANCE—FOR SALE, general store—building, stock, dwelling house, warehouse, and wharf. Situated on C.P.R., British Columbia. Stock amounts to \$8,000. Doing a business of \$25,000. Stock will be sold at valuation. Address X. Y., New Westminster. 16

WANTED—MANITOBA AGENCY. A MANUFACTURING firm supplying the retail trade direct, who has a resident agent in Winnipeg, who is a first-class man and has travellers over territory between Winnipeg and Rocky Mountains, want to hear from one good concern, who want to be well represented in that district. Apply A, CANADIAN GROCER. 18

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada. BRANTFORD, ONT.

P.G. . .
French

..Blacking..

For _____

Gentlemen's Boots.
Gives an Excellent Polish.
Preserves the Leather.

Pure Gold Mfg. Co., - Toronto

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,

Write for Samples and Quotations.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

H. Steinkoff, general merchant, Morden, Man., has assigned.

Mrs. H. A. Davis, grocer, Frankford, has assigned to W. Hope.

Magson & Gray, general merchant, Kingsey Falls, have assigned.

Carbonneau & Co., wholesale wines, Montreal, have assigned.

R. T. Gray & Co., general merchants, Duntrou, have assigned to H. Y. Telfer.

F. X. Hebert, trader, St. Madelaine, Que., has called a meeting of his creditors for April 25.

Walter Sim, grocer and baker, Vancouver, B. C., has assigned in trust to James R. Webster.

J. B. Montambeau, general merchant, Bastican, Que., is offering to compromise at 40 cents on the dollar.

General storekeeping has not proved remunerative to J. F. Ardill, of Queensville, and he has assigned to T. J. Woodcock.

A. G. Barton, general merchant, Balgonie, Man., has assigned. So have Rogers & Douglass in the same line of business at Elkhorn.

PARTNERSHIPS FORMED AND DISSOLVED.

Rooney Bros., grocers, Windsor, have dissolved.

Heddle & Co., grocers, Nanaimo, B.C., have dissolved.

Penny Bros., general merchants, Carbonear, Nfld., have dissolved.

Buchanan & Co., general merchants, Saltcoats, Man., have dissolved.

G. W. Robinson & Co., general merchants, Cartwright, Man., have dissolved, A. Laughlin continuing.

Henry Leman and Charles A. Sheppard have been registered proprietors of the firm of Leman & Sheppard, grocers, St. Henri.

U. Bail and J. E. Sabourin, have been registered as proprietors of the firm of Bail & Sabourin, general merchants, West Shefford, Que.

F. Farrel & Co., grocers and liquors, Kingston, have dissolved. F. Farrel will continue the liquor business and John Ward the grocery business.

A. F. Savaria & Co., general merchants, Waterloo, Que., have dissolved, and a new

firm, retaining the old name has been organized. The new firm consists of A. F. Savaria and Zoel Hudon.

SALES MADE OR PENDING.

J. A. McIndoe, confectioner, etc., Dunnville, is advertising his business for sale.

The stock of J. B. Johnston, grocer, Montreal, is advertised for sale by the bailiff.

The general stock of J. Charbonneau, Ste. Therese, is to be sold by auction April 25.

Mrs. P. Kearney, general store, Rixton Falls, Que., is advertising business for sale.

The stock of N. H. Maranda, grocer, St. Hyacinthe Que., has been sold at 58c. on the dollar.

The stock and plant of the estate of Z. Pattison, confectioner and biscuit manufacturer, Hamilton, is advertised for sale by tender.

The stock of F. M. Unwin, crockery, etc., Barrie, is advertised for sale April 25. Unwin owes \$4,000, and his liabilities are placed at \$1,000 less.

CHANGES.

J. S. Hubly & Co., grocers, Halifax, have sold out.

P. Watson & Son, teas, Stratford, is giving up business.

G. T. Demaine, baker, Victoria, B.C., has sold out to Mr. Blamere.

Mrs. Boon, confectioner, Montreal, is advertising business for sale.

B. L. Woodside, confectionery, Summerside, P.E.I., has sold out.

Wesley Jackson, general merchant, Melita, Man., has removed to Reston.

The proprietors of the Bonanza Store, Yarmouth, N.S., have sold out.

M. A. Fraser & Co., general merchants, Yale, B.C., have sold out to R. L. Johnston.

John Cox, Jr., hotelkeeper and liquors, Windsor, N.S., has been succeeded by Shultz & Jordan.

W. E. Martin, grocer and butcher, Guelph, has sold out to W. Willoughby and has removed to Toronto.

Victor English will open next week a nice grocery and fruit store on the main street, Barrie. He was with James Vair.

John Dean has bought out the stock of J. Fyfe, Barrie. Mr. Dean has been a clerk in that stand for the past fifteen or sixteen years and should do well.

W. H. Morgan, of Smithville, has sold out his business in that town, and will open up in Queen street east, this city. He will con-

duct, in connection with his business, the Leslie postoffice.

Lennox & Watson are continuing the business that has been carried on by F. Carson, Barrie. Mr. Watson has been for many years head grocery man for Jas. Whimster, Aurora, while Mr. Lennox is an Aurora bar-rister.

FIRES.

Granby, Que., has been visited by a \$50,000 fire. Among the sufferers was W. D. Bradford, general merchant. The whole of his stock was destroyed, but he was well insured.

The wholesale merchants of Winnipeg have organized a strong Jobbers' Union, and regular monthly meetings have been held for some time. It was initiated during the agitation for a reform in the system of taxation. The object of the union is to act in concert on all questions and matters affecting the general wholesale trade, but in no case to conflict with the Board of Trade. The officers of the season are: President, Mr. J. H. Ashdown; first vice-president, Mr. R. J. Whittle; second vice-president, Ald. Bole; secretary-treasurer, Mr. S. A. D. Bertrand.

W. J. Ballantine, grocer, of Hamilton, has removed from his old store in James street to more commodious premises in King street west. "I think," said a commercial traveller to GROCER, "that he has got the finest grocery store in Canada to-day—well, certainly in Western Canada. It is worth anyone's while to see it. Instead of having pictures hung up here and there at all angles, he has mirrors resting on the top of the shelves and ranging all round the store, so that you can see yourself no matter what part of the store you are standing in. The shelves and counters are of mahogany."

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon Application.

Wm. RENNIE, Toronto, Ont.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHUP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

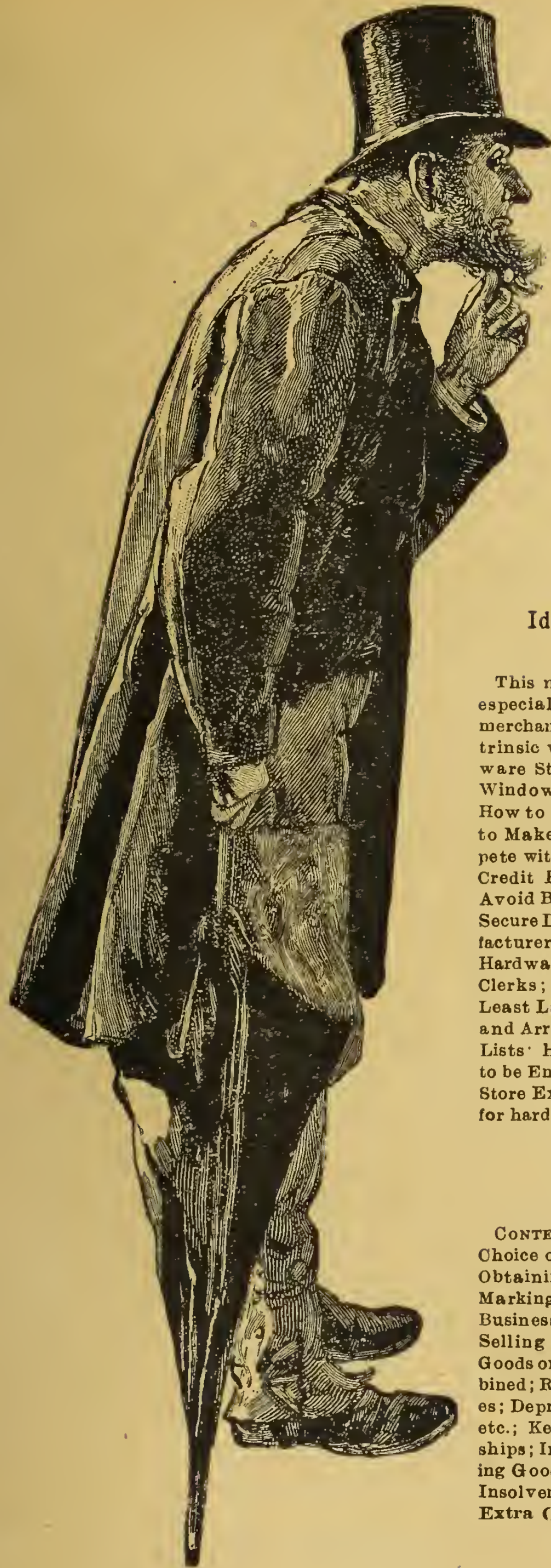
H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.



It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75 This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in street cars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.

10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

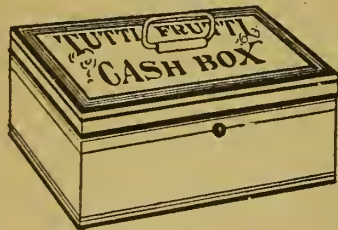


NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the
STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.

THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black NO DUST Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE



"SILVER MOONLIGHT"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.



NIXEY'S "SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.

Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen: or write to
12, SOHO SQUARE, LONDON, ENGLAND.



For Knives, Forks, Brass and Steel Work, &c., &c.
Won't Wear the Blades like others.

6d. and 1s. Tins.

NIXEY'S "INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,
—————and—————

23 Mathew Street, Liverpool, England.

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

“ REFERENCES ”--Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, April 23, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or dictated by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.



	PURE GOLD.	per doz
	5 lb. cans, 1 doz. in	
	case	19 80
	4 lb. cans 1 doz.	
	in case	16 80
	2½ lb. cans, 1 and	
	2 doz in case	10 50
	16 oz. cans, 1, 2 and	
	4 doz. in case	4 60
	12 oz. cans, 2 and 4	
doz. in case	3 70	
8 oz. cans, 2 and 4		
doz. in case	2 80	
6 oz. cans, 2 and 4		
doz in case	1 90	
4 oz. cans, 4	1 25	
and 6 doz in case ...	1 25	
		Per doz
Dunn's No. 1, in tins.	2 00	
" " 2	75	
Cook's Gem, in 1 lb pkgs	\$1 75	
" " 7 oz pkgs	85	
" " 2 oz	40	
" " 5 lb tins.	65	
" " bulk, per lb.	12	

BISCUITS.

TORONTO BISCUIT AND CONFEC-
TIONERY CO.

Abernethy	81
Arrowroot	\$0 10
Butter	0 6
8 lbs	0 20
Cabin	0 73
Cottage	0 84
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10

Pic Nic	0 09
Prairie	0 08
Rich Mixed	3 14
School Cake.....	0 11
Soda	0 06
" 3 lb.....	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07
Wine	0 08

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " 5	8 00
" " 10	9 00
Japanese, No. 3	4 00
" " 5	7 50
Jaquot's French No. 2	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.....	per doz	\$2 00
No. 4. " "		1 25

P. G. FRENCH BLACKING.		per gross
1/4 No. 4.....		\$1 00
1/4 No. 6.....		4 50
1/4 No. 8.....		7 25
1/4 No. 10.....		25

BLACK LEAD

	London.	Canada
NIXEY'S		
Refined in 1d., 2d., 4d. and 1s. packages, (91b. boxes)	7s 6d	\$2 5
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes).....	4s 3d	2 00

Silver Moonlight, Plum-			
bag	Stove Polish (13		
lb. boxes).....			
gross	1b. in large 1d. pkts, 1		
	4s 3d	1 50	
gross.....	13 lb. in large 4d. pkts, 2		
	8s 6d	3 00	
gross.....	13 lb. in large 1d. pkts, 1		
	7s 6d	2 50	
gross.....	13 lb. in large 2d. pkts, 1		
	7s 6d	2 50	
gross.....	Reckitt's Black Lead, per box	1 15	
	Each box contains either 1 gro., 1		
oz.; 1 gro, 2 oz., or 1 gro., 4 oz.			

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz.		
Carpet Brooms—		net.
"Imperial," ex. fine.	8, 4 strings.	\$3 65
Do. do.	7, 4 strings.	3 45
Do. do.	6, 3 strings.	3 25
"Victoria," fine, No.	8, 4 strings.	3 30
Do. do.	7, 4 strings.	3 10
Do. do.	6, 3 strings.	2 90
"Standard," select.	8, 4 strings.	2 90
Do. do.	7, 4 strings.	2 75
Do. do.	6, 3 strings.	2 60
Do. do.	5, 3 strings.	2 40

CANNED GOODS.

		Per doz
Apples, 3's.....	\$0 95	\$1 00
" gallons.....	2 10	2 20
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00

M. Masuret & Co. WHOLESALE GROCERS

... IMPORTERS ...

FANCY GOODS, STATIONERY, ETC. London, Ont.

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure.....	1 15	
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 50	1 60
" Lombard.....	1 50	1 60
" Damson Blue.....	0 95	1 00
Pumpkins, 3's.....	3 00	3 25
" Gallons.....	1 40	2 10
Raspberries, 2's.....	2 15	2 25
Strawberries, choice 2's.....	1 65	
Succotash, 2's.....	0 85	1 00
Tomatoes, 3's.....	1 50	
"Thistle" Finnan haddies.....	2 75	
Lobster, Clover Leaf.....	1 35	
" Star.....	2 60	2 70
" Impr'l Crown flat.....	1 90	2 00
" tall.....	1 80	2 00
" Other brands.....	1 10	1 35
Mackerel.....	1 45	1 60
Salmon, talls.....	1 70	1 80
Sardines Albert, 1/2's tins.....	13	
" 1/4's.....	20	
" Sportsmen, 1/2's genuine French high grade, key opener.....	12 1/2	13
Sardines, key opener, 1/2's.....	10 1/2	
" Martiny, 1/2's.....	10 1/2	
" 1/4's.....	17 1/2	
" Other brands, 9 1/2's.....	11 1/2	
" P & C, 1/2's tins.....	23 25	
" 1/4's.....	33 36	
Sardines Amer, 1/2's.....	64 8	
" 1/4's.....	9 11	
" Mustard, 1/2 size, cases.....	11 00	

CANNED MEATS.

(CANADIAN)		
Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2 " " ".....	2 70	2 80
" 4 " " ".....	4 80	5 00
" 6 " " ".....	8 75	9 00
" 14 " " ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2 " " ".....	2 60	2 75
" 4 " " ".....	4 75	
Par Ox Tongue, 2 1/2 " ".....	9 50	
Ox Tongue.....	7 85	8 00
Lunch Tongue.....	3 25	
" 2 " " ".....	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" 2 " " ".....	4 00	
Soups, assorted.....	1 50	
" 2 " " ".....	2 25	
Soups & Bouilli.....	1 80	
" 6 " " ".....	4 60	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	

Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 160 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars ..	0 70
Sweet Sugar Cane, 150 pieces ..	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 55
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	
French, 1/2's.....	6 and 12 lbs. 0 30
Caracas, 1/2's.....	6 and 12 lbs. 0 35
Premium, 1/2's.....	6 and 12 lbs. 0 30
Sante, 1/2's.....	6 and 12 lbs. 0 26
Diamond, 1/2's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopathe, 1/2's, 8 & 14 lb boxes.....	0 00
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18
EPP'S.....	
Cocoa—	
Case of 112 lbs each.....	per lb 0 35
Smaller quantities.....	0 37 1/2
BENSCHORP'S ROYAL DUTCH COCOA.	
Boxes each 12 lbs.....	
1/2 lb. cans, per doz.....	\$2 40
1 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/2's, 6 lb. boxes.....	0 40
Vanilla, 1/2's.....	0 40
" Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40
" Fry's" Diamond 1/2's, 6 lb bxs.....	0 26
" Fry's" Monogram, 1/2's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box.....	2 40
" 1/2's.....	4 50
" 1 lbs.....	8 75
Homopathe, 1/2's, 14 lb boxes.....	0 34
" 1/2's, 12 lb boxes.....	0 34

JOHN P. MOTZ & CO'S

B. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopathe Cocoa (1/2's).....	32
Mott's Breakfast Cocoa.....	45
Mott's No. 1 Chocolate.....	45
Mott's Breakfast Chocolate.....	30
Mott's Caracas Chocolate.....	28
Mott's Diamond Chocolate.....	40
Mott's French-Can Chocolate.....	23
Mott's Navy or Cooking Choc.....	18
Mott's Cocoa Nibbs.....	26-27
Mott's Cocoa Shells.....	35
Mott's Vanilla Chocolate stick 22 & 24.....	
Mott's Confec Chocolate.....	23c-43
Mott's Sweet Choc. Liquors 21c-31.....	

OWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12.....	7 25
24 and 36 lbs in box.....	
Hygienic Cocoa in 1/2 lb tins, 12.....	
24 and 36 lbs in box.....	3 75
Hygienic Cocoa in 1/4 lb tins, 12.....	
24 and 36 lbs in box.....	2 25
Cocoa Essence, pkgs, 2 and 4 doz.....	1 40
in box.....	per lb 1 40
Iceland Moss, in 1/4 lb pkgs, 6 and 12 lb boxes.....	0 35
London Pearl, in 1/4 lb pkgs, 6 and 12 lb boxes.....	0 30
Soluble (bulk) No. 1 in 15 and 30 lb boxes.....	0 20
Soluble (bulk) No. 2, in 15 and 30 lb boxes.....	0 18
Soluble (bulk) No. 2 in 5 and 10 lb tins.....	0 20
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and 12 lb boxes.....	0 40
Diamond, 1/2's, 6 and 12 lb boxes.....	0 24
" 8s.....	0 28
Mexican Vanilla, 1/2 and 1/4 in 6 and 12 lb boxes.....	0 35
Sweet Ceylon, 1/2 and 1/4 in 6 and 12 lb boxes.....	0 25
Chocolat Parisien, 5c. cakes, in 6 lb boxes.....	0 30
Royal Navy, 1/2 and 1/4, in 6 and 12 lb boxes.....	0 30
Pure Caracas, (plain) 1/2 and 1/4, in 12 lb boxes.....	0 40
Confectioners' in 10 lb cakes.....	25-35
Powder, in 15 and 30 lb boxes.....	0 20
Creams, in 3 lb boxes.....	0 30
Iceing, 1 lb pkgs, per doz.....	2 25
" 1 lb.....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb, in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb, in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb, in cases, 24 bxs 6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb, 4 lb, and 10 lb.....	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.....	45

MENIER FABRICANT DE CHODOLAT.

Paris et Nolsiel.	
Per 120 lb. Per 12 lb. case lot. box.	
per lb.	per lb.
Yellow wrapper.....	\$0 34 \$0 36
Chamois.....	0 43 0 48
Pink.....	0 50 0 56
Blue.....	0 58 0 66
Green.....	0 50 0 56
Lilac.....	0 58 0 66
Bronze.....	0 65 0 74
White Glace.....	0 73 0 83
Premium.....	0 38 0 42
Fancy Chocolates.	
Fingers—	
40 in a box..... per box.....	\$0 36 \$0 40
20 " ".....	
Croquettes—	
Yellow wrap. ".....	2 70 3 00
Pink.....	3 75 4 20
Green.....	
Croquettes are packed 12 1/2 lb. packages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	0 55 0 60
Green.....	
Each case contains 54 1 lb packages or 108 1/2 lb packages.	



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz 1 lb tins.

RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

Headquarters In 1 lb. and 1-2 lb. Glass Jars — FOR — JAM. 5 lb. and 10 lb. Tins 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 00

OHAS. BOECH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 04
Borax	0 12 0 14
Camphor	0 80 0 85
Carbolic Acid	0 30 0 50
Castor Oil	0 07 0 08
Cream Tartar	0 28 0 30
Epsom Salts	0 02 0 02 1/2
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 17 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 30 0 35
Salpetre	0 08 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 00 1 25
Madder	0 12 1/2

DURABLE PAIRS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	Per doz. 2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 1/2 oz.	1 75
" " " " 3 3/4 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls	5 1/2
" " " bbls	5 1/2
" Filistras, bbls	5 1/2
" " " bbls	5 1/2
Currants, Patras, bbls	6 1/2
" " " bbls	6 1/2
" " " cases	7 1/2
" Vostizzas, cases	7 1/2
" " " cases	7 1/2
" 5-crown Excelsior	8 1/2
(cases)	8 1/2
" " " case	8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14oz., per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Tur-	
key, hgs abt 6 lbs., finest	
grade grown.	10 1/2
Prunes, Bosnia, casks	7 1/2
" " cases, new.	7 1/2
Raisins, Valencia, off stalk	4 1/2
" " old	5 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanias	6 1/2
" " Eleme	6 1/2
Malaga	2 25
London layers	1 60
Loose muscatels, Califor	1 60
Imperial cakinets	3 50
Connoisseur clusters	3 50
Extra dessert	4 50
" " qrs.	4 50
Royal clusters	3 50
Fancy Vega boxes	3 40
Black baskets	3 40
" " qrs	3 40
Blue	3 40
Fine Dehesas	3 40
" " qrs	3 40
Lemons, Jamaica	3 00
Oranges, Valencia	2 75
" " Florida	3 00
" Seedlings	3 00
" Navels	3 00
DOMESTIC	
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 05 1/2
FISH.	
Oysters, per gallon	1 25
" select, per gallon	1 75
Pickled	0 07
Pike	0 07
White fish	0 07
Manitoba White fish	0 07
Salmon Trout	0 07
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00
Shore herring	5 00
Salmon trout, per 1/2 bbl	6 00
White Fish, 1/2 bbl	6 00
Dried Fish:	
Codfish, per quintal	5 25
" cases	6 00
Boneless fish	0 04 1/2
Boneless cod	0 04 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Bloaters	1 00
Digby herring	0 12
Sea Fish: Haddock per lb	0 05 1/2
Cod	0 05
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets	60
and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 66 0 70
" Red Winter	0 66 0 70
" Goose	0 61 0 62
Wheat, Spring, No 2	0 63 0 65
" No 1	0 84 0 85
" Man Hard No 2	0 82 0 83
" " No 3	0 74 1/2 0 75
Oats, No 2, per 34 lbs	33 34
Barley, No 1, per 48 lbs	43 44
" No 2 extra	33 40
" No 3	36 37
Rye	53 55
Peas	57 58
Corn	00 55

HAY & STRAW.

Hay, Pressed, "on track	9 50 10 00
Straw Pressed,	5 50 6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 60
3 dy C P	3 30
HORSE NAILS	
"C" 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65
SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 70 p.c.	
WINDOW GLASS: [To find out what	
break any required size of pane comes	
under, add its length and breadth to-	
gether. Thus in a 7x9 pane the	
length and breadth come to 18	
inches; which shows it to be a first-	
break glass, i.e., not over 25 inches in	
the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap .04 1/2	05
" Screw, hook & strap. 03 1/2	04 1/2
WHITE LEAD: Pure Ass'n guarantee	
ground in oil.	
25 lb. irons	per lb
No. 1	"
No. 2	"
No. 3	"

TURPENTINE Selected packages, per	
gal	0 53 0 55
LINSEED OIL per gal, raw	0 59 0 61
Boiled, per gal	0 62 0 64
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in	
glass jars and in 5, and 10	
lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.	
6d.....London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYTHE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per	
box	1 25
"Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per	
can	2 00
"Acme" Pellets, Fancy boxes	
(30s) per box	1 50
"Acme" Pellets, Fancy paper	
boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5	
lb cans per can	2 00
Licorice Lozenges, 5 lb glass	
jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity "Licorice, 200 sticks	1 45
" 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs	
plb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & REIGLEY'S.	cts
Durham, Fine, in 1 and 1/2 lb tins	
per lb	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex Sup. in bulk, per lb	30
Superior in bulk, p. lb	20
Fine, "	15

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1/2 lb. tins.....	0 42
Pure in 1/4 lb. tins.....	0 44

NUTS. per lb

Almonds, Ivica.....	14 15
" Tarragona.....	16 16 1/2
" Fornigetta.....	14 15
Almonds, Shelled Valencias.....	28 32
" " Jordan.....	45 50
" " Canary.....	28 30
Brazil.....	14 15
Cocanuts.....	5 6
Filberts, Sicily.....	10 10 1/2
Pecans.....	11 15
Peanuts, roasted.....	13 14
" green.....	11 12 1/2
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Naples, cases.....	12 13
" Marbots.....	12 13
" Chilis.....	12 13

PETROLEUM.

bbl lots, Toronto.....	Imp. gal
Canadian.....	0 14 \$0 15
Carbon Safety.....	0 17 0 18
Canadian Water White.....	0 20 0 22
Amer'n Prime White.....	0 23
" Water White.....	0 24 0 25
Photogene.....	0 27 0 00

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,

CINCINNATI.

Wright & Copp, Toronto, Agents,

Home Made Tomato Catsup, qts.....	6 00
" " " pts.....	3 50
" " " 1/2 pts.....	2 00
Chili Sauce.....	pts 4 50
" " " 1/4 pts.....	3 25

Soups (in 3 lb cans.)

Tomato.....	3 50
Fancy—Chicken, Mock Turtle.....	
Cream of Corn Pea, Celery.....	
Asparagus.....	4 50

Fancy — Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable.....	4 25
LEA & PERRIN'S.....	per doz
Worcester Sauce, 1/2 pts.....	\$3 60 \$3 75
" pints.....	6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints.....	3 25
" " " quarts.....	6 00
Harvey Sauce-genuine—half.....	pts 3 25
Mushroom Catsup.....	2 25
Anchovy Sauce.....	3 25

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs.....	\$0 22 \$0 25
" dairy, tubs, choice.....	0 20 0 23
" " " medium.....	0 15 0 20
" low grades to com.....	0 15
Butter, pound rolls.....	0 20 0 22
" large rolls.....	0 19 0 20
" store crocks.....	0 19 0 20
Chese.....	11 0 11 1/2

COUNTRY

Eggs, fresh, per doz.....	0 11 1/2 0 12
" limed.....	0 11 1/2 0 12
Beans.....	1 40 1 60
Onions, per bbl.....	1 00 1 25
Potatoes, per bag.....	85 1 00
Hops, 1891 crop.....	0 13 0 15
" 1892.....	0 17 0 20
Honey, extracted.....	0 05 0 08
" section.....	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb.....	10 1/2 0 11
Pork, mess, p. bbl.....	0 21
" short cut.....	22 00 23 00
Hams, smoked, per lb.....	0 13 1/2
" pickled.....	0 12
Bellies.....	0 14
Rolls.....	0 10 1/2 0 11
Backs.....	0 13
Lard, pure, per lb.....	0 13 1/2
Compound.....	0 10 0 10 1/2
Tallow, refined, per lb.....	0 06 1/2 0 07 1/2
" rough.....	0 02 1/2

RICE, ETC.		Per lb
Rice, Aracan.....	3 1/2 4	
" Patna.....	4 1/2 5 1/2	
" Japan.....	5 5 1/2	
" extra Burmah.....	3 1/2 4	
" Java extra.....	6 1/2 6 1/2	
" Genuine Carolina.....	9 10	
Grand Duke.....	6 1/2 6 1/2	
Sago.....	4 1/2 5 1/2	
Tapioca.....	5 5 1/2	
Goathead (finest imported).....	5 1/2 6	

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure.....	\$0 14 \$0 16	
" fine to superior.....	10 15	
" white, pure.....	20 28	
" fine to choice.....	20 25	
Ginger, Jamaica, pure.....	25 27	
" African.....	16 18	
Cassia, fine to pure.....	18 25	
Cloves.....	14 25	
Allspice, choice to pure.....	12 15	
Cayenne.....	30 35	
Nutmegs, " ".....	75 1 20	
Mace.....	1 00 1 25	
Mixed Spice, choice to pure.....	30 35	
Cream of Tartar, fine to pure.....	25 32	

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5 1/2
Ditto.....	brls, 175 " 5
Ditto.....	kegs, 100 " 5
Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartoons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb " ".....	8 1/2
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dls.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " 1/2 lb. package.....	9 1/2
40-lb " 1/4 lb. ".....	10
40-lb " assorted 1/2 and 1/4 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
20-lb " ".....	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivory Starch in cases of 40 packages.....	\$3 00

SUGAR. c. per lb

Granulated.....	5 10 5 20
Paris Lump, bbls and 100 lb. bxs.....	5 1/2 6
" 50 lb. boxes.....	5 1/2
Extra Ground, bbls.....	5 1/2
" less than a bbl.....	6
Powdered, bbls.....	5 1/2
" less than a bbl.....	5 1/2
Extra bright refined.....	4 1/2
Bright Yellow.....	4 1/2
Medium.....	4
Brown.....	3 90

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 85
" small lots.....	0 85 0 90
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40 0 45
Common, fine car lots.....	0 75
" small lots.....	0 95 1 00
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75 0 80

W. G. A. LAMBE & CO.,

GROCERY BROKERS

TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,

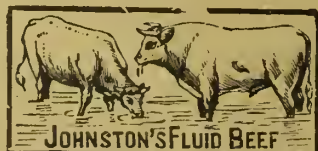
MONTREAL.

Rich in the Life Principle of Prime Beef.

THIS IS THE DISTINGUISHED TRAIT OF

Johnston's

Fluid Beef



All seeking to secure the benefits that the essential qualities of Prime Beef can impart, should make sure they use a preparation that contains these qualities.

JOHNSTON'S FLUID BEEF DOES

Kingsford's Oswego

STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

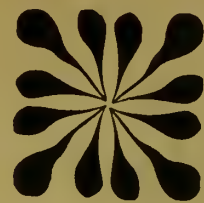
OSWEGO, N.Y.

ST. LAWRENCE

CORN STARCH.

	BARM MFG. CO.	per box
1 box containing	2 doz. 5c. pkgs.	0 5
1 " "	2 doz. 10c. "	1 0

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -
CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House
RAT PORTAGE, ONT.

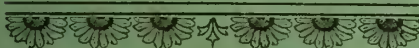
Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel
KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.



Apted Bros.

... FOR EVERY
... DESCRIPTION OF

Printing



54 YONGE ST.
TORONTO

PRICES RIGHT...
TELEPHONE 1785

.....

ORDERS BY MAIL RECEIVE PROMPT
ATTENTION



NORTHROP & CO.

SOUTH WHARF,
ST. JOHN, N. B.

—: CANNERS AGENTS FOR :—

"GOLDEN FINNAN HADDIES."

Order at once through your Wholesale Grocer, and get the first on the market. These goods were awarded highest honors, International Exhibition held at St. John, N. B., 1891.

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the
preparation of



W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.



GROCCERS'
AND
BUTCHERS'

REFRIGERATORS

Manufactured
by

KNOWLES & NOTT, Brantford, Ont.

Send for Catalogue.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD,
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

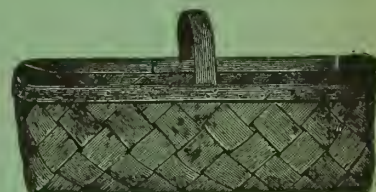
Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

36 Front St. East and
TORONTO OFFICE 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

**ORDER
IVORY BAR
SOAP**

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
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THE CANADIAN GROCER

& GENERAL STOREKEEPER

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Our cousins across the line are at the moment wrestling with three questions of financial and commercial import. They are the gold movement, tariff reform, and an adverse balance of trade. Canada is interested principally in the two first. The purely financial question began to look particularly grave about two years ago when the outflow of gold to Europe assumed such enormous proportions. That was in 1891, when from February to July over seventy million dollars' worth went out. Financial men felt a little uneasy then, but consoled themselves with the hope that it would about all return again when the demand set in for American cereals. To what extent these expectations were realized is a matter of history. To make matters still worse, the exports of gold during the twelve months ending with February 1892 last was over 90 $\frac{3}{4}$ million dollars. Since then the outflow to Europe has continued. During the present month alone some ten millions has gone forth. As everyone knows, the drain upon the U. S. Treasury is not on foreign account only. The ill-vised Sherman Silver Act of 1890 is responsible for much of the present unsatisfactory condition of affairs. By this Act the Government is committed to the purchase of 4,000,000 worth of silver bullion every month, payment in Treasury notes. The notes thus issued are virtually payable in gold. The law demands that the sum of

\$100,000,000 in gold shall be kept in the Treasury as a reserve fund. And this amount was stipulated because it was about one-third of what was believed to be the actual volume of the old legal tender notes outstanding. Owing to the rapidity with which the free gold—the sum over and above the \$100,000,000—was going out it has been for time recognized that this reserve fund was in danger of being tapped, and various schemes were suggested for preventing this. Early last week Secretary Carlisle, in the hope of at least palming off the evil day, issued an order suspending the issuing of gold certificates. And such authorities as the N. Y. Bulletin expressed the opinion then that there would be enough of free gold to keep things going till September. But instead of there being sufficient for five months there was not enough for that many days, for on Friday last there came such a demand for the precious metal for export that not only was the free gold absorbed, but the reserve fund itself was drawn upon to the extent of two or three million dollars. Now that the inevitable has taken place the administration, it may be depended upon, will make a vigorous effort to provide a remedy. A special session of Congress is talked of and the prompt repeal of the Sherman Act expected. The situation is no doubt critical, but, at the same time, there are not many who anticipate a financial disaster. Some go so far as to say that as the reserve was intended for such an emergency, it is only proper that it should be utilized at the moment, and they furthermore claim, as an evidence of the United States being able to meet her obligations, that there are \$600,000,000 in gold in the country. This line of argument may be reasonable enough as far as it goes, but the financial world is at the moment looking upon the United States much in the same way as people usually do upon a bank that has

found itself compelled to draw upon its reserve fund—with suspicion. Shortly before the Harrison Administration went out of office it for a time seriously considered the advisability of issuing bonds in order to avert a financial disaster; and now the question is again mooted. But the President and the Secretary of the Treasury have determined only to do this as a last resort. In the meantime the financial world awaits the outcome with much concern. The banking and mercantile interests of Canada became somewhat alarmed some months ago at the turn of affairs in the United States when the value of the silver dollar dropped to about 65 cents. At that time the banks here began to tighten their restrictions regarding American currency. And within the last few days a number of them have decided henceforth to receive silver certificates under the Sherman Act of 1890 for collection only and not on deposit.

* * *

Tariff reform during an election campaign and tariff reform during the process of actual reformation are two different things. This the Cleveland Administration is learning. Tariff reform means less money to run the Government with, and therein lies the difficulty in the present instance. The average duties collected under the McKinley Act are 50 per cent. Basing his estimate on this the retiring Secretary placed the receipts from customs for the coming fiscal year at \$210,000,000. Now a 33 per cent. tariff would only yield \$120,000,000. This would of course mean a deficit, something under all circumstances to be avoided. Under such conditions it is conceded a low rate of duty on goods now dutiable cannot yield sufficient revenue for the maintenance of the Government unless articles like sugar and tea, now on the free list, are taken therefrom and made dutiable. This would mean taxing the "poor man's breakfast

table," something which would bring a hornet's nest about the ears of the Administration. Then it is generally conceded that wool, coal and iron will be placed on the free list, and although the loss of revenue from this source would not be large it would be something. Whisky is already taxed 90 cents a gallon, and no less an authority than Prof. David A. Wells holds the opinion that to increase this would stimulate fraud and reduce the visible production, and of course the revenue, from this source. It is held therefore, in order to secure the desideratum of a low rate of duties, that one or other of two things must be done—levy revenue duties on sugar and other free articles or to impose an income tax. The "looping off of the mouldering branches" of the United States tariff is made all the more difficult in consequence of the unsatisfactory condition of the treasury at the moment and a good many are of the opinion that the undertaking will have to be deferred for a year or more.

* * *

Regarding the adverse balance of trade in the United States. In spite of a McKinley Act, the disparity between imports and exports during the past eight months has been enormous. Taking March alone, the excess of imports over exports was never so large before. The exact amount is not known, but it is thought to be at least \$90,000,000 for the month. For the eight months ending in February the excess of imports over exports was more than 150½ million dollars. The principal falling off in the exports has been in agricultural products, which were 76.37 per cent. of the total amount exported against 80 per cent. for the same period the year before. But disappointment is also expressed at the poor results obtained from an effort to push certain manufactured articles. Produce of the mine, forest and fisheries show an increased percentage. The exports of breadstuffs decreased from \$217,763,097 in 1892 to \$138,916,537 in 1893. Manufactures of copper fell off about 3½ million dollars, sewing machines about 1½ millions, locomotives over a million. Leather, wool, raw cotton, carriages and horse cars, all show decreases. The increase in the total value of imports during the eight months was about \$84,000. The free imports increased in eight months from \$277,266,469 to \$326,206,699, while the dutiable imports increased \$246,511,277 to \$281,620,443. The imports of coffee from Venezuela, Colom-

bia and Hayti, dutiable under the President's proclamation, were \$197,211 in February, raising the total imports for eight months to \$2,673,809. One of the striking articles of import in the dutiable list during the past eight months has been potatoes, of which 1,835,681 bushels, valued at \$4,780,848, have been imported, against 63,044 bushels, valued at \$36,785, during the corresponding eight months of the preceding year. The duty now assessed on potatoes is twenty-five cents per bushel, which has covered into the Treasury about \$450,000 during the past eight months. The rate under the Act of 1883 was fifteen cents per bushel, which would have reduced by \$180,000 the tax which has been paid by consumers on the foreign potatoes imported to cover the shortage in American crop.

* * *

What Mr. John Charlton is in the Dominion Parliament Mr. Charles McKenzie seems to be in the Ontario Legislature—the chief promoter of legislation to guard the Sabbath as a rest day. For some time it has rankled in his breast to see stores kept open Saturday nights, often till the midnight hour, knowing that the clerks have often to spend one, two or more hours in straightening up goods in order to have everything in apple-pie order for Monday's opening. His ruminations on the matter were ultimately crystalized into a bill which he presented at Friday's session of the House. By its provisions all stores in the province were to be closed not later than 10 o'clock Saturday nights. Mr. McKenzie explained that his reason for introducing the measure was to give all concerned time to get through their labors before midnight. Some of the members characterized the bill as "unjust and unfair," and the Attorney-General suggested that it be withdrawn. This settled it, and withdrawn it was. The spirit that animated the promoter of the bill was right enough. Ten o'clock is plenty late enough for any store to keep open Saturday night. In fact, coming down to the fine point, there does not seem to be any logical reason why a store should be kept open any later that night than any other in the week. In most places the majority of the consumers leave work earlier that day than any other in the week, and consequently they are able to lay in their stocks of groceries, etc., earlier. That so many of them do not is true. But all that is wanted to induce them to do so is a little

education. As it is, the proportion of late purchases Saturday is not nearly so large as it was a decade or so ago. A good many people who at one time ordered their groceries Saturday now do so Friday, and the number who have adopted this method is gradually increasing. Straws show which way the wind blows. And it is evident, judging from the drift of things, that late storekeeping is tottering to its fall all along the line.

* * *

Apropos of the above. Is not the season near at hand when it is customary for shorter hours to go into vogue in the wholesale trade? Business is now getting into the necessary shape to allow this being done without causing inconvenience to either the wholesaler or to his customers, and another week or so will likely see the usual placard, announcing early closing for the summer months, hanging in prominent places around the warehouses.

* * *

The discussion of the question of early closing brings to mind the fact that the retail grocers of Brooklyn, N. Y., are at the moment wrestling with the question of Sunday closing. The question was introduced at the last meeting of the United Grocers' Association of that city by one who expressed himself as being "very much opposed" to keeping stores open on Sunday and "did not believe that he suffered by keeping his store closed from Saturday till Monday." A lively discussion, pro and con, ensued and it ultimately wound up with the association deciding to have a debate on the topic at the next meeting, "the disputants to remain unknown." To the average Canadian there does not appear to be any con side to the question. Grocers on this side of the line find six days a week binding enough. But of course we are not in Brooklyn, nor in any other of the several cities of the United States where so many grocery stores are kept open Sunday as well as any other day in the week. If we were our views on Sunday closing would probably be a little different from what they are at the moment; for a good deal often depends on environment. But the advice the grocers in this country would give those across the line is, "Close up on Sunday by all means."

* * *

A movement is on foot in Montreal to bring about a daily meeting of merchants to talk over trade questions. There is much to commend the proposition. The great trouble with business men is that they are not well enough acquainted with each other, and the consummation of the idea to hold daily meetings would do much toward bringing about the desired state of affairs.

SEND THE GOODS ORDERED.

A subscriber from Kamloops, B.C., writes that wholesale houses often send substitutes for the goods he ordered. "I have," he says, "several times ordered brands advertised in THE GROCER, and my order has been filled with brands about which I knew nothing and which I was afraid to recommend to my customers."

If there is one thing that men are particular about it is getting what they order or pay for. The average private individual, when he asks his storekeeper for a certain article which he has tried to his satisfaction, expects to get it. To offer a substitute to some such would be to displease them, or to send them different from that which they ordered would perchance be the losing of their custom. But the case is all the more aggravated when the retailer is himself the buyer. To send him, as in the case of our Kamloops correspondent, a substitute may entail a serious loss. He may probably have a large number of customers whom he has been furnishing with a certain line of goods. By and by the wholesale house sends him along a substitute "just as good" as the article ordered. If he be a wide-awake and progressive merchant he will recommend to his customers only those goods of whose quality and purity he is certain. How then can he recommend that about which he knows nothing beyond what his wholesaler has told him? The substitute may be as good, or even better, than the article ordered. But that is not the question. It is the principal thing that is at issue. If the house has not the particular line of goods in stock, it is on rare occasions that it cannot be obtained from some other in the trade, and it is better to do this even if the order is thereby shorn of some of its profit. Where the article is unobtainable acquaint the retailer with the fact and then tell him that there is such and such in stock equally as good or better if it be so. In these days of quick telegraphic and telephonic communication this is as a rule not difficult. Granted that the particular line ordered is in stock and that the substitute is forwarded because it really is better value, the policy is a poor one. The proper course to pursue under such circumstances is to send the goods ordered, but the opportunity should be taken advantage of to acquaint the retailer with the fact. Such a course would increase the confidence of the retailer in that particular house instead of decreasing it as is evidently the case in that of our Kamloops correspondent. In a word, wholesalers should always try and send the goods ordered.

CHATS WITH BUSINESS MEN.

I had a talk Saturday with T. E. Owens, representing Miller & Co., canners, of Trenton. He has recently returned from England, where for some months he has been representing his firm. When I queried him regarding the canned goods situation in Great Britain, he leaned back against a shelf in Sloan & Crowther's sample room and tilted his shining silk hat back half-a-dozen degrees, and remarked: "Well the prospects are good. But it is like this: Only the big canners in this country can expect to do a profitable business over there. You want to know why. Well, it is because of the competition of the Americans. They are cutting things down so fine that the margin of profit is small indeed. Consequently unless you are a big canner and can take care of big orders there is nothing in it for you. And it's no use doing business for love, is it? Where the Yankees have the advantage over us is in the matter of freights. And before we can expect to compete successfully with them we must have not only lower freights but lower rates of interest and our canners must be satisfied to take smaller profits. The canners are willing enough to lose some of their profits, but the difficulty is in getting the banks and the steamship companies to make any concessions. Before I left Liverpool I saw the English representatives of one line. I told them that concessions on their part would mean more money to them in the long run, while they would, at the same time, be assisting in building up a Canadian industry as well as increasing their own business. They seemed to coincide with what I said and gave me a letter to the head offices in Montreal. But I don't know yet whether anything will come of it," he concluded as some of his friends came and took him away from me.

"Business! There is no business. Roads! There are no roads. Its nothing but plowed fields," was the remark a traveller threw at me Saturday. "And I'm going out Monday to attend the funeral."

I was talking with a friend of mine a few days ago, when one of us made use of the word "luck." It reached the ears of J. W. Borsberry of Oshawa, one of Eby, Blain & Co's eastern travellers. "Luck, did you say," he remarked, as he rushed up to us. Well, I can tell you something about luck. Yesterday, while I was in the Benson house, waiting for train time, a man approached me with the request to buy a package of pins for crimping the hair. He told me that there were prizes offered in connection with them. Among the prizes was a piano, some watches, and I don't know what. I knew the fellow, so I remarked, 'Alright Jim, I'll invest a quarter with you. I'll take that package there. It has the piano.' I gave him the quarter, reached out and picked up

the package, and, sure enough, when I undid it there was the check for the piano. And here it is," he added, as he dipped down into a pocket of his vest, pulled out the document and unfolded it for our inspection. "I'm going up town this afternoon to get the instrument," he concluded as he stored the prize ticket away. Mr. Borsberry will now have music from garret to cellar, and be congratulated by the "boys" wherever he goes.

"You'd be surprised if you knew what a good many of our dried and evaporated apples are being used for," said an exporter to me the other day.

"Well, what is it?" I queried.

"Well, you'll perhaps hardly believe me when I tell you. Anyhow they are used for coloring German prints. And that is one of the reasons why evaporated apples have been so scarce here for some time and where we would send carlots now if we could get them."

"Yes, there is no doubt about it, the taste for creamery butter and in fact dairy too, to some extent, is running towards pound rolls," said a butter man to me. "Why it is I can't say, unless it be because of greater convenience in handling. Anyhow, one thing is sure, pound rolls are like spring hats, getting all the go, and it was never so apparent as it is this spring."

"What do you think the retail grocers are making a great run on now?" was the question put to me by Andy Gunn the other day.

"Don't know; give it up," I said.

Well, it's pork cuttings and a good many of them are using them as leaders."

BYSTANDER.

THE REDUCTION IN SOAP.

When the price of tallow and soap stocks advanced an increase in the price of soaps generally followed. But the St. Croix Soap Mfg. Co., of St. Stephen, N. B., kept their price on their brand of "Surprise Soap" until compelled to advance by the large number of orders they received, and the continued advance in prices of soap stocks. Now that prices of soap stocks are lower, though not as low as they were, they hasten to give the trade the benefit of the reduction, having reduced the price of their "Sunprise," to about the same as before the advance, the slight difference being more in terms than in price, which they feel is more in accord with the advanced ideas of the trade of to-day and will be a benefit to all. The large reduction in price is hardly justified by the present price of stocks and the unsettled state of the markets, but their motto is "Whatever you do, do well," and their policy has always been to protect the interests of their customers, knowing that by so doing they are looking after their own interests and will eventually merit and receive the good will and confidence of the trade and the people.

HINTS OF TEA BUYING.

DEAR GROCER,—While the purchase of tea requires no more attention, in relation to the requirements of the trade, than any other commodity, yet there is one point in the purchase of tea that is peculiar to itself, which, for our mutual benefit, I wish to point out.

If we want to buy coffee, sugar, syrup, soap, or almost any other commodity, we ask for a certain grade, or standpoint, and ascertain the lowest quotation, but, in purchasing tea we are confronted with the fact that it is difficult to grade with any exactness. We can ask for four or five kinds of Japan, ten, or twelve kinds of China, and about thirty kinds of India and Ceylon tea, according to their respective districts, but in no case is there a grading of the tea as to quality but by sampling.

How does this affect the purchase of the article? The general experience of the trade will be that when a grocer requires, say an Assam tea, he will be guided by his idea of profit, and to that end he wants a tea from 25c. to 35c. in price. Canvassers submit samples, making a guess at what the grocer will ultimately pay, which point the grocer intends to conceal. We are all liable to be prejudiced in favor of the tea for which the highest price is asked. Those who know the customer best will have the advantage of making the proper cut to meet his view. Blarney and persuasion play their part, and the grocer gets the "balance of a line" that has sold all the way from 30c. to 37c., for 29c., which he could with ordinary prudence have purchased for 27c.

How much more simple and safe for the grocer, and more satisfactory for the drummer if the price you mean to pay were plainly stated. In such a case, every traveller, knowing that a certain price will be paid, will vie with every other one to give as good value for the money as the size of the transaction will warrant, the grocer will get better value while the traveller and his employer will have made a clear gain in time saved, that is now spent in distrustful negotiations.

D. S. MACORQUODALE,

35 and 37 Front street east, Toronto.

P.S.—I would like to suggest that all cups and spoons be spotlessly clean, that water be fully boiling, and that all cups be alike and mixed with numbers on the bottom corresponding to the numbers of the samples when laid in a row. If travellers are present at the draw, have their verdict on paper before looking at the bottom of the cups, and pay no attention to talk that follows when somebody finds he has been praising his neighbor's sample!

A TRAVELLER'S GLEANINGS.

I came across the cutest trick I've heard of in a long time the other day. One or two merchants in Queen street west, have about one of the most novel ways of advertising their business. Saturday night, just after they have closed up for the week, when eggs are 15c. a dozen, they stick up on their window shutters a placard like this: "Fine fresh eggs, guaranteed, 12c. a dozen." Every passer-by notices it, and of course decides upon going there on Monday for their eggs. When they go in on Monday morning of course they are just out of them. They had them on Saturday, but are out of them now. Is there anything else they want.

A traveller has been through Toronto selling an English pickle at from 90c. to \$1.10 a dozen. A bigger fraud to my mind was never perpetrated upon the grocer. These pickles never saw the old country. Look at them, gentleman, and if you don't say that the grocer is a trustful man after that my name isn't what it is.

It would be a good thing if the bankrupt stocks went back went back to the wholesale men or manufacturers. It would be the means of putting a stop to the cutting and slashing of prices by those who now buy them. The men who are going around buying in stocks are a great source of evil. This is about how it is done: The buyer of stocks enters the store of the man he thinks a little weak, and approaches him something after this fashion:

"Say, can you tell me where a fellow could buy a stock cheap, say about 60 or 70c. on the dollar? I want to get a stock or two if I can."

The anxious one bites, but cautiously at first. He replies, in an evasive manner, "Well, I know a man who would sell out if he had the opportunity, providing he got a fair figure for his stock. It's as good as this one."

"If it is as good as this one I'll give him 70c. cash for it right on the spot," adds the bankrupt stock man.

"Would you give me 70c. for this stock?" asks the grocer.

"Yes, sir."

"Well, I'll sell it to you." And the bargain is made and the grocer sells out, the buyer either keeps the stock where it is or moves it to another store, sticks up bills of sale, stays there until he cuts the throat of every grocer in the neighborhood, and then leaves. The grocer very often puts the money in his pocket and leaves for parts unknown, leaving his creditors to mourn his loss.

It seems to me there are too many branch banks in the city. Many of them were started to make positions for sons of stockholders. It all means extra expense, and it means, "Stick it on to the public." That is why you have to pay 8 per cent. on a loan and only get 3½ per cent. on deposits.

TRAVELLER.

GETTING AT THE PATRONS.

A Montreal despatch says: Wholesale merchants here are complaining loudly of the business tactics of the Patrons of Industry in Ontario. A number of wholesale merchants have refused to open accounts with the retailers appointed by the Patrons, as they claim it is unfair to the rest of the retail trade. Some of the Patrons' retailers have sent letters to the wholesale merchants asking to be supplied with false inventories so they can show bills for higher prices than they have paid. In some cases blank invoices have been asked for. The wholesale men claim that the patrons are instituting a system of business boycott. One retailer writing in the Star, states that many of the local associations of the Patrons have dropped the retailers altogether and are dealing directly with the wholesalers in Toronto.

IMPROVED BUTTER MAKING.

A recent patent claims that butter of an exceptional quality is made in twenty or thirty minutes by means of the inventor's centrifugal apparatus. With the cream at a temperature of 60 degrees F. 120 revolutions per minute are necessary, but if it is raised to 75 degrees F., 60 revolutions per minute will suffice. The cream should be four days old. The apparatus chiefly consists of a vessel containing the cream, a rotary disc mounted so as to be partly immersed in the cream and capable of picking this up in the form of films, and means whereby the contents of the vessel can be rapidly heated by the application of hot water to the jacket or false bottom, and by the circulation of the cream, by means of discs, over the warm surface.—N. Y. Bulletin.

SHE MADE HIM UNDERSTAND.

Manayunk has quite a large population of foreigners, who, at times, have a hard time making themselves understood by the natives. The other day a Polish woman who has recently moved into Rochelle avenue with her husband and fourteen children, walked into Lackey's grocery store and, after taking a general survey of the place, stepped up to one of the sugar weighers and said: "Eyes, eyes, eyes." The clerk, though somewhat of a linguist, failed to comprehend what she wanted, and shook his head. The woman again looked about the store, and seeing a bushel measure walked over and sat down upon it. After sitting for several moments she sprang up, clapped her hands, and cackled like a hen that had laid an egg. This gave the clerk an idea, and, reaching down behind the counter he picked up a handful of eggs. 'Tis proved to be what she wanted, and, buying a dozen, she hurried to her home on Rochelle avenue.—Phila. Grocery World.

THE TOMATO IN CANS.

Each year when fresh tomatoes first appear on the market in the large cities they are retailed at from 10 to 20c. per pound. This, of course, is very early in the season, and their consumption is very limited, being confined to the comparatively wealthy class of people. With advancing season, the price diminishes, as the supply increases, and retailers sell them in a city like Chicago at 5c. per pound or equal to \$3 per bushel of sixty pounds. Very few people, however, when they buy a can of tomatoes at retail for 10c., the average price of the last few years, realize that it takes an average of sixty pounds of tomatoes to fill a dozen cans and that one can contains in the concentrated form five pounds, which in the fresh state would cost 25c. It seems marvelous that this can be, and is really done. The explanation is simple enough. The packer contracts with the grower to take the crop grown on so many acres. The grower has a sure market near his farm and gets from 20 to 25c. per bushel, $\frac{1}{3}$ d of a cent or 5-12c. at most per pound, and the crop grown and delivered in this way, free of cost of freight, commission, shrinkage, etc., pays the farmer better than anything he can raise on the same quantity of land, giving him from \$40 to \$100 per acre as a return for his time and work in tending and delivering the crop. The packing gives employment to can-makers, box-makers, lithographers, nail-makers and a host of others, besides the gang of people employed in the cannery. The packer can still sell the three-pound tomatoes in cans from 80 to 90c. per dozen to the jobber, and the jobber to the retailer at a small advance, so that the consumer gets the product of five pounds of fresh tomatoes for 10c., delivered in the kitchen ready for use at any minute and preserved so as to keep for ten years if so required. If sliced raw tomatoes are wanted, then canned goods won't fill the bill. For cooking purposes in any kind whatever the canned article is in every way preferable, cheaper in actual cost and ready for use without any waste in time or work in peeling and preparing, without loss from green or rotten spots and with much less time in cooking. The flavor is better because the stock is fresher when canned than the goods that have been shipped and have lain around in a cellar or store for a week or more. In the cooked state the tomato retains all its wholesome and hygienic value the same as in the raw state. We scarcely attach to the tomato the full hygienic value as food which it possesses. In therapeutic virtue it will double discount "little liver pills," or big pills of any kind. The juice of the tomato is of an acid character and is a veritable cleanser of the liver and purifier of the blood. It seems to dissolve fatty matter, and sweep away impurities of any kind. The writer saw this exemplified in a

cannery, where a shute, used for slaughter house offal, was also used to discharge the skins, cores and refuse of tomatoes. The shute in question became clean and free from taint of any kind as soon as tomato canning season commenced, while at other times it was an abomination to the olfactories and a menace to the health of the people in its vicinity. The men working at the bench capping, etc., frequently use a tomato to get an extra "clean" pair of hands after specially dirty work. (Of course these tomatoes are not canned after being so used.) Well, this ought to be enough to convince a purblind skeptic as to the virtue of tomatoes as liver medicine. Strange to say there are only three million cases of these goods consumed per year, say seventy-two million cans or one and one-tenth can per capita, about 11 cents worth in value, while we use sixty-four pounds of sugar per capita per year—value, \$3.75.

There is no fear of the tomato pack being too large unless speculative holders begin to prevent the consumption of the goods by booming and holding for higher prices.

At an average retail price of 10c. or 12c. per can, in place of a consumption equalling only one and a tenth cans per capita, the consumption ought and soon will rise to six cans per capita, requiring to meet it a pack of fifteen million cases each year, in place of three or four millions as at present.—Chicago Grocer.

A BIG COLD STORAGE BUILDING.

H. E. Dickerson, representing the A. J. Dexter Cold Storage system, of Milwaukee, Wisconsin, has been in town during the past few months supervising the erection, now about completed, of the large cold storage building which has been built on the steamboat dock by the Bay of Quinte Railway and Navigation Company. This building is the largest of the kind in Canada being 60x30 feet and 30 feet high and divided into six compartments varying in size. The walls composed of successive layers of wood and paper are twenty-nine inches thick. About 80,000 feet of lumber, 100,000 square feet of inodorous paper, and 2,600 pounds of nails were used in the construction. Six hundred tons of ice will be used in the building. This system of cold storage is claimed to be superior to any other and is much in vogue in the United States where it has proved very successful. The system comprises a series of rooms in which the temperature can be regulated at will in each separate room in a way adapted for the better preservation of the products to be carried in that room. As a result it is possible to carry at the same time eggs, butter, cheese, fruits, poultry, fish, etc., etc., in an unvarying temperature suited to a perfect preservation of each without subjecting any one to the peculiar odors of another. The temperature varies generally from 10° to 33° above zero. The atmos-

phere in each department is always dry, the ventilation is perfect, and there is no need of artificial heat. This fine structure will be of great benefit to business men of this district in shipping perishable goods, and must result in attracting a great deal of freight to the line of the Bay of Quinte Railway.—Deseronto Tribune.

A BIG FLY PAPER ORDER.

In their trade bulletin for April 1, Talcott, Frisbie & Co. of this city mention that they have ordered a car-load of tanglefoot fly paper for arrival May 1, and they proceed to figure up what that means. There are 50 sheets in a box, 10 boxes in a case and 700 cases in a car. That means 350,000 sheets. Each sheet is capable of catching 1,000 flies. If every one does its full duty, 350,000,000 flies will be caught. Arranged in line these flies would make a procession 2,071 miles long. Carefully piled up they would make a cube 90 feet on each side. The circular does not say whether this enterprising firm intends to exhibit in the cube or the processional form at the end of the season. The people would vote for the procession, with the nearest fly at the city limits and the line running thence 2,071 miles in any one direction.—Hartford Courant.

PROFITS IN RAW SUGAR.

The heavy purchases of Java sugar made by English houses early in the season, and referred to by us at the time, stand to realize their owners enormous profits, the total gains of one London firm being estimated at over \$1,000,000 on holdings of about 200,000 tons. These early purchases of Java and other Eastern sugars were of a purely speculative character, the operators taking their chances on the future of the market, which has turned out very fortunate so far. Of course a considerable portion of these sugars, which will not be shipped before June or July, have already been resold at a very handsome profit; and from appearances at present, there is every prospect of values being maintained if not still further advanced. A very important factor in the situation is that the American Trust, failing to obtain its necessary supplies of the cane product in Brazil and Cuba, has been compelled to buy from English holders, and it is this important competition which is likely to sustain prices on the other side for some time to come. Besides, English and Scotch refiners, believing that they could buy cheaper by playing the waiting game and getting middlemen to carry the produce until they required it, held off, and are now forced to buy from speculators at present figures, in competition with the American Sugar Trust, which has bought several cargoes recently at a cost and freight price delivered at New York.—Trade Bulletin.

DON'T LOSE YOUR GRIP.

Recently we heard a conversation between two business men, in which reference was made to a certain firm. One said to the other: "Blank & Co. don't seem to be doing a very big business now-a-days." "No," replied the other, "they have lost their grip." Now, why should a business firm or individual lose their or his grip on the patronage of consumers or retailers. In some cases the answer is easily found. Neglect of business, bad methods, presuming too much on an established reputation for integrity, lack of energy, etc., are among the reasons that may be assigned for the loss of grip in business—the phrase meaning simply that a firm or individual is falling behind in the race, not that disaster is immediately impending. There are many business men who actually have lost their grip, but are not aware of the fact. Dry rot has set in, and it is only a question of time when the slow decay will result in the death of the business. Speaking in commercial terms, they are practically dead, and the sooner their corpses are removed from public view the better. The injection of new blood and energy into the slowly dying business may arrest the process of decay, and give to it a new lease of life, but unless this expedient is resorted to, the diagnosis is easily made and the case is hopeless.

In the case of a loss of grip in business, as with many diseases of the human system, prevention is better than cure, but in the early stages, when the pulmonary symptoms make their appearance there is yet time to apply a remedy. It is well, therefore, to know these symptoms, which include a feeling of contentment on the part of the business man and a disposition to rest satisfied with the volume that the business has attained, declining sales, a decrease in the average number of new customers within a given time, a material increase in the number of complaints of customers. A sound axiom in business is, to put it roughly: Insure the satisfaction of your customers, but never be satisfied yourself with the volume of your sales. The merchant who is insatiable, ever reaching out for more trade, will generally get it, he is in little danger of losing his grip. But some men overreach themselves, their insatiability inducing them to resort to practices that are destructive to business as surely as dry rot. Everyone has known such cases, and noticed the ill effects of a descent from a lofty standard of business morality to the low plane of which adulteration is practiced with intent to deceive, short weight and measure are given, and bogus labels employed. It may appear that the loss of grip is attributable to many other causes, and in support of this view the many failures of retail deal-

ers reported weekly may be urged. We do not pretend to have enumerated all of the causes, but most of the failures in business are of men who have never secured a grip. Lack of capital, lack of ability, or lack of experience, either singly or combined, have prevented them establishing themselves, and, although their business existence may have been prolonged, their chances at the outset were nevertheless hopeless.—*Merchants' Review.*

COUNTRY ROADS.

At the meeting of the Canadian Institute, of Toronto, on Saturday, Alan Macdougall, C.E., read a paper on road improvement. He pointed out that whilst the most careful attention had been paid to improving railway and vessel transport, so that freight can be carried at the lowest cost, no attention has been paid to road improvement. The condition of our common roads is what it was 30 years ago. In spite of the keen competition to which they are subjected farmers have not yet realized how much they lose in taking a ton of produce to market over a bad road. Enormous sums are wasted every year in so-called roads repairs under the statute labor system. In any well-settled township the value of this labor ranges from \$3,000 to \$5,000 per annum, which if properly expended would be ample to make good roads and maintain them in good condition. Any movement for road improvement must strike at the abolition of statute labor and the introduction of more practical methods of management. The common road must be treated as a channel of commerce, farmers must pay attention to the economic questions involved in cheap transport, and remember that whilst they object to a slight increase in rates by railways they pay lavishly for transport over every mile of a bad road from the farm to the railway station. If it costs \$1 to haul 100 bushels of wheat one mile on dirt roads, and by improving them the cost can be reduced to 20 cents per mile, the price of the wheat is raised accordingly. Many schemes have been proposed. The lecturer favored those which tended to put the construction of roads beyond the influence of local politics. He considers road construction companies composed of influential men in each country, with a well-qualified engineer, would construct good roads and give the best value for money expended; the stockholders all being in the country would have a personal interest in the judicious expenditure of the money, and the work would be carried out more thoroughly than under any of the systems now in operation. The cost of the improvements would be levied on the adjoining property on the local improvement plan, or under a clause similar to chap. 184, section 569, of the Municipal Act, which governs the procedure in drainage matters.

TALLOW'S RISE AND FALL.

There have been such fluctuations in the prices of hog products, and such movements in related interests of all kinds, as to make it worth while to our readers to inquire into the inwardness of these matters. Of course, it was not necessary to learn that there had been a general and unusual advance in pork and lard, in hams and bacon, for the well known reason that the hog crop of 1892 was very short, so generally short that even the vast and compensating sweep of production, which in our country often equalizes the market, did not in this case do it.

But why did tallow and other products of the fatty kinds so closely sympathize with all the incidents of the hog market? Was there a short supply of cattle and sheep? Inquiry does not establish the fact of a short supply, either local or general in these. How then is the very unusual rise in tallow, $4\frac{1}{2}$ to $8\frac{3}{4}$ c., or nearly 100 per cent., and its return downward to $5\frac{3}{4}$ c. to be accounted for?

The answer comes from two sources. First, on account of the failure of the farmers to furnish the usual supply of porkers, for various reasons, such as diseases in the herds of swine, the more profitable marketing of their corn, etc., and an increased demand for fats in preparation of "compound lard" and other articles in which the proportion of lard usually found ceased to appear, indeed, became "small and beautifully less." This increased use of fats as a substitute for lard, both legitimate and otherwise, accounts largely for the increased demand and the consequent upward tendency in prices. But this does not explain the matter fully. To get at the entire secret it would be necessary to know all about the second cause, speculation.

The supply of a certain leading produce is short, and speculation and enterprise are on the alert to win a harvest from this and other fields. Money is to be made, and who shall make it? and how shall it be made? are the questions of interest to the broker, the manufacturer, the jobber and the retailer, not to mention the army of consumers.

So, while the supply of cattle, sheep, etc. is acknowledged to have been about normal, the shortage in hogs increased the demand for other products, and this sent up the prices. Then speculation did its best in manipulating for profit, and still higher prices resulted. Now the retail dealer and the consumer come in with their important part to play and pay. Soap goes higher because makers use tallow. People complain at the change from old prices and fail to find the hidden cause, unless the dealer can take time to find out for himself, and then laboriously to explain to every customer. Well, tallow has been way up for these and other reasons. We have eaten more of it than we probably were aware, and now it is sinking to its normal value. The lessons of the tallow market are not very different from that of other products which from time to time become compensating elements in manufacture and trade.—*Commercial Enquirer.*

DIAMOND CRYSTAL SALT

❖ THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

Lucas, Steele & Bristol, AGENTS
HAMILTON, ONT.

A steadily increasing
Trade is the best . .
evidence that our .
Standard Lines of .
Teas

Mallawalla, Dalukola Give entire
Imperial Congou and Russian Congou satisfaction

Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases.
Dalukola and Imperial Congou and Russian Congou are
bulk (not package) teas, and put up in 80 and 100 lb. metal
lined cases.

If you are desirous of extending your Tea trade order a sample
package and watch the result. We have a perfect system of adver-
tising and guarantee satisfaction. Try it and be convinced.

We are offering Tomatoes, 3's, Ontario and Simcoe,
which are known to be first-class brands, at very low
prices. Write for particulars.

W. H. GILLARD & CO. WHOLESALE GROCERS Hamilton, Ont.

BENS DORP'S ROYAL DUTCH COCOA

COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all
temperate drinks on the World's Fair grounds.

CITY OFFICE, 76 WABASH AVENUE,
Ground Office.

CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bensdorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa,
both foreign and domestic, we unquestionably give BENS DORP'S COCOAS and
CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to
book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSI-
TION at our Soda Fountains.

Yours truly,

COLUMBIAN EXPOSITION SOFT DRINK CO.

E. F. CULLERTON, President.

**Awarded
World's Fair
Contract**

JAMES TURNER & CO.
AGENTS,
HAMILTON.

BALFOUR & CO., Importers of Teas
AND
Wholesale Grocers
HAMILTON

Western Ontario Agents for The.

Irish Mustard

Cherry's Dublin Mustard is guaran-
teed absolute Pure, and sold cheaper
than the compound. Send for Prices.

THE BANANA TRADE.

Ever since bananas became an article of commerce this market has always led in the importation, but during the past several years there has been a growing competition for the rapidly increasing trade, with Philadelphia, Baltimore, Boston and New Orleans in the field, anxious to secure a portion of the business that in the past has been controlled largely by our importers. Bananas are received here from the islands of Jamaica and Cuba, also Port Limon on the Central American coast and Aspinwall. In some of the growing sections the fruit is raised and shipped by owners of large plantations, while in other localities it is gathered by the natives, and brought down to the coast where local merchants purchase the same, and resell to vessels calling for cargoes. The fruit upon arrival here is assorted into three and four qualities, first selections where a buyer seeks to obtain the best that the cargo contains; second, the "first run," a selection of prime green fruit made by the importer; third, seconds a line of fruit in the course of ripening, and fourth, the ripe fruit which must be disposed of immediately, and is usually taken by local venders. The green fruit in large bunches commands most money, and is wanted usually for shipment to distant interior points, or to be laid away for reserved stock by the dealers. The departure of vessels from the various tropical ports is usually made known here by cable information, and those who are to handle the cargoes upon arrival immediately lay their wires for trade by notifying the most prominent buyers of all sections of the date the fruit is expected, and then await responses in the way of orders. The steamer once at the wharf the fruit is discharged rapidly, selections made and shipped, and the unsold portion taken into store to await the sale through chance orders, or local demand.

In certain seasons of the year, though more particularly through the fall and winter months, it frequently happens that cargoes will come to hand, and sufficient orders will not have been accumulated to care for the major portion of the fruit. Under such circumstances the importer finds it necessary to create an outlet, and though at the time some will positively deny the charge, preferring to give the impression that they have found a good market for their fruit, coupled with remunerative prices, they consign their goods to interior dealers, satisfied to obtain the best terms possible so long as the burden of stock is lifted from their hands. Now to return to the subject of competition. No one market, of course, can expect to hold a mortgage upon the trade of the country. New York, as we have previously stated, has led in the importation of this class of fruit, but the shipments to other markets appear to be gradually increasing, and, our local importers claim, to the detriment of the trade. Here there is naturally

a heavy, and perhaps the largest demand for the fruit. The local sale is enormous, but in the past there has always been sufficient stock to supply the necessities of interior customers. With this port holding its own in the way of imports, the various neighboring markets are doing their utmost to rival us as importers, with the result of heavy shipments being received at Boston, Philadelphia and Baltimore. With all four ports competing for the same trade, it is but natural that the market should be kept in a disturbed and unsettled condition. Prices are "cut" to attract the demand, and consignments are made broadcast which serve to check the natural trade, as many interior buyers find it no longer necessary to purchase stock when they can frequently have same in the shape of consigned goods upon application.

New Orleans during the past two or three years has made rapid strides in the importation of bananas. From a few thousand bunches, she has run her annual receipts up to hundreds of thousands, and to-day crowding this market for the trade of the country. The great advantages of the Gulf port is her convenience to the growing sections, and the assistance given by the railroads to the merchants of that city. Did the importers of New Orleans confine their attention to the trade of the West and Southwest, no objection would be raised by those interested in this locality, but when shipments are made from this far-off Southern city up into New York State, and even crossing the border into Canada, our importers consider they have good ground for complaining of the enterprise and ambition of the Crescent City. It is said in the trade here that consignments have been made from that city to Buffalo, and also to Montreal, a fact that many find difficult to comprehend in the face of an Inter-State Commerce law, but we learn upon investigation that it is not alone upon "cut rates" that advantages are gained, but that the railroad companies place no restrictions upon quantities loaded into cars, the rule being pile to the roof without regard to weight, whereas from this market the companies place restrictions upon the quantities to be carried, holding shippers down to what they consider a carload. The railroads South have not an overplus of business, being situated differently in this respect from their Northern friends, hence the former are putting forth every endeavor to increase their traffic, to do which they turn down the Inter-State Commerce laws, taking the chances of being investigated by the authorities. New York is desirous of retaining the trade in bananas, but she certainly is placed at a great disadvantage when the above facts are seriously considered.—N. Y. Bulletin.

Doctor—"Your case is a bad one. Do you smoke tobacco?" Patient—"No, cigarettes."

THE RICE CONTROVERSY.

The New York Bulletin has received the following addition to the pending rice controversy: "New Orleans, April 20th, 1893—Official statement of the rice situation in Louisiana April 1st, 1893: Receipts at New Orleans to date, 1,679,803 sacks rough, equal to 167,980,300 lbs. clean; 5,756 barrels clean, equal to 1,726,800; total, 169,707,100. Estimated interior stock, 150,000 sacks rough, equal to 15,000,000; estimated milled by country mills, 50,000 sacks rough, equal to 5,000,000; shipments to Charleston, Savannah and New York direct (not included in receipts), 55,000 sacks rough, equal to 5,500,000; total crop, 195,207,100. Visible supply, New Orleans stock, 369,527 sacks rough, equal to 36,952,700; 25,318 barrels clean, equal to 7,595,400 pounds; 6,235 barrels brewers, 1,870,500 pounds; total 46,418,600 pounds. Estimated interior stock, 15,000,000 pounds; total supply, 61,418,600 pounds; showing a total distribution of 133,788,500 pounds clean, or 68 1-2 per cent. of the crop, leaving only 31 1-2 per cent. of the crop unsold. Allowing 8 per cent. of the above total supply for No. 2 or 'brewers' rice, would show a supply of 56,505,112 pounds of edible rice, and 4,913,488 pounds of brewers. The reports of sales at the Board of Trade are those made by actual members, and do not include sales made by receivers, who dispose of their holdings outside of the Board, nor sales of country mills disposed of elsewhere. The above figures do not include 10,000,000 pounds of last season's crop milled and marketed with the present crop. The foregoing is the official count compiled by the appointed special committee of the Board of Trade in order to place the true situation before the trade. All other statements greatly at variance with these figures are made through ignorance or for speculative purposes. (Signed) Henry Gehl, J. A. Hubbard, Gordon S. Orme, F. G. Ernst, Committee."

Unless a man avails himself of the opportunities that come to him in life, he may expect no success. Strike while the iron is hot.

Some people never find out that an opportunity is an opportunity until it has turned the next corner.

It is discouraging to learn that blue-bottle flies are abundant in extreme northern latitudes, yet Lieutenant Peary testifies to the fact. He also says he saw bumble bees in latitude 81 deg. 37 min.

Mrs. Growler: "Now, grocer, you have charged me for things I've never had. What do you mean by such items as one handful of raisins, one pocketful of almonds, two mouthfuls of brown sugar, eh?"

Grocer: "It means, Mrs. Growler, that ladies what bring their children with them when they do their marketing has got to pay for all they gets."—Harper's Bazaar.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

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Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

Our lines in **BAKING
 POWDER**
 are

"Snow Drift"
 "Our Cream Tartar"
 and "Crystal"

All Pure and of the Finest Quality.

**THE SNOW
 DRIFT CO.,** BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada, BRANTFORD, ONT.

SEEDS -

Everything for the
 Farm and Garden

Choicest Quality. Closest Prices.

Dealers Requiring

Clovers, Grasses, Seed Grain, Carrot,
 Mangel, Turnip, Ensilage Corn or Gar-
 den Seeds, Oil Cake, Flax Seed, Meal,
 Etc.

Will find it to their interest to
 write us for supplies.

Trade Prices on Application.

The STEELE, BRIGGS, MARGON SEED CO.

(LIMITED).

TORONTO, ONTARIO.

SEEDS

Clover, Timothy
 and Grass Seeds

Samples and Prices upon
 Application.

Wm. RENNIE, Toronto,
 Ont.

Butter Tubs.

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WBLTER WOODS & CO.

HAMILTON.

EXCITEMENT IN SUGAR AT MONTREAL.

The excitement in sugar still keeps up, and many jobbers in Montreal are commencing to ask one another, where is the advance going to stop? Although they admit that the position of refined stock is not yet upon a basis equivalent to that of the raw product, some of them think that speculation has something to do with the frequent jumps that occur as well as the strong position of the raw sugar market. This belief, however, does not check their disposition to buy, for it is generally admitted that the refiners are having all the demand they care about at present. In fact the latter declare that they are not free sellers just at present, intimating as their reason for this that tendency is upward and that consequently they don't care to be bound to any heavy contracts with the possibility of having to make deliveries on a very narrow margin. They are operating very cautiously therefore and it is to this fact principally that the sugar market is not more active than it is. On Thursday last both the Montreal refiners advanced their prices 1-16c. on granulated and 1/8c. on yellows, and before it has actually had time to become established they are talking of a further rise. Advices from the outside certainly afford them strong support. Prices of beet sugar in Europe are to-day £4 sterling a ton above the parity of last year. This is apparently due to the deficient crops both of beet and cane for the present season, and the prevalent drought in Germany, France and Austria checking the growth of the young plants. Cane descriptions of sugar share fully in the advance, indeed advices from Cuba indicate plainly that she leads if anything in the enhancement of prices. Refined sugar follows, and New York was on Tuesday again higher, granulated being quoted at 5 1-16c. London advices quote beet 17s. for April and May, and Hamburg also comes advanced.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man

CONFERENCES ON THE TARIFF.

There was an important conference at the Board of Trade rooms in Montreal Monday morning last, when the Hon. Messrs. Foster, Mackenzie, Bowell, and Ouimet, met delegations from several branches of business, in regard to suggestions about tariff revision. The ministers received no less than seven deputations during the day. The delegates who waited upon the ministers were as follows:

Boots and shoes—Messrs. C. F. Smith, J. C. Holden, H. B. Ames, J. T. Hagar and Geo. Slatter.

Leather and shoe findings—Messrs. L. H. Packard (chairman), J. E. M. Whitney, David Rea, Leslie Dowker, F. C. A. McIndoe, Hector Lamontagne, A. G. Whitney and J. M. Wardlow.

Tanners—Messrs. C. Duclos, E. F. Moseley, P. Galibert, D. Scott, B. Goyer, G. W. Sadler, C. C. Cleveland, M.P. (Danville), J. A. Stevenson and C. T. Shaw.

Wall paper manufacturers—Messrs. Colin McArthur & Co., and J. C. Watson & Co.

Dry goods importers—Messrs. R. L. Gault, E. B. Greenshields, James Slessor, Frank May and A. Leclaire.

Wines and liquors—Messrs. A. J. Gillespie, Charles Masson, James Law, Robert Daglish, W. Stanway and H. Laporte.

Spruce lumber and pulp—Hon. L. Tourville, Hon. J. K. Ward, J. Forman, A. McLaurin and W. Angers.

Of course all the conferences were strictly private. Representatives of the various branches of the iron trade meet the members on Tuesday.

A BUSY SOAP FACTORY.

Numbered among the successful soap manufacturers of the Dominion is the firm of William Logan of St. John, N. B. The works have a capacity of fifty tons per week, and Mr. Logan reports that they are not only running full blast, but are compelled occasionally to work overtime in order to keep pace with the demand. The firm is at the moment pushing the Sterling and Fairy brands of soap. Sterling is a high class laundry soap, while Fairy is principally adapted for use in bath or toilet, and is reputed to be among the prettiest made in Canada. Both these soaps have large sales over the provinces as far west as Toronto. W. J. Forrestall represents the firm in Ontario and L. N. Dobbin in Montreal.

PERSONAL MENTION.

J. A. Milligan, who previously ran a store in Owen Sound, has bought out the general store of J. D. Elliott, Tottenham.

W. G. Ross of Owen Sound was in the city this week, buying supplies for the first boats, goods to be shipped at once, it being expected that the boats will start this week.

Mr. Ross reports open water at Parry Sound, but not all the way through.

Thomas Nicholson of Buffalo, formerly one of Eby, Blain & Co's city travellers, was in the city this week renewing acquaintance-ships.

The trade will regret to learn that Alex. Fisher, of Lindsay, is ill with congestion of the brain. He has been sick since Good Friday.

David Moore seems to have got the sympathy of the trade and of his fellow travellers in the domestic troubles that have fallen upon him.

Mr. Grier of Codbury & Son, cocoa mfrs., is here and is taking a look over the field with Mr. Magor, Montreal, the Canadian representative.

When J. Lockhart Watt of Watt & Scott, Toronto, sailed for Europe a few weeks ago it was chiefly in response to a call from his father who was ill at his home in Ireland and wished to see him. A letter received here a few days ago from Mr. Watt conveyed the sad intelligence that he was too late to see his father alive, he having died four hours before his arrival.

TRADE SALES.

The stock of Howson & Co., general dry goods, Walkerton, valued at \$7,812.03, was sold at 57 cents on the dollar. J. F. Gibson was the purchaser.

F. M. Unwin, crockery and glassware Barrie, assigned to Chas Langley, with a stock valued at \$3,197.85. His stock was sold at 49 cents on the dollar to R. A. Dutton of Barrie.

At Suckling's on Tuesday the grocery stock of J. Beilby, 84 Dundas street, Toronto, valued at \$911.24, and furniture \$280, was sold to Dahl Bros., Orangeville, at 64c. on the dollar.

The stock of J. P. O'Higgins, a London grocer, is to be sold by the assignee this week. As is usual, the bankrupt knew more than his brother grocers and could run his own business. So he refused to join the association or co-operate with its members. Being also a price cutter and not having the delinquent list he got a good many bad accounts. This is the second time he has failed. The association has decided to watch the sale and to bid it in if the price does not go high enough to keep the buyer from slaughtering it.

The Wolfville (N.S.) Acadian of last week contains a half column advertisement announcing the opening of R. Prat's general store in that place. Mr. Prat was formerly a member of the firm of Prat & Collins, that dissolved some weeks ago. Judging from the advertisement in question, Mr. Prat is a live business man. A unique feature of the "ad" is an invitation to the public to drink cocoa with him on the afternoons and evenings of April 29 and May 1.

SPECIAL VALUE In FRUITS

PRUNES---Atlas, in Cases.

VALENCIAS---Fine Off-stalk and Layers.

CURRANTS---Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

**Free
From
Disease Germs**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon
Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon. . . .

Chests, Choicest Tippy Pekoos.

ALSO

Half Chests, Choicest Pekoe Congous.
Caddies, Choicest Scented Orange Pekoos.
Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal



CAVERHILL, ROSE, HUGHES & CO., MONTREAL.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The barque Nightingale, from Liverpool to Halifax with a cargo of salt, has foundered.

It is said to be next to impossible to get second, third and fourth rate clerks in Brooklyn at present.

A \$100 burglary occurred on the premises of J. McKay & Co., general merchants, Lyndhurst, on Wednesday night.

England pays annually for foreign live animals £9,244,589, and for meat, poultry, eggs, butter and cheese, £43,329,207.

Western Pennsylvania farmers report that the maple sugar and maple syrup product in that section breaks the record.

The Kerr Vegetable Evaporating Co., Canning, N.S., have an order for \$2,000 worth of goods for Alaska, to be shipped within a month.

If the grumbling grocer would pay less attention to bazaar stores and more attention to his own business, he would never know whether his "horror" sold groceries or gooseberry bushes.

Out of a total of 74,000,000 bushels of grain shipped last year from the port of New York alone only the paltry aggregate of 175,000 bushels was carried across the ocean in vessels of American register.

Mr. S. Benson, the well known fish dealer, expressed a consignment of fresh fish to Buffalo on Tuesday, the first shipment of the season. Mr. Benson is one of the largest buyers on the Bay of Quinte.—Tribune, Deseronto.

The Dominion trade returns for the nine months are very encouraging. The exports last month increased \$2,500,000. For the nine months they are \$4,060,000. The imports for the nine months show an increase of \$6,021,000. In the same time the duty increased \$1,318,000.

Eggs are packed in layers in a suitable wooden or metallic vessel, all the intervening spaces being filled by pouring over each layer a thick fluid mixture of lime, litmus and water. It is claimed that under these conditions eggs will remain good for nine to ten months.

A gentleman in Pennsylvania claims that he has eaten in the last twenty years 3,650 pies. His regular consumption has been half a pie each day. He

declares that he has never known what dyspepsia is like, and his neighbors and townspeople say he is a man of truth and veracity.

Ceylon has wonderful resources as a producer of marketable things. Its teas are unsurpassed and its coffees hard to excel. The island has 9,000 acres in pine-apples, 28,000 in bananas and numerous fine orange groves. In one district the latter fruit is said to thrive remarkably without any care.

It was stated in last week's GROCER that the Patron store at Ballycroy had been compelled to go out of business on account of the Patrons of Industry forsaking him. This was a mistake. It should have read, Palgrave. There is only one store at Ballycroy and that is kept by J. McClelland.

A joint stock company has been formed at Quebec to carry on the industry of canning sardines, and is the first attempt of the kind in America. The company, which will do business under the name of L'Union Sardineere du St. Laurent, has a capital of \$100,000, and expects during the coming summer to put up fully a million tins of the little fish.

Thieves visited McLaren's general store at McLaren's Depot, on the K. and P.R., on Saturday night and secured \$1,000 from the safe, which was broken open with dynamite. They also carried off a considerable quantity of dry goods. The burglars then took a hand-car, ran it down to Sharbot Lake, and boarded the C.P.R. eastern express. They have not yet been traced further.

The following ingredients are made into a stiff paste with water: Pure mustard, 1 pound; table salt, 2 ounces; castor sugar, 2 ounces. After the mixture has stood twenty minutes two tablespoonfuls of tarragon vinegar and the same quantity of Worcestershire sauce are stirred in, when the mustard is ready for use. The preparation is covered by an English patent.

In a review of the United States fruit crop, the N. Y. Bulletin says that strawberries give a fair promise. Blackberries are not doing very well South, and advices from Maryland, and more southerly points are to the effect that growers believe the crop will be almost a failure, except for the early harvest variety, or wild berry, which looks promising. The outlook for peaches is very favorable, and unless all indications fail the crop will be simply immense.

Mr. John Cameron, general agent of the McLean Company, trade journal publishers, Toronto, called on The Gazette on Tuesday. The company he represents are extensive publishers of journals devoted to the interests of the various branches of trade and supply information in the different branches of dry goods, hardware, etc., which proves of great value to dealers. The general

agent is peculiarly adapted for his present calling, and is meeting with gratifying success.—Gazette, Picton.

It costs something to live and a good deal to die; in fact, everything costs, says a bright exchange. Someone estimates that getting born costs the people of the United States \$250,000 annually; getting married, \$300,000,000, and getting buried, \$75,000,000. It might be added that getting drunk costs the people of the United States more than \$900,000,000 annually, or over one and a half times as much as getting born, married and buried, and more than all the bread and meat consumed in the nation.

Not even bad eggs are laid in vain. Years ago those that had survived their culinary usefulness were of no value to dealers, who used to pay garbage collectors to take them away. Nowadays bad eggs are almost a regular article of commerce. The yolks can be so treated as to make a most valuable dressing for kid and other fine leathers. Instead of paying to have bad eggs taken away, the dealers sell them to the makers of this dressing at a fair price. Large quantities of this egg yolk dressing are exported to Europe.

A novel method of advertising was hit on by a Tennessee storekeeper. He advertised that on a certain day he would have a large photograph of his store taken, and people from the surrounding country were invited to be present. He further announced that every one whose face appeared in the picture would be entitled to a free copy. The result was the biggest sort of an opening. In order to get a copy of the finished picture each person was obliged to call a second time, and upon such an occasion would be apt to buy something before leaving.

The North Sydney Herald says: There are many people in our own Dominion who have little or no idea of the magnitude of the grape-growing industry and wine manufacture in Canada. The following facts, taken from statistical records, are authentic: (1) There are at least 5,000 acres of land planted in vines,



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

"The truth, the whole truth, and plenty of it."



BENSDORP'S ROYAL DUTCH COCOA.

PURE-SOLUBLE-DELICIOUS.
COMPARISON PROVES SUPERIORITY. TRY IT.
SOLD BY ALL GROCERS.

Free Trial Sample on receipt of address by
STEPHEN L. BARTLETT, Importer, Boston,
and ourselves.

.. 80,000 ..
POUNDS OF
Bensdorp's Cocoas, Etc.

Is a large order to be given at one time but this enormous quantity was ordered for the World's Fair on March 9th.

We are not surprised as the "Royal Dutch" Cocoa is without a question of a doubt the finest, most palatable, and most nutritious Cocoa on the market. It pleases the consumers and what pleases them pays you to handle.

Take Our Word for It, Our Large Trade proves
that our contention is correct

IT IS THE BEST



EBY, BLAIN & CO.,

WHOLESALE GROCERS, TORONTO ONT.



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

capable of producing one million and a half gallons of wine. (2) Ontario alone has an area suitable for grape culture at least equal to the present area of the vineyards in France. (3) There are about 4,000 people directly or indirectly interested in grape growing and wine making.

Robt. A. McGuinness, a Liverpool egg importer, in an interview with the Montreal Trade Bulletin, stated that Prince Edward Island and the other Maritime Provinces ship considerable quantities of eggs to England, which are of very good size and quality and much appreciated. Mr. McGuinness is now on his way to the egg sections of Ontario, and he advises shippers using the large cases of 120 dozen capacity, to pack the eggs in three layers instead of four, as has hitherto been done. By this means they get better ventilation and are preferred by buyers. To be adapted to this change the cases require to be made less deep but wider. Eggs should be packed in nice bright and sweet oat-hulls and never in straw, unless it be kiln-dried.

DRY GOODS.

(From the Dry Goods Review.)

The week has been almost uneventful except as regards millinery. The millinery houses made an extra display on the 24th and following days, and a huge trade was done in summer fancies. This had a strong effect upon the dry goods trade, and the trade, which has been a poor average brightened up considerably. This is a season when the parcels are not large because dealers are well stocked for spring trade. But spring goods are being called for from city dealers, and from the larger dealers in the towns. These orders are repeats of the best selling lines. Summer goods are being enquired for, but the orders are not bulky. Dealers are sparing in the attention bestowed on these lines. Fall samples are having a similar experience, most retail dealers declaring that they will not place orders at present. The wholesale dealers in knit underwear, top-shirts, grey flannels, etc., have placed the bulk of their orders and settled the styles for the fall. Grey flannels are the only line which promise to rule lower, and even in these a lower price seems to be obtained at the expense of quality.

A feature of the week has been the firmness in prints. The advance reported from Manchester will have an effect on prices, and few cuts will be secured by the retailers. Repeats can only be obtained at advances, and this will have the effect of making good English prints scarce towards the close of the season.

NOTES

W. R. Brock & Co. have had numerous repeats of their popular lines of dress goods. They report an extensive sale in shot effects and whipcords.

Gordon, Mackay & Co. have opened up to-day ten cases American Indigo prints

which they guarantee absolutely fast color. This will be of interest to those merchants who have bought some of the numerous navy prints on the market which have proved unwashable.

W. R. Brock & Co. have opened up a case of frillings in a number of popular styles and prices. This includes ostrich, chiffon, Lisse, and other styles. Three cases of handkerchiefs has been added to their stock, including plain linen, cambric, hem-stitched and colored borders. They now show a thoroughly complete stock in this department.

Colored hose for ladies and misses in both cotton and cashmere will be largely used this season. Gordon, Mackay & Co. are showing a fine range of these goods to match the various shades of tan shoes, also assorted greys and cardinals, put up in boxes containing half dozen pairs and guaranteed fast colors.

John Macdonald & Co. are making a strong effort to keep all classes of their stock in full range for the sorting trade. This is a feature of trade which they take special pains to uphold, and a dealer is always sure of an excellent range to choose from, just when many houses are without a full stock. In staples, such as cottons, flannelettes, prints, linens, cretonnes, etc., they have excellent ranges, and in some lines special prices.

W. R. Brock & Co. have just received a large shipment of French and German Balbriggan underwear. One line has been purchased under special circumstances and can be retailed in all sizes at 50 cents each. They have just passed into stock several cases of Irish Pointe, Guipure, fancy cotton and other laces. Veilings and lace curtains are also opened up, being repeats of popular lines. They have been very successful with the lines they have shown this season.

Wyld, Grasett & Darling have been opening up some drives in fancy sateens, art furniture sateens, and cretonnes. These goods they claim to be offering at less than regular prices. They are also showing some very attractive lines in pink, cream, and indigo-blue blouse-cloths. In prints they have some very striking novelties just to hand. Some prime values in linens are also being offered. These include tablings, glass cloths, towellings, etc. In dress goods some navy blue serges are being shown and also plain cashmeres. These comprise all the latest novelties in weaves and shades.

Alexander & Anderson have received a large repeat of imported prints which are being sold at old prices. These orders had been placed before the recent advance in Great Britain and on the continent, and will be sold at old prices. Scarce shades in venetians have been filled up; these include fawns, browns, slates, navys, etc. English flannelettes in great range have just been opened up. They report a strong demand for these very popular goods. They expect to show in a few days a shipment of all wool French delaines in black grounds. These will be worthy of inspection on account of the latest patterns and designs being included. They have also received shipments of celebrated black wool cashmeres, making the range in this line of goods complete at present. Colored Henriettas, such as cardinal, garnet, navys, and other scarce goods have been repeated several times, and still are in good demand.

John Jamieson & Co's LOCHFYNE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
England.

Also at

Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal.
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are firmer at 11½ to 12c.; Butter is also
firmer at 18 to 21c.; Cheese 10½ to 11½c.; Dried
Apples easy at 4½c.; Green Apples in demand at
1.00 to \$2.00; Beans 1.30 to \$1.50; Honey 8c. for
Clover, 5c. for Buckwheat; Pure Maple Syrup
90c. for imperial gall.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.60. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN —

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.

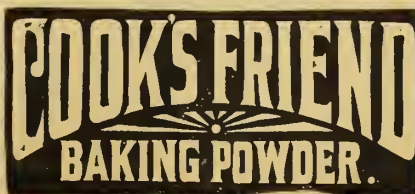
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SOHRT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, April 27, 1893.
GROCERIES.

Trade exhibits some improvement this week, although it is slight, the movement of merchandise still being small. The country roads are in a little better condition, and to this is doubtless largely attributable the slight improvement in business. Travellers' reports are more satisfactory. If there is one line more than another that shows the most improvement it is canned goods, but even here the wants are confined to small lots at well maintained prices. Coffees are without change here, and the outside markets are recovering from the recent slump. Dried fruits are meeting with a little better enquiry. A fairly good business is being done in spices, while rice continues quiet and unchanged. Sugar is quiet and firm at the recent advance. Syrups and molasses remain without change of any description. Teas seem to be, if anything, in rather better demand, but the movement is still light. No complaints are heard regarding payments.

COFFEES.

Trade here continues quiet and without special feature to note. The outside markets have recovered considerably from the recent drop and are now characterized by an upward tendency. Advices from New York state that good Rio grades are scarce and hard to obtain and command higher prices. The declines have been altogether in the lower grades and these have regained more than one-half what they lost. On Monday the market in New York was about $\frac{1}{2}$ c. above that of Saturday. During the decline last week, futures dropped 65 points and spot $\frac{1}{2}$ c. a pound. The local market is still bare of good coffees and prices are unchanged. We quote: Rio 20½ to 22c., East Indian 27 to 30c., South American 21 to 23c., Mocha 26 to 30c., Santos 21 to 22c.

DRIED FRUIT.

A slightly improved enquiry is reported in this line, but it is not much to boast about. No special feature has developed and prices rule steady. Valencia raisins are meeting with a little better demand, that is for the better grades. Prices remain as before. The ruling price for good off-stalk fruit is around 5c. with medium going at 4c., fine at 6c. and selects in 28 lb. boxes at 7c. We quote layers at 7 to 7½c. in boxes. Demand is fair for currants. There are no changes and nothing special to note beyond the fact that outside advices would indicate a short crop

next season and the consequent higher prices. There is very little good fruit here. Finest Vostizzas sell at 9 to 9½c. in cases, Patras at 6½ to 7c. and Provincials at 5½ to 6¼c. in barrels and half-barrels respectively. A few cases of prunes are going out at 7½ to 8½c. for Bosmas in cases. Dates are not much wanted and good Hallowses sell at 5½c.

NUTS.

Demand in this line is light. Brazil nuts are firm at 11 to 11½c. a pound. Sicily shelled almonds have advanced and we quote 32 to 35c. a pound; unshelled sell at 16 to 17c. Peanuts are unchanged at 13 to 14c. for roasted and 11 to 12½ for green.

RICE AND SPICES.

The demand is still light for rice, buyers holding off in anticipation of lower prices when the new crop arrives, which will probably be in another month; 3½c. is still the idea for ordinary.

Spices are in fairly active demand for all grades. Whole ginger is quoted at 20 to 25c., pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

Prices are fractionally higher than a week ago, and the market is strong at the advance. New York gained 1-16c. on granulated Monday. The demand on the Toronto market is light, being for small lots only, and there appears to be an absence of any speculative tendency. Granulated sells at 5½ to 5¾c., but the outside figure is the price most quoted. In yellows the range is 4½c. for dark, 4¾c. for medium, 4½c. for bright, and 4¾c. for cream. The refiners are strong in their views, and one of them was on Tuesday quoting 5¾c. for granulated laid down here. Cables to Willett & Gray of New York report stocks in six principal Cuban ports on April 18 at 224,000 tons, and crop receipts at same ports to April 11 559,625 tons. This authority reduces former estimates of the Cuban crop to 800,000 tons against 975,000 tons last year, a decrease of 18 per cent. They also say that it may be noted that in 1892 some 30,000 tons of sugar were made in the United States from imported Cuban molasses, while this year 5,000 tons will probably cover the quantity, the remainder being manufactured in Cuba and appears in the estimate. This is a difference of from 20,000 to 25,000 tons manufactured in the United States, as well as 15,000 extra stock in Cuba at the beginning of 1892 from the preceding crop, making a total deficiency of supplies of 35,000 to 40,000 tons available from crop over and above the figures of the crop shortage.

SYRUPS AND MOLASSES.

Syrups are not by any means moving fast, but prices are steady at 2 to 3½c. in barrels and half-barrels. Molasses quiet, with New Orleans selling in barrels and half-barrels at 30 to 32c.

TEAS.

A slight improvement has developed in the demand during the last few days. The increase is principally in Ceylons, Indians, and Assams. There has been some enquiry during the last few days from the States for low and medium, and samples have, in response, been forwarded. The next six weeks or two months are expected to be marked by considerable activity. THE GROCER some weeks ago published a statement, received through a local house, in which it was stated that the Japan market was expected to open earlier than usual, but these calculations have since been knocked out by adverse weather conditions. A few

days ago Mr. Dallas, who represents Muor-ylan, Heeman & Co., of Yokohama, the largest shippers of Japan teas, received advices stating that the season will open about same time as last year, possibly a week later, the weather not being so favorable as expected at first. The first teas are high-priced and the second crop of medium and fine won't arrive here for the next three months, and then only in small quantities.

BUTTER AND CHEESE

The butter market is in better shape than a week ago. Receipts were rather light some days ago, but they are now getting more liberal. Receipts are still confined to large rolls there being practically no tubs arriving. Rolls selling from about 17 to 18c. seem to be most in demand, although for the choice article prices run as high as 20c. There are no creamery tubs on this market and the supply of pound prints is limited. The latter sell as before at 24 to 25c. Not much creamery is being made, preparations being made for cheese making, which begins about May 1. Some of the cheese factories have already begun operations.

The cheese market continues dull. There is no export demand and offerings are in consequence larger than the trade can take care of. Prices are easy at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—Much about the same as before. Car lots of good medium hand-picked could have been obtained at \$1.35, and \$1.50 is the price jobbers are asking for a similar bean; inferior quality can be got at almost any price.

DRIED APPLES—Continue dull and easy. Most jobbers are not inclined to pay more than 4 to 4½c., while the selling price ranges from 4¾ to 5c.

EVAPORATED APPLES—Not much doing. Small lots are selling at 9 to 9½c., and probably this price would be paid for car lots, that being the only kind that seems to be wanted.

EGGS—If anything the market is a little steadier, although the demand is still light, but receipts are not large; 11 to 11½c. is the idea.

HONEY—Demand is still light. Sales of lots of good strained honey are reported at 7 to 8c., while for the ordinary dark article there seems to be no quotable value, dealers seemingly being glad to take what they can get.

POULTRY—Scarce and wanted, with chickens quoted higher at 80 to 90c. Turkeys are unchanged at 13 to 14c. a pound, and geese at 8 to 10c. a pound.

POTATOES—Dull and easy; 80c. seems to be about the idea for carlots on track; lots out of store are generally quoted at 90c., but they can be picked up here and there from farmers' wagons at much lower figures, some being thus obtained as low as 75c.

ONIONS—Quiet and unchanged at \$2 per barrel for red and \$2.50 per barrel for yellow.

HOPS—The feeling is dull and unsettled, 18 to 20c. seems to be the jobbing price of 92's, while for yearlings 14 to 16c. is quoted.

HOGS AND PROVISIONS.

The feeling is steadier in hogs at the moment, prices ranging all the way from \$7.25 to \$7.50, and packers are taking all that come in at these prices. Hog products seem to be a little steadier, and stocks of lard on this market are not large.

BACON—Long clear 10½c. Smoked backs are 12½ to 13c., bellies 13½ to 14c., rolls 10½ to 10¾c.

(Continued on page 20.)



NOTHING BUT THE BEST

Nothing but the best quality of Spices and Vinegar is used in the preparation of "Kent Pickles." To that fact is due their uniform high quality and the rapid increase in our sales. When you buy "Kent" Pickles you know you are getting the best.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish

Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.

L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND



PICKLES are in great demand. Sales increased last year 79 per cent.

Three months this year, 121 per cent.

No grocer should be without them.

Order from our Travellers, or write to

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

The Lakeport Preserving Co.

Have sold out their large pack of

Tomatoes, Corn, Peas, Beans,
Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving weekly and Fine Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Wholesale
Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.



Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.

THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

CANNED GOODS.

TORONTO.

Some improvement has developed in this line during the week and a good healthy sorting up trade is being done. Tomatoes are meeting with more enquiry and there is less disposition to sell at lower prices. This increased demand is likely to be maintained for sometime, being as it now is on the eve of the opening of navigation. The demand is for the better brands selling at 95c. to \$1.00, but we quote the range at from 85c. to \$1. Reports have just been received here stating that recent shipments made to Liverpool have netted a better profit than could be obtained here for five and ten case lots. The price netted is said to be equal to 93c. here. In consequence of this a Toronto house has decided to send another carload. Peas are also in better demand than a week ago, and prices range as before at from 85c. to \$1 for ordinary and \$1.45 for sifted. Corn is in decidedly better request than a week ago, and while there has been no advance in prices they are firm at 85c. to \$1 for ordinary and \$1.25 for extra, the principal demand being for the dollar goods. Beans quiet and unchanged at 90c. to \$1. Salmon is in active demand considering the time of year. This applies more particularly to the better class of fish, ranging in prices from \$1.55 to \$1.65 for talls and \$1.70 to \$1.80 in flats. Of course lower goods are to be obtained, and a light pink can be got around \$1.30. As the present demand is likely to continue a hardening of prices is expected shortly, on account of the lightness of stocks. In lobster, the demand is active for the better grades; \$2 to \$2.10 for talls and \$2.50 for flats is about the idea. There is not much doing in sardines and prices are unchanged. Peaches remain much as before at \$2.10 to \$2.25 for 2's and at \$3.25 to \$3.75 for 3's. The demand that sprung up a couple of weeks ago for peaches continues brisk at \$1.45 to \$1.55. A good many canned apples are being exported and that keeps stocks light and prices firm. Local demand for this line is light and prices are unchanged at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Demand for other fruits is slack.

MONTREAL.

There is no demand for canned goods worth mentioning. Some of the wholesale houses are moving out small lots of tomatoes and other vegetables at about cost, but the market as a whole is extremely dull.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches :

MONTREAL : 17 St. Nicholas St.

TORONTO : Wright & Copp, 40 Wellington St. East.

WINNIPEG : E. W. Ashley.

MARKETS—Continued.

HAMS—In good demand and firm at 13c.
LARD—Pure Canadian is 13 to 13¼c. in tubs, 13 to 13½c. in pails and 12½ to 13c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

DRESSED MEATS—Beef fores are 4½ to 5½c., hindquarters 6 to 8½c., veal 8 to 9½c. lamb 8½ to 9½c.

GREEN FRUIT.

There has been a falling off in the volume of business in this line owing to the cold weather. The demand for oranges lighter, more attention being given to bananas, the demand for which is heavy. Advices from California say stock of oranges is getting light and that higher prices are looked for. Receipts of bananas during the past week have aggregated some fourteen cars. There are a few strawberries on this market and they sell at from 23 to 25c. a box. Pine apples continue in demand and lemons are selling freely. There is not much demand for apples and the few wanted are generally supplied by the farmers. There is a little improvement in the English market but not sufficiently so to warrant any exporting being done. We quote as follows: Oranges—Valencias \$6.00 to \$6.50 per case; ditto, Jumbos, 8 to \$8.50 per case; Floridas \$3.25 to \$4 per box; Messinas and Palermos \$3.25 to \$3.75 per box; California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.75 to \$4.25; lemons, \$3 to \$4; bananas, \$1 to \$2.25; pineapples, extras 25c., No. 1 18 to 20c., No. 2 13 to 15c., No. 3 9 to 11c.; apples \$1 to \$2 for ordinary, while fancy brings a little more.

MAPLE SYRUP.

There is a good demand for maple syrup, but sugar is not selling very fast. While supplies are not large they are bigger than anticipated ten days ago. Syrup is quoted lower at 75 to 80c. in tins, and 85 to 90c. per imperial gallon in kegs. Maple sugar is dearer, being now quoted at 9 to 9½c. a pound.

FISH AND OYSTERS

All fresh fish are scarce, and the market is in consequence dull and featureless, without any change in prices. We quote as follows: Manitoba whitefish, 7½c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; ciscoes, \$1.35 a hundred; finnan haddie, 7½c.; perch, \$2 to \$3 per hundred, as to size; suckers, \$3 per cwt.; blue back herring, \$2 to \$3 per hundred; oysters, \$1.20 to \$1.25 for stds., and \$1.75 for selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES—There is a fair demand for all well-selected buffs and prices are steady. There is no accumulation of stock in this market, but in the country there is an accumulation owing to there being so many grubby and No. 2 hides. This kind of stock is neglected. For good selections 5¼c. is the idea, but car lots would probably go at ¼c. less, with a large proportion of No. 2 selling at 75c. to \$1 per cwt. lower.

SKINS—Calfskins are weaker, and the price has gone down from 5 to 10c. per skin, and there are expectations of a further decline, as this class of stock has been selling

SYMINGTON'S

COFFEE
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR

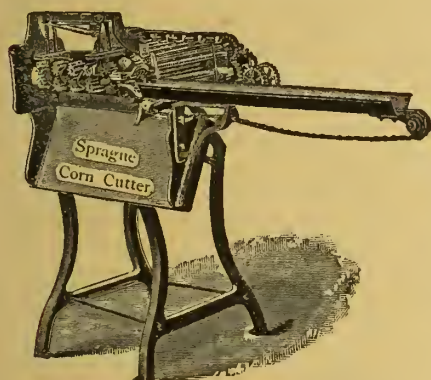
Oranges } Just
Lemons } Received
Bananas } Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1766

TORONTO



DANIEL G. TRENCH & CO.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

GRIMBLE'S ^{English Malt} **VINEGAR**
Six GOLD Medals
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

STERLING
SOAP :::

THERE is no end to the good
things grocers and con-
sumers are saying about
our STERLING SOAP. If quality is
considered worth anything, STER-
LING is the cheapest SOAP because
it is the BEST.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

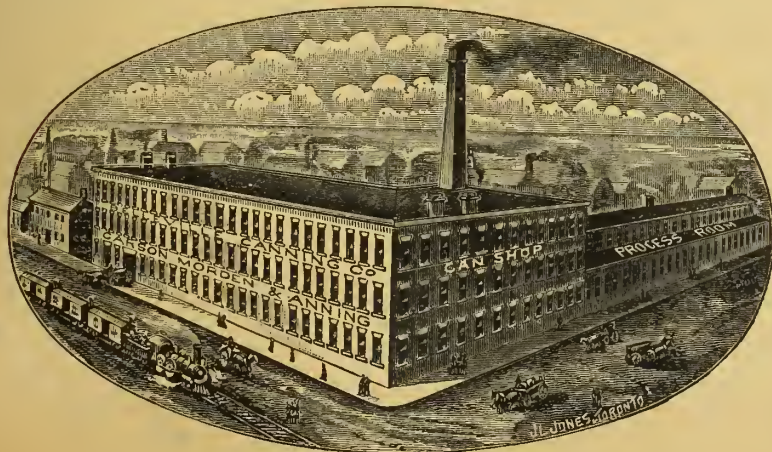
PACKERS OF THE

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and clean-
liness, and as we are on the market to stay we will only
put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



MARKETS—Continued

too high compared with the price of the articles into which it is manufactured. Jobbers are paying 7 to 8c., and are selling selects at an advance of 1c. on these figures. There are not many sheepskins coming in, and prices are nominal at \$1.35 to \$1.45.

TALLOW—Market is demoralized. Jobbers are selling good prime rendered tallow at 6c. a pound. All they are offering is 5 to 5½c., but they do not seem to be getting any at these figures. Rough is unchanged at 2½c.

WOOL—The market is quiet, and the excitement consequent upon the upward tendency of prices at the sales in London has subsided. Business was checked for the moment, as most of our manufacturers had good stocks of wool and were looking for a decline instead of an advance. The mills are running day and night. Prices in all tweed, flannel and blanket wools are well maintained. Fleece wool is nominal at 17 to 19c., clothing 25 to 26c., Canada South Down 27 to 28c.; white Indian, suitable for blankets, 17 to 19c., gray East Indian 11 to 13c., B. A.'s white clothing 32 to 34c., cross breeds 26 to 28c., Canada extra 25 to 27c. Canada super is scarce and good selection would readily fetch 23c.

SEEDS

Trade generally is quiet. Red clover is quoted 15c. per bushel lower. Alsike is scarce and higher. A good jobbing trade is being done in timothy, but prices are lower in sympathy with the Western market. Prime red clover is quoted at \$8.70 to \$8.85, extra choice \$8.85 to \$9, and \$9 to \$9.15 for Mammoth or Large Lake. Alsike runs all the way from \$7.80 for good to \$8.90 for choice. Timothy sells at \$2.45 to \$2.50 for choice, \$2.53 to \$2.65 for extra, and \$2.65 to \$2.80 for unhulled flail threshed.

PETROLEUM.

The Petrolea Advertiser in its weekly report, says: "During the past week there has been very little change on the face of matters in connection with the trade. The demand for crude has not grown any brisker, but though there is no excitement to be seen there is yet a fair, steady trade going on just the same. The Imperial Oil Company are taking in most of the crude and prices range about \$1.15 f.o.b. Imperial Co.'s refinery. What the future may have in store for us can only be a matter of conjecture; there are so many circumstances liable to arise, the influence of which may work entirely antagonistic to the general desire, that it would be folly to prophecy on the matter. The indications at present all point to a lively trade, and good values this fall, and there seems to be a general disposition among holders of stock to believe that such will be the case." Refined 10c. in barrels, and 7½c. in bulk.

MARKET NOTES.

Smith & Keighley are in receipt of a fresh supply of fine Bosnia prunes.

Davidson & Hay report the arrival of Roberts' jellies and creams.

Sloan & Growther are in receipt of two car loads of fine red salmon, Britannia brand.

Advices received from New York by Warren Bros. & Boomer state that the coffee market there, after a short period of inactiv-

ity, is again firm in response to an advance of 1 to 1½c. and that another similar advance was anticipated when buyers from the west came in.

Clemes Bros. have just received three cars of bananas, among which is a car of fancy firsts.

Perkins, Ince & Co. report having received a small shipment of choice autumnal flavor Darjeeling tea.

Perkins, Ince & Co. have a choice Assam orange Pekoe which they consider exceptional value.

Sloan & Crowther have received fifty cases of Morton's fresh herrings in tall tins. The stock is excellent.

Enquiries for samples of low and medium grade teas have been received on this market from the States.

Sloan & Crowther have received a line of 500 quarter-boxes of layer Valencia raisins, "Golden" brand, which are selling rapidly.

Eby, Blain & Co. report the arrival of 77 cases of Batger's (London, Eng.) table jellies, jams and university marmalades.

Detroit jobbers are selling sugars on a combination price, and are making a profit. Chicago and Eastern houses do not attempt to cut them out.

Some satisfactory sales of Canadian canned tomatoes have been made in Liverpool and another shipment is now being made from Toronto.

A cable from Liverpool to Lockhart Watt & Scott quotes Valencia oranges higher at 17s. and Egyptian onions lower at 9s. The same firm also received a cable from Messina announcing a stiff market and advance in shelled almonds.

"I am a bull on medium and low grade Japan teas," said J. F. Eby. "I believe they will be very scarce before the new crop will be here, and I would not be surprised if we would see prices a cent higher. We will not have new teas for three months, and these will be high priced. Low grades will not arrive for some time later. The stocks in Chicago and New York are light. They bought from us last year and may again this."

A contemporary, referring the products of E. Roberts, the well known English confectioner, says: "We should like to make special mention, in closing, of Mr. Roberts' invalid and table jellies, and of his Royal (patent) table cream. These are all extremely delicious. They are prepared for the table instantly, and are remarkably cheap. We commend them to the notice of all who wish to please their families or their guests, and especially to proprietors of restaurants and those who have the management of railway refreshment rooms."

MONTREAL MARKETS.

MONTREAL, April 27, 1893.
GROCERIES

Taking the grocery market as a whole the week has been a quiet one, for all the jobbers complain that the country roads are almost impassable, especially in some of the Eastern sections of Ontario and throughout Quebec. This interferes with the actual movement at the moment, but future prospects seem to be encouraging on the whole, and this week the trade has given indications of a little more activity in a general way. The fact of inland navigation opening up shortly means more business for all the houses here have been flying orders for shipment as soon as this occurs for some time back. The tone of values on all the leading staples is as firm as ever. The notable feature in this connection has been the further advance in sugar, and it is more than likely that prices on it will go still higher, for refiners are not free sellers at the moment. Teas are firm, and have furnished a limited turnover. Coffee has been unsettled in New York, but the fact has not affected prices here as yet. Spices are firm and unchanged. The molasses market is unsettled for the reason that holders in the Islands will not make buyers here a firm offer. Payments are generally reported as favorable.

SUGAR.

The boom in sugars continues, another advance transpiring on Thursday last of a sixteenth of a cent in granulated and an eighth of a cent in yellows, and the demand is active at the advance, but refiners, in the face of the strong and advancing raw markets, are refusing to accept large contracts. We now quote refiners' prices for round lots firm at 5c. for granulated and 4 to 4 1-2c. for yellows, and it is possible that there may be another advance on this basis before the week end. In fact, if our market here was on an equivalent basis with the ruling figure in New York granulated would be selling at about 5 1-4c., for latest advices from that market said that the price there was 5 1-16c. In raw advices from all primary centres reflect continued strength. London cables quote beet at 16s. 3d., for April, and 16s. 4 1-2d. for May, Java 17s. 9d., and fair refining 15s. 9d. Business in centrifugals has been done at 4 1-16c., cost and freight New York, which is equal to 4 3-16 Montreal.

SYRUPS AND MOLASSES.

The molasses market is strong, and holders at the Island refuse to make any firm offers to importers here, the most recent idea being 19c. f.o.b., but we cannot learn that any business has been done at this basis. All accounts now agree about the crop being smaller than was expected. On spot values are firm at the figures quoted last week, viz., 33 1-2 to 34c. The market for syrup is dull, and values are more or less nominal at 13-4 to 2 1-4c. per lb. for Canadian in wood, and 18c. to 20c. per gallon for American.

TEAS

The tea market rules quiet, but there have been one or two round lots of Japans moved during the week at about former prices, which we quote as follows: Low grades, 13 to 14c.; good to common, 15 to 18 1-2c.; fine 19 to 21 1-2c., and finest 23 to 31c. Greens rule firm under a fair enquiry, and business in fair quantities of gunpowders has

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

FLOUR AND FEED.

TORONTO.

Flour market continues to rule dull, and there is so much wheat in sight that millers have not the heart to buy. Mill feed continues quiet and easy. Oats are higher.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.40; strong bakers' \$3.80 to \$4.10; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.75.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.40; Manitoba strong bakers' \$3.85 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.70 to \$2.85; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$15.50, do (on track) \$14.50 to \$15, shorts (ton lots) \$16, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33 to 34c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The expectations of a recovery in prices of flour from the low level which they have occupied have not been fulfilled, for when it comes to the question of making a sale the actual basis is generally as low as ever. Winter wheat \$4.00 to \$4.25; spring patents \$4.20 to \$4.30; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4; strong bakers' \$3.75 to \$4.00.

SITUATION WANTED.

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address **BROKER**, care of this paper. 19

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—MANITOBA AGENCY. A MANUFACTURING firm supplying the retail trade direct, who has a resident agent in Winnipeg, who is a first-class man and has travelled over territory between Winnipeg and Rocky Mountains, want to hear from one good concern, who want to be well represented in that district. Apply A. CANADIAN GROCER. 18

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

CARD'S CELEBRATED Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbound, Ralston & Co., Montreal; Bates & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
GUELPH

The Western Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal, also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands

ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.

All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

MONTREAL Markets Continued.

transpired at 15 to 21c. Blacks have not furnished any business of importance and are steady at former rates.

Cables to importers here from Japan state, as we have intimated before, that the new crop will open much later than expected. In fact, instead of the market opening the first week in April, it will be fully the first week in May, and the quantity to be offered is expected to be about the same as last year.

COFFEES AND SPICES.

The market here continues steady, despite the unsettled feeling elsewhere, and some business has transpired during the week. Sales of Maracaibo have been made here at 20 1-2 to 22c., and Rio has changed hands at 19 1-2c. We quote Jamaica, 19 to 20c.; Maracaibo, 21 1-2 to 22c.; Rio, 19 to 21c.; Java, 24 to 27c.; and Mocha, 25 to 28c., these prices being for strict wholesale lots.

Advices from New York, however, to brokers here state that the market there is in a very unsettled condition owing to the failure of a large coffee firm who have branches in several European cities.

Spices continue firm, business transpiring of moderate dimensions at the prices given by us last week. We quote: Black pepper, 8 to 9c.; Pimento, 6 1-2c.; nutmegs, 50 to 52 1-2c. to \$1.

RICE.

There is no change in rice, a fairly good business moving, the sales, however, being generally of moderate quantities. We quote: Standard, \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina, \$7.50.

DRIED FRUIT

A moderate business has transpired in Valencia raisins during the week, sales of good common off-stalk being made at 4 to 4 1-4c., and of the cheap trash at low as 3 1-2c. We quote first Valencias at 4 1-2c., common 4 to 4 1-2c. There has been some small enquiry for layers, also a few round lots being turned over during the week at 5 7-8 to 6c. Currants are quiet, and there must be very little money in them at present prices, which rule at 5 to 5 1-2c.

GREEN FRUIT.

There is little doing either in oranges or lemons, as everyone in the trade is holding off for the big auction sales. The ice has not cleared out of the Cape Rouge narrows yet, and until it does the Charington can not come up. We quote oranges: Floridas, \$4 to \$4.50; California, \$2.25 to \$3; Messina, \$2.50 to \$2.75; Valencias, \$5 to \$5.50; blood oranges, \$2.25 to \$4. Lemons: Fancy, \$2.75 to \$3; and common to good, \$1.50 to \$2.

Strawberries are selling well at 25 to 30c. per box in lots of a dozen crates to jobbers.

Bananas are quiet, receipts being fair. First rule at \$2.25, and seconds at \$1.50 to \$2, with common at 75c. to \$1.25.

FISH.

The season is now fairly over for pickled fish, and prices are purely nominal. In fresh fish a few lots of B.C. salmon have arrived by express, and are selling at 18 to 20c. by the case. Haddock are quiet at 3 1-2 to 4c. per lb.

BEANS.

The market is quiet and steady at \$1.60 to \$1.65 for hand picked Western, with ordinary to good \$1.25 to \$1.50, and inferior stock \$1. to \$1.10.

HONEY

Buyers seem to be pretty well supplied and the market rules slow in consequence. Comb ranges from 9 to 13c., according to quality.

HOPS.

There is no further change in hops, but the market is as dull as ever. We quote good to choice 16 to 18c., medium 14 to 15c., and old hops 6 to 9c.

MAPLE PRODUCTS.

Syrup in the wood has been moving pretty freely at 5 1-2 to 6c., and in tins at 60 to 70c. Sugar is quiet at 6 1-2 to 8c.

ONIONS

The market is dull and firm, the supply on this market being nearly all in the hands of one firm. Yellows move at \$3 to \$3.50, and reds at \$3 to \$3.25.

POTATOES.

As we anticipated some time ago warmer weather brought freer receipts of potatoes, and the market rules lower in consequence. Early rose has sold at 82c., and a car load of choice changed hands the other day at 90c. Whites are quoted at 70 to 75c. per bag of 90 lbs., all these figures being quite a reduction on last week's prices.

PROVISIONS.

The provision market continues quiet, but holders of pork are somewhat firmer in their views, \$21 being now the idea for Canada short cut. Smoked meats are in fair demand at steady prices. Canadian short cut, per bbl, \$20.75 to \$21; mess pork, Western, new, per bbl, \$20.50 to \$21; hams, city cured, per lb., 12 1-2 to 13 1-4c.; lard, Canadian, in pails, 12 1-2 to 13c.; bacon, per lb., 11 1-2 to 12 1-2c.; lard, com. refined, per lb., 10 1-2 to 11c.

EGGS.

There has been a fair demand for eggs during the week, and although the prices have eased off somewhat the decline is not so sharp as in former weeks. We quote 12c. the basis.

BUTTER AND CHEESE.

The cheese market fails to present anything of interest. Some new stock has, it is said, been sold at country points, but the quantity is inconsiderable, and not reliable as any indication of what the position will be when the season has a genuine opening.

The butter market continues much the same. According to all accounts holders of held dairy stock are going to have a turn in their favor shortly. Some Americans are, it is understood, looking around this market to see what can be picked up cheaply, but as stocks are not large, holders are disposed to bide a bit especially as there will soon be some boats going down below, and there is a strong probability that buyers there will want some butter with keeping qualities, and the held dairy on spot is the only supply of this description available. There is only one large line, some 1,000 boxes Kamouraska, the remainder being made up of an aggregation of small lots. New dairy is arriving in moderate quantities and meets with a fair sale on local account at 22 to 23c. Some small parcels of new creamery are also received from time to time and disposed of principally to city grocers, but the price in these cases can hardly be quoted as a regular wholesale one. New townships dairy, 22 to 23c.; old creamery, 20 1-2 to 21c.; old dairy, 18 to 18 1-2c.

MONTREAL TRADE NOTES.

With the raw article at its present price sugar men figure that granulated made from it would cost on the inside 5 1-4 to 5 3-8c.

The fruit men are all impatiently waiting for the ice to get out of the Cape Rouge narrows so that the S.S. Char-

ington and her fruit cargo can get through. Another fruit boat, the Freneoda, which has a cargo of 60,000 packages oranges and lemons, has been reported at Cape Ray.

Caverhill, Rose, Hughes & Co. are offering some special lines of pressed apples, in quarts this week. They also strongly recommend their Sterling corn.

Messrs. Wm. T. Costigan & Co. report several good sized orders for B.C. salmon for forward delivery at about 10c. inside of the ruling spot prices.

L. Chaput, Sons & Co. are busy on city orders. Mr. Geo. Frion says that their spring business in this connection has been fully up to the average.

C. P. Hebert & Co. say they have no reason to complain of their orders from the country, and that as soon as navigation opens they have a lot of goods to go forward.

Cable advices from Japan this week say opening of the market for the new crop will be fully a month late. Mr. Hughes, of Caverhill, Rose, Hughes & Co., says that all early drawing teas are very firmly held.

There is some hope of the canal opening on Monday, but the chance is considered slim by a good many. There are a lot of boat orders awaiting the event, and the lateness of the season is a serious grievance with many.

Mr. Lindsay, of Kimlock, Lindsay & Co., says that their travellers report the roads in an exceptionally wretched condition throughout the townships. He attributes a good deal of the backwardness of trade to this fact.

Grocers generally expected that the refiners here would advance the price of sugar another sixteenth of a cent on Tuesday, but the cable came citing a decline of 1 1-2d. in England, and this is presumed checked the idea for the time being.

Holders of molasses at the Islands are causing dealers in the article on this market a good deal of anxiety at present. They are quite willing to listen to bids, but show a decided disinclination about making a firm offer, and the amount of cabling that is going on is a caution.

Stewart, Munn & Co. have been receiving fair orders for their lines of boneless fish, cod, etc., from the west. The firm's varied and extensive exhibit for the World's Fair at Chicago went forward last week. It consisted of several tons weight of the lines of goods which they handle, such as the boneless fish mentioned above, liquid gine, etc., etc., quite a varied and instructive illustration of the resources of our Maritime Provinces and seacoasts.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

FAMOUS "STAR" Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

**F. W. FEARMAN,
HAMILTON, ONT.**

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary.
Send for a sample case and you will order more.

JAMES A. SKINNER & CO. TORONTO AND VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Saul Street, Montreal.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

TEAS!

Full lines of finest values in Congous, Assams and Ceylons, also some choice lots of Young Hysons, Japans and Orange Pekoes; including an assortment of the most delicately flavored blended Teas in packages under our special brands.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
19 Front St. E., Toronto.

PINGSUEY YOUNG HYSON

IN CADDIES

Exceptionally Good Style
and Liquor.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—
EXCELLENT VALUES

—: IN :—
TEAS, SYRUPS and NEW
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—
VALENCIA RAISINS.



Smith and
Keighley

9 Front St. E., Toronto.

.. DARJEELINGS ..

AUTUMNAL FLAVORS

In Chests and Half Chests.

JUST TO HAND

PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE
MANUFACTURERS,
107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.
Lord Byron's "Beppo," VIII.

**EDWARD ADAMS
& CO.**

Importers of Teas

—AND—

Wholesale Grocers
LONDON, ONT.

T. KINNEAR & CO.,
TORONTO,

Are offering special value in

BROOMS

—AND—

BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

NEVER SELL TO DRY GOODS HOUSES.

TORONTO, April 19th, 1893.

DEAR GROCER,—In your last issue there is a report of what took place at the last meeting of the Retail Grocers' Association, and we notice that the question was asked by one worthy member of the Association whether or not the manufacturers of Morse's Mottled sold this brand of soap to dry goods houses, to which no person appeared to be able to reply. We beg to say emphatically that we do not and have never sold this specialty of ours to any but the legitimate trade, in which we cannot include dry goods houses in this connection.

Yours respectfully,
JOHN TAYLOR & CO.,

ANSWER TO CORRESPONDENTS.

DEAR GROCER,—Do you know if their are any practical works in pork-packing printed? If you know of any could you tell me where it could be procured. If you would answer the above through THE GROCER, you would greatly obliged.

A SUBSCRIBER.

[There does not appear to be any work published on pork-packing. Packers spoken to regarding the matter say that the best information regarding pork-packing is to be obtained from Cincinnati Prices Current, subscription price \$5 a year.—ED. GROCER.]

NIXEY'S BLACK LEAD.

The following is a brief description of the exhibit of W. G. Nixey, Black Lead Manufacturer, 12 Soho Square, London, England at the World's Fair. In E. department, group No. 24, position 25, corner of gangway, space occupied 6 feet square, a handsome black case polished completely with Nixey's celebrated black lead, surrounded by an iron rail, coated with Nixey's eggshell enamel Berlin black. The case is surmounted with the Royal Arms of the British Empire, the contents being as follows: At the base we notice Nixey's fraud detecting money tills, celebrated throughout the world, at various prices from 10s. 6d. to 36s. 6d. Specimens at the raw material in the refined condition of Nixey's black lead are shown in tasteful trays of Coalport China, also the material for Nixey's Soho square blue and Nixey's carvers' knife polish. On coming to the trophy the visitor will observe tier above tier, in the following order, specimen packages of Messrs Nixey's household commodities in their well known labels. "Nixey's Carvers' Knife Polish," celebrated for its complete and perfect knife polishing powers and freedom from the usual irritation found in other productions so that it does not wear the blades like others. "Nixey's Carvers' Emery Flour," unequalled for cleaning and

polishing brass, steel and metal work, equal to new. "Nixey's Soho Square Washing Blue," the most economical, purest and best; only half the usual quantity required. "Nixey's Silver Moonlight Plumbago Stove Polish" for surpassing all other light silvery plumbago polishes, surmounted by the world renowned Nixey's celebrated refined black lead, a deep lasting black polish of unrivalled brilliancy with a bust of the inventor and patentee polished with Nixey's refined black lead. Highest awards having been secured at all the recent exhibitions where shown.

BOOKKEEPING IN THE ROUGH.

Among the many odd modes of book-keeping which have come under my observation—not excepting that of the tavern keeper who kept his accounts on the plastered walls of the room and who while absent was well-nigh bankrupted by his wife with a white-wash brush—that of my old colored friend, Uncle Cephas' struck me as the most original.

The old man, like many of his race, had mortgaged steer, cart and other pitiful belongings to buy the necessities of life. Pay day came. The account was so much larger than he expected—being indeed hopelessly beyond his slender resources—that he disputed its accuracy most vigorously in true African eloquence, of which he was a master.

But all was without avail. The merchant, his creditor, only replied that he relied on his books, Uncle Cephas on his head, and that when it came to a question of ink against memory, the ink must carry it.

The old man affirmed that he kept books too, and that they would prove him right. The merchant asked him to produce them. The crowd which had been collected by the loud dispute tittered, for Uncle Cephas was illiteracy itself.

Nothing daunted, the old man muttered something about fetching them in the cart, climbed into that vehicle and drove off. A little later he again hove in sight, surrounded by much plunder. Aware of his oddities, the crowd was on tiptoe to see the denouement.

"Mr. Chisel," he said, addressing the merchant, as with great deliberation he proceeded to unload, "here's my books. Dese three barrels shows how much heaben dust [flour] I's had; dese corn-cob stoppers tells how many jugs er 'lasses I's toted away; dese paper strings says how many times you's wrapped up sugar an' cawfee for me; an' as to how many sides er Baltimore [bacon] I's hauled home, jes' come an' count de greasy spots in my ole cyart bottom wid yo' own eyes. Dey all tells de trufe. I's pertic'lar 'bout my books as you is 'bout yone."

By that time the merchant's bookkeeper had discovered that goods bought by a different person of similar name had been, by

mistake, charged to the old man, and that Uncle Cephas's account was the right one. But to this day the latter believes that his own unerring system of bookkeeping saved him, and he still follows it more assiduously than ever.—Kate Field's Washington.

GENERAL STORE KEEPERS SAFE.

There was a hot debate in the Local Legislature Monday on the bill to amend the Pharmacy Act. The feeling against the bill ran high, and but for the joint efforts of the leaders on both sides of the House it would not have been given a second reading. The promoter of the bill, Mr. McKay, of Oxford, assured the House that the objectionable features, namely, the attempt to prohibit the sale of patent medicines by general storekeepers, had been expunged. Notwithstanding this reassuring intimation the majority of the House was evidently prepared to throw out the measure. There are several clauses whose meaning cannot be grasped easily by laymen. For instance, certain poisons and their products are to be scheduled, but these products include disinfectants, and perhaps many articles in household use. This partly explains why the opposition is persisted in—notwithstanding the attempts to meet it. The bill was referred to a special committee, and if it passes the House in any shape, which is doubtful, it will first be very much modified.

SUGAR CANE IN THE SOUTH.

A cheerful view of cane prospects in Louisiana is published by the Planter as follows: "The winter of 1892-3 was cooler than the average. This prevented the sprouting of the early cut cane stubbles in the autumn, and under ordinary circumstances would give us a better ratoon crop this year. The cool weather has, however, continued until within the last few days, and fears have been expressed in some quarters that the stubble cane crop might turn out less good than was expected. Every examination of the stubble shows them to be sound, and only awaiting warmer weather for active germination. Cane stubbles in the black lands, which are warmer owing to their color, are already making a splendid show, fully up to ordinary seasons, indicating the beneficial effect of the cool weather last fall on their preservation. It is sandy land stubbles alone that seem so backward, and with the warm weather now prevailing, and which it is fair to expect will continue from this on, these canes will rapidly make a good showing, and we can certainly assure ourselves of better crop conditions in our fields than an average. The seed cane during the planting season was reported very good in almost every direction, and the plant cane crop now is reported as showing up finely in all quarters, and from present appearances the cane crop of 1893 will give a material increase in yield over that of 1892.

A . . .
Few . . .
Reasons
Why . .



Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



Best Value!



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

CHARLESTON, S.C., 13 April, 1893

THE HUNGERFORD CO., 67 Pearl St., New York.

Gentlemen:—It affords us great pleasure to testify to the merits and efficacy of your Portable XL Coffee Roaster which we now have had in use for over six months. We work it with electric power and the coffee it turns out is wonderfully even and well and quickly done. It is the best Roaster we have ever had. JOHN HURKAMP & Co.

LIGHTBOUND, RALSTON & CO.

MONTREAL



Japan Teas 13c. and up.

Japan Nibs 12½c. and up.

Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,

Write for Samples and Quotations.

CRITIQUES ISSUE APRIL 21.

We have been busy all week trying to buy granulated sugar at the GROCER'S quotation of 47-Sc. (Our young friend has been reading the Montreal market report for that of Toronto.—Ed. GROCER.)

Yes, when you strike a Patron of Industry of the peddling type you have in hand one of the meanest and most miserable of human beings. The best element in the society has joined it for the purpose of bettering the general status of the farmer, and does not take any stock in the skin-a-flea policy.

We are waiting for that smart Alic of a traveller who mixes your teas gratis to give us a call. A very casual thought or two will show up the utter absurdity of any man being able to do such a thing, and keep up his regular business as well.

Starch having gone up it now behooves the retailer to give up low prices and be sensible. If starch is up one cent per pound, it should be worth the difference to the consumer.

Speaking of eggs and the satisfactory-ness or reverse of their shipment to the Old Land, reminds one that last year was the very worst, both as regards quality and size, which the Toronto grocers have ever had. Such a thing as giving satisfaction was always out of the question. Whether the best stock went to the Old Land, or none was to be had we say not, but here may be found the reason for the grumbling heard anent Old Land returns for consignments.

The new scheme for burglar protection reminds us of young Stern's scheme of five years ago. Much the same procedure was followed, but the poor fellow had not enough money to make it successful. Most of us invested forty or fifty dollars though before finding this interesting fact out.

The article on English weights and measures makes us think that a well balanced English salesman must be very well informed to be entirely useful. By the way, the hay becomes old after September 1st, and the 8-lb. stone only refers to one market in London. In one place in Scotland a stone of meat was 17 1-2 pounds. Many curious facts could be brought to light by a discussion on these curious usages.

That knowledge of "how to talk" is most essential to a clerk, we have in our eye a couple of clerks who do not talk at all, let alone talk enough. The consequence is that the only time you hear them saying half a dozen words together is when they are alone and getting off a yarn. Customers buy best when they have not time to think. Do not overdo it, but keep up a nice steady

conversation when selling goods, and success will surely follow. There are people with whom this rule will not work. It is important then to know also when to shut up.

The man who wrote that article on "Tobacco" does not understand the beautifully moulded businesslike principles which animate the average Toronto tobaccoist. They certainly cannot be held up as patterns to anyone. Meanwhile let grocers who sell tobaccos profit by the criticisms regarding cleanliness.

Rice does not depress much in price hereabouts.

Our experience of displaying show tickets and prices is satisfactory. Care should always be taken to avoid apparent conflict with your neighbors, there being enough variety possible to obviate such opposition.

Valencia raisins are apparently firmer. There are quite a few retailers who would like to dispose of a surplus hundred boxes or so if occasion should offer.

Maple sugar items remind us that we were urged to write the daily press anent certain overstatements which recently appeared regarding maple products and their questionable purity. These sort of exaggerations always correct themselves. The only necessary comment is this: People, if they expect pure goods, must pay for them. This constant striving after cheap goods means deterioration in quality. Most of the reputable grocers in town pay whatever is asked for maple sugar and syrup and honey, leaving the price open, so as to give the producer every chance to do the fair thing.

STRAIGHT MOYUNE.

CANNED GOODS GOSSIP.

General dullness in trade has led to a slight shading of prices by some holders of 3-lb. canned tomatoes on the New York market, but the majority stand out firmly for \$1.15 upward.

Gallon canned apples, New York State pack, were sold from second hands at \$2.50 per dozen. Doubtless this was an exceptional trade, yet a fair illustration of what has to be done when goods are forced for sale.—N.Y. Bulletin.

Sales agents of a well-known "outside" brand of Alaska salmon report having bids of \$1 f.o.t. San Francisco, and \$1.10 delivered in the East, for prime red fish, 1893 season pack. "Combine" prices have not yet been announced. The "outsiders" are willing to sell at \$1.05 and \$1.12 1-2 respectively.

There has been commendable effort lately in the direction of stiffening prices for canned fruit, but weak spots may yet be discovered. For example, several thousand cases of standard California peaches were sold a few days ago at \$1.55 per dozen on the spot. The popular quotations are \$1.65 to \$1.70 for Crawfords and \$1.75 to \$1.80 for lemon clings.—N.Y. Bulletin.

It is a trifle easier to buy red Alaska salmon at \$1.15 on the spot in whole-

sale quantities. Recent arrivals by sail vessel afford a fair supply.

Since the middle of last month numerous lines of standard California canned apricots, peaches and pears have been worked off at very low prices. For example, apricots went at \$1.30 to \$1.35 per dozen, peaches at \$1.55 for Crawfords and \$1.65 for lemon clings, and pears at \$1.65 to \$1.70. Holders of Eastern canned fruit stood out against this competition for a time, but learning that the stock of Pacific Coast fruit on the spot and in transit was heavy enough to be burdensome, and that the prospects for improvement were not particularly brilliant, some owners of Delaware and Maryland stock quietly dropped their prices 10 to 20c. per dozen to facilitate business. In Baltimore, where the holdings are heaviest, there has been a reduction of 95c. for 2-lb. standards, \$1.35 to \$1.40 for 3-lb. standards, \$1.85 for 3-lb. extras, 80c. for 2-lb. seconds, 90c. for 3-lb. pie-stock, unpeeled, \$1.80 for 6-lb. do., and \$3 for gallons. At the prices named the respective lines of goods appear cheap enough to arouse more than passing attention among careful buyers, particularly those who incline to the opinion that staple groceries are a safe purchase when they may be secured at prices a good margin under the average cost to the canner. Enough cheap California stock has thus been taken up to tone the market a little; in other words, enough to move prices about 5 to 10c. per dozen above the extreme lowest prices at which sacrifice sales were made. The statement is going the rounds that heavy shipments from New York to Western points are soon to be made by rail and water routes, the rates on which are low, and that the burden of largely excessive supplies will thereby be considerably brightened. Low prices have undoubtedly helped the movement of goods into the final channels of distribution to some extent also. The present situation is not as bright as might be expected, since speculative interest is extremely languid, but, taken as a whole, the market has improved in tone during the past fortnight, and all signs are very much at fault if a good business is not affected before the new season, providing prices are kept at about the present level. Certain it is that fruits are the cheapest thing on the canned goods list, and by no means unpopular among consumers of a wide variety of canned fruit products.—N.Y. Bulletin.

Michie & Co., grocers, are going to enlarge their premises in King street west, Toronto. They will be extended through to Colborne street, and the front of the building will be of pressed brick and with case-ment, four stories high.

The secretary of the Toronto Board of Trade received a communication yesterday from the general manager of the Grand Trunk Railway, intimating that on and after the 14th of May, trains would be run from Toronto to Buffalo and back in connection with the New York Central connections, arriving at Buffalo at 11.50 a. m., and leaving same place at 6.30 p. m.

COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

Toronto, St. John, N. B., and Montreal

BATTY'S WORLD RENOWNED PICKLES

Are on the way for the following Houses :

TORONTO :

Eby, Blain & Co.

Sloan & Crowther.

H. P. Eckardt & Co.

Warren Bros. & Boomer.

Perkins, Ince & Co.

MONTREAL :

Caverhill, Rose, Hughes & Co.

Hudon, Herbert & Cie.

HAMILTON :

James Turner & Co.

WRIGHT & COPP, Agents, Toronto.



MacLaren's ...IMPERIAL CHEESE...

IN GLASS JARS

Wholesale Grocers sell it, so do we

WRIGHT & COPP, DOMINION AGENTS, Toronto



**Pure Milk
or Cream**

Are no longer scarce
since Grocers keep ..

Highland Evaporated Cream

In hermetically sealed cans, protected against
adulteration and contamination, also guaran-
teed as to its purity and perfection.

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGAR

GENERAL AGENT

.. AND ..

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CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the **MOST SALABLE CONFECTION** in the market, try **BALA LICO-RICE**. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

WHEATEN FLOUR.

The roller milling method of manufacturing wheaten flour, which is displacing the older stone process, has certain disadvantages as compared with the latter. In the first place, the separated bran flour contains much gluten, but being of inferior quality it cannot be mixed with the "straight grade" flour. Again, as the germ is merely flattened during grinding only a very minute portion of it gets into the finished flour. In this way the purest product is deprived of a portion of those substances on which its flavor and baking qualities depend. Another point is that the period of maturing—between grinding and dressing—which it is customary to allow in the case of stone flour, contributes distinctly to the superiority of the former. The present invention is intended to overcome these faults, and at the same time avoid the troublesome and expensive process of manufacturing the bulk of the flour. It consists in separating at an early stage of the manufacture the germs and products rich in gluten (bran flour) either together or separately and "ageing" the same. For this purpose flour is added, and in order to hasten the extraction of the oil and flavoring matter from the germs the mixture may be heated, but not above 158 degrees F. The mixture is afterwards packed into sacks and allowed to cool and mature. The "aged" product is finally carefully dressed and purified and mixed with "straight grade" flour in order to improve the same. It is claimed that by this process that it is necessary to store only 5 to 10 per cent. of the output of a mill to improve the whole product practically to the same extent as it was improved under the old process by the storage of the whole product.

The American Agriculturist has compiled (a statement from official and other sources showing the supply of hogs in America during the past thirty-three years. It shows that from a total of 33,512,877 hogs throughout the country in 1860 the aggregate fell to 25,134,569 in 1870, advanced to 47,681,700 in 1880, to 51,602,780 in 1890, and to 52,308,092 in 1892, since which time there has been, according to the report, a considerable falling off, the total given for this year being only 46,094,097, which is less than the reported supply in 1880, thirteen years ago, or about 11 per cent. less than last year, and 10 per cent. less than 1890.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

A FAVORITE

Hire's Root Beer is a favorite article with all live Grocers, because it gives them a **GOOD PROFIT**, sells quickly, pleases their customers, and is well put up.

T. J. COOKE & CO. AGENTS

10 St. Nicholas Street, MONTREAL

P.G..
French

..Blacking..

For _____

Gentlemen's Boots.
Gives an Excellent Polish.
Preserves the Leather.

Pure Gold Mfg. Co., - Toronto



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
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WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases,
Show Cases, etc., from the Cheapest to the Most
Elaborate, made well, quick, and at Reasonable
Charges. Alterations, Repairs. Estimates Free.
Post cards promptly attended to.

114 SPADINA AVENUE, Toronto.
Cor. of Adelaide St.,

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods
Agency.

The Norton Manufacturing Co.

E. P. Breckenridge, C. C. Warren,
President. Secretary.
Edwin Norton, W. C. Breckenridge,
Vice-Pres. Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



Mantels, Grates and Tiles, Office
and Store Fittings and
Furnishings.



Crosse & Blackwell

CELEBRATED FOR

**Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.**



—SOLD BY—

All Grocers in Canada



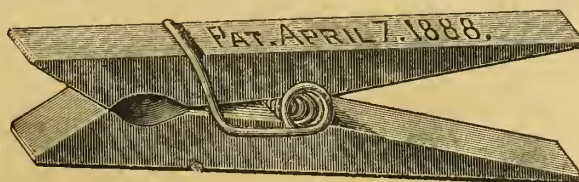
**Licorice
Lozenges**

Manufactured
exclusively by

YOUNG & SMYLLIE,

BROOKLYN, N.Y.

These Goods can be obtained
from any of the leading first-class
houses in Canada.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

BUSINESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

Houston & Belts, general merchants, Wetaskiwin, have dissolved.

M. Goldstein has been admitted a partner in the Standard Havana Cigar Co. of Ottawa.

A partnership has been registered between Israel Lecompte and Chas. N. Fortin, fruits, Montreal.

Fullerton & Ross, general merchants, Manitoba, have dissolved. W. Fullerton will continue under same style.

T. J. Chisholm, A. McGillis, and Joseph Ward have been registered proprietors of the Montreal Cold Storage and Freezing Co.

W. Griffith & Co., wholesale boots and shoes, Hamilton, have dissolved. Henry Griffith retires and Wm. Griffith continues the business. No change is made in the style of the firm.

CHANGES.

Alex. Stewart, grocer, Ottawa, is retiring from business.

W. Parrish, flour and feed, is opening out a branch at Wetaskiwin.

J. L. Beaudoin, general merchant, St. Patrick, Ont., has left.

Norris & Carey, general merchants, Edmonton, are giving up business.

Charles Egner, saloon, Hamilton, has been succeeded by H. Weidman.

John Collison, hotel, Harriston, has been succeeded by McIntosh & Bros.

James Smith, boots and shoes, Harriston, has been succeeded by R. J. Wells.

John Sinclair, butcher, Appin, has been succeeded by McLean & Mitchell.

J. Boyle, general merchant, Alexandria, has been succeeded by Barrett & Co.

E. Lecours, general merchant, Sherbrooke, Que., has been succeeded by J. Hemond & Co.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES
H. Dluune, restauranter, Montreal, is asking an extension.

John Lapont, tobacco, etc., Brandon, Man., has assigned.

Lloyd Griffith, pressed hay dealer, Stratford, has assigned to John Hossie.

George Hurst, general storekeeper, St. Thomas, has assigned to R. H. McConnell.

Samuel Tufts, grocer, St. John, N. B., is offering to compromise at 25c. on the dollar.

W. D. Bradford, general merchant, Granby, Que., has compromised at 72½c. on the dollar.

Thomas Tugwell, Victoria, B. C., has not been able to do well as hotel keeper, he having assigned.

F. W. Long & Co., general merchants, St. Mary's have assigned to C. B. Armstrong of London.

The assignment of J. F. Ardell, general merchant, Queensville, has been transferred to Henry Barber & Co., of Toronto.

Caldwell, Tait & Wilkes have been appointed curators of the estate of Richard

Do You Handle?

The Best Foods on Earth for Infants and Invalids.

Write for Samples and Quotations to

Frank Magor & Co.

Agents for the Dominion. 116 St. John St., Montreal

ROBINSON'S PATENT BARLEY
AND
ROBINSON'S PATENT GROATS

Smardon, boot and shoe manufacturer, Three Rivers, Que.

Johnston Bros., general merchants of Walkerton, Wiarton, Chesley, Paisley and Tara, all in the county of Bruce, have assigned to W. A. Campbell of Toronto. There is a large number of creditors and the liabilities are large.

E. Gohir & Cie, St. Laurent, Que., have assigned at the instance of James A. Emard, liabilities about \$55,000. The principal creditors are:—Garand, Terroux & Co., \$1,407; Jacques Cartier Bank, \$602; Banque du Peuple, \$2,640; Banque d'Hochelaga, \$6,584; Canadian Bank of Commerce, \$1,113.

SALES MADE OR PENDING.

J. W. Phillips, grocer, etc., Hepworth, is advertising to sell out.

The stock of Frederick Eisle, boot and shoe dealer, Delhi, is advertised for sale by auction.

The stock of W. Rannie, general merchant, Caledonia, is advertised for sale by auction 28th inst.

FIRES.

Margenais, Boivin & Co., importers of wines, etc., Montreal, have been partially burned out; insured.

W. Armitage, shoe maker, Shawville, Que., has been burned out; no insurance, stock partially insured.

Trotter Bros.' warehouse and stock, Montreal, were damaged to the extent of \$50,000 by fire the other morning.

The McDonald block, Aurora, was burned 21st inst. G. L. Stevenson, grocer, was among the sufferers, his stock and contents of dwelling being consumed; insured.

DEATHS.

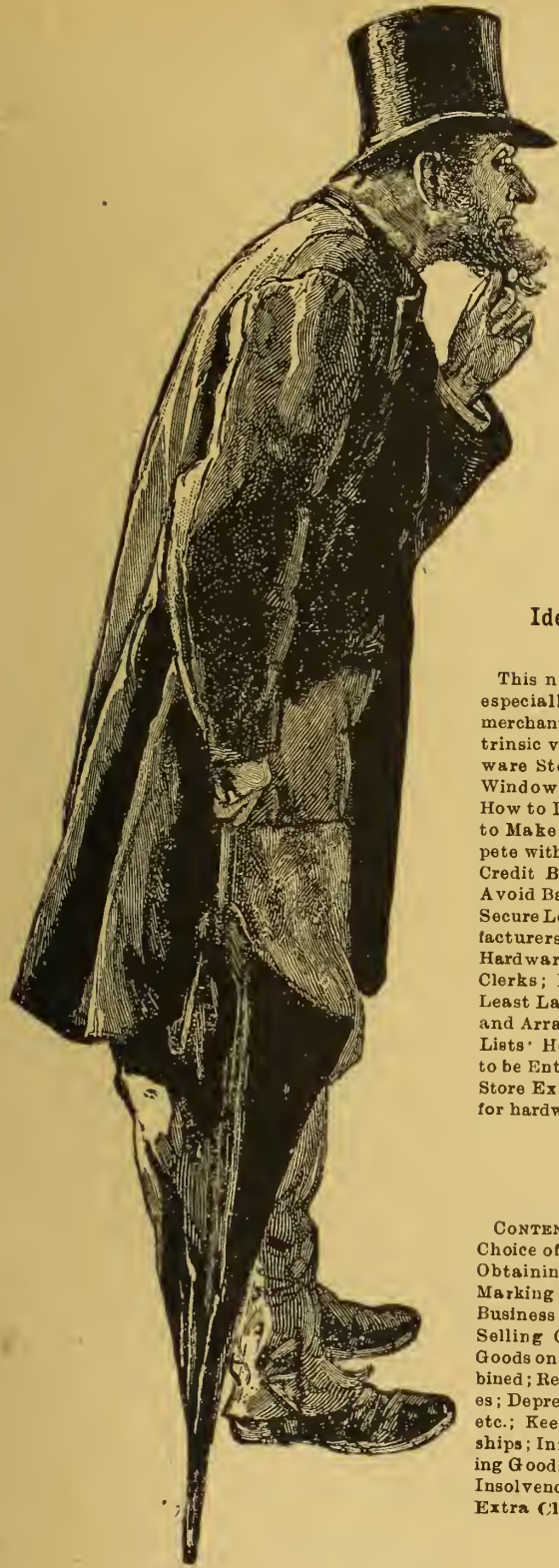
John Harty, general merchant, Bedford, Que., is dead.

BIG SALE OF PROVISIONS.

A big sale of hams and long clear bacon was closed on Wednesday. It consisted of some twenty cars all told. The consideration was 10 to 10¼c. for the long clear and 11¼ to 11½c. for the hams, out of pickle. The hams are known to be for export, and the bacon is supposed to be, or at least part of it. The purchase was made by Hamilton and Ingersoll firms, who are said to be attempting to corner the market.

CHAPTER IN LIMA BEANS.

There has been some decline lately in price of dried California lima beans. Spot goods as noted a day or two ago, were sold at as low as \$2.10 per bushel here, and there seems to be a few more left for which that price would be acceptable. The offerings are by no means heavy, however, and the moderate decline in prices would appear to be due chiefly to the effect of the dull condition of general trade upon some small holders, and a little pressure from quarters in which a sort of spirit of antagonism to the bull clique has been displayed at intervals of late. Thus far it does not transpire that the clique or any close friends have manifested uneasiness regarding the present situation or the outlook for the immediate future. To the contrary, they express complete confidence in the general situation, on the strength of data regarding visible supply and information on stocks at various points. The fact is not to be overlooked that self interest prompts diplomacy in the matter of giving information as to the amount of any class of goods that a merchant has on hand. Some allowance for the statements coming from jobbers, and the results of enquiries made elsewhere, with a view to getting at the true situation, is, therefore, in place. The latest facts brought to the surface indicate supplies at Western distributive points are below rather than above the normal amount. Hardly as broad a statement is volunteered regarding the stock in New York City, but most accounts go to show that the supply at other Eastern points is moderate. As for the situation in California, or the primary source of supply, reports are uniformly to the effect that comparatively few beans remain there. The quantity afloat is estimated at 60,000 bags, fully one-half of which is understood to be under syndicate control, and 50 per cent. of the balance already sold. Surface appearances are that, with several months for outlet still open, the position is not without encouraging features, and that competition from competing goods or falling off in the consumption are about the only possible obstacles in the way of steady or better prices. Still, like most lines of merchandise in the grocery trade, beans are momentarily difficult to sell in large quantities.—N.Y. Bulletin.



It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardwaremen, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75. This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in streetcars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.
10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

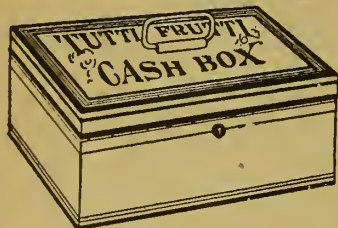


NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.

THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black NO DUST Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE
"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

Always Bright & Beautiful. In Large Packets 1d. & 2d. each. Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.
Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen; or write to 12, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others.

6d. and 1s. Tins.

NIXEY'S "INVICTA" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

All Grocers should keep a
supply of Genuine English
Biscuits

HUNTLEY & PALMERS

Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

BAKING POWDER.



	PURE GOLD.	per doz
	5 lb. cans, 1 doz.	19 80
	1 case, 1 doz.	16 00
	in case.....	10 50
	2½ lb. cans, 1 and 2 doz in case ..	4 60
	16 oz. cans, 1, 2 and 4 doz. in case ..	3 70
	12 oz. cans, 2 and 4 doz. in case ..	2 40
	8 oz. cans, 2 and 4 doz. in case ..	1 90
	6 oz. cars, 2 and 4 doz in case ..	1 25
	4 oz. cans, 4 and 6 doz in case ...	Per doz
	Dunn's No. 1, in tins.....	2 00
	" " " "	75
	Cook's Gem, in 1 lb pkgs	\$1 75
	" " " " 7 oz pkgs	85
	" " " " 2oz " " " "	40
	" " " " 5 lb tins.....	65
	" " " " bulk, per lb....	12

¼ lb. tins, 4 doz cases.....	0 67½
½ lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

Abernethy	8
Arrowroot	\$0 10
Butter	0 6
3 lbs.	0 20
Cabin	0 74
Cottage	0 84
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Day & Martin's, pints, per doz	\$3 20
" " " "	2 10
" " " "	1 50
Spanish, No.3.	4 45
" " 5.	8 00
" " 10.	9 00
Japanese, No. 3	4 50
" " 5.	7 50
Jaquot's French No.2.	3 00
" " 3.	4 50
" " 4.	6 00
" " 5.	9 00
" 1-gross Cabinets, asst.	9 00
Egyptian, No.1.	9 00
" " 2.	4 50

P. G. FRENCH BLACKING,		per gross
1/4 No. 4.....		\$1 00
1/4 No. 6.....		4 50
1/4 No. 8.....		7 25
1/4 No. 10.....		25

on. da

NIXEY'S

Refined in 1d., 2d., 4d. and	Long	Ca
1a. packages, (91b. boxes)	7s 6d	\$2 5
Jubilee in 1 oz. and 2 oz.		
round blocks in cartons		
(9 lb. boxes),	4s 3d	2 00

Silver Moonlight, Plum-
bago Stove Polish (13)
lb. boxes)
6 1/2 lb. in large 1d. pkts. 1
gross 4s 3d 1 50
13 lb. in large 2d. pkts. 2
gross 8s 6d 3 00
13 lb. in large 1d. pkts. 1
gross 7s 6d 2 50
13 lb. in large 2d. pkts. 1
gross 7s 6d 2 50
Reckitt's Black Lead, per box. 1 15
Each box contains either 1 gro., 1
oz.; 1 gro., 2 oz. or 1 gro., 4 oz.

F. F. DALLEY & CO.

	Per gross
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS. per doz		
Carpet Brooms—		net.
"Imperial," ex. fine, 8, 4 strings,		\$3 65
Do. do.	7, 4 strings,	3 45
Do. do.	6, 4 strings,	3 25
"Victoria," fine, No. 8, 4 strings,		3 30
Do. do.	7, 4 strings,	3 10
Do. do.	6, 3 strings,	2 90
"Standard," select, 8, 4 strings,		2 90
Do. do.	7, 4 strings,	2 75
Do. do.	6, 3 strings,	2 60
Do. do.	5, 3 strings,	2 40

CANNED GOODS.

		Per doz
Apples, 3's.....	\$0 95	\$1 00
gallons.....	2 10	2 20
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00

TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,

One Box - - - 60 cents.

One Case, 10 Boxes, \$5.25.

Tanglefoot is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue

Tanglefoot is the Perfection of Sticky Fly Paper.

Prices Current Continued—

Corn, 2's	0 90	1 00
" Epicure	1 15	
" Special Brands	1 40	1 50
Cherries, red pitted, 2's	2 10	
Pears, 2's	0 90	1 00
" Sifted select	1 40	
Pears, Bartlett, 2's	1 75	
" Sugar, 2's	1 50	
Pineapple, 2's	2 25	2 40
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
" Pie, 3's	1 75	2 00
Plums, Gr Gages, 2's	1 50	1 60
" Lombard	1 50	1 60
" Damson Blue	1 50	1 60
Pumpkins, 3's	0 95	1 00
" gallons	3 00	3 25
Raspberries, 2's	1 40	2 10
Strawberries, choice 2's	2 15	2 25
Succotash, 2's	1 65	
Tomatoes, 3's	0 85	1 00
"Thistle" Finnan haddies	1 50	
Lobster, Clover Leaf	2 75	
" Star (flat)	2 20	
" Implr Crown flat	2 60	2 70
" tall	1 90	2 00
" Other brands	1 80	2 00
Mackerel	1 10	1 35
Salmon, talls	1 45	1 60
" flats	1 70	1 80
Sardines Albert, 1/4's tins	13	
" 1/2's	20	
" Sportsmen, 1/2's genuine		
French high grade, key	12 1/2	13
opener	10 1/2	
Sardines, key opener, 1/2's	10 1/2	
" Martiny, 1/2's	17 1/2	
" Other brands, 9 1/2	11 16	17
" P & C, 1/2's tins	23 25	
" 1/2's	33 36	
Sardines Amer, 1/2's	6 1/2	8
" 1/2's	9 11	
" Mustard, 1/2 size, cases		
50 tins, per 100	11 00	

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 1 lb cans	\$1 65	\$1 70
" 2	2 70	2 80
" 4	4 80	5 00
" 6	8 75	9 00
" 14	17 50	18 50
Minced Collops, 2 lb cans	2 60	
Roast Beef	1 50	
" 2	2 60	2 75
" 4	4 75	
Par Ox Tongue, 2 1/2	9 50	
Ox Tongue	7 85	8 00
Lurck Tongue	3 25	
" 2	6 75	
English Brawn	2 75	2 80
Camb. Sausage	2 50	
" 2	4 00	
Soups, assorted	1 50	
" 2	2 25	
Soups & Bouilli	1 80	
" 6	4 50	
Potted Chicken, Turkey, or		
Game, 6 oz cans	1 60	
Potted Ham, Tongue or Beef, 6		
oz cans	1 35	
Devilled Tongue or Ham, 1/2 lb		
cans	1 40	
Devilled Chicken or Turkey,		
1/2 lb cans	2 25	

Sandwich Ham or Tongue, 1/2	
lb cans	1 50
Ham, Chicken and Tongue, 1/2	
lb cans	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom	1 00
(each box contains a bottle of high	
class perfume. Guaranteed first	
class)	
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Sappota, 150 pieces	1 00
Sweet Fern, 230	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115	0 75
Oolah, 115	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 150	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces)	0 65
Automatic	
Tutti Frutti Girl	800 pieces. 6 00
Sign Box (new)	
Tutti Frutti cash box 800	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100	0 70
Lalla Rookh (all flavors) 100	0 70
Jingle Bell, 150	1 00
Cracker, 144	1 00
O-Dont-O, 144	1 00
Little Jap, 100	0 70
Dude Prize, 144	1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
"Little Lord Fauntleroy" clock	
guaranteed	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODD HUNTER, MITCHELL & CO.	
Chocolate—	Per lb
French, 1/2's	6 and 12 lbs. 0 30
Caracas, 1/2's	6 and 12 lbs. 0 35
Premium, 1/2's	6 and 12 lbs. 0 30
Santa, 1/2's	6 and 12 lbs. 0 26
Diamond, 1/2's	6 and 12 lbs. 0 22
Sticks, gross boxes, each	0 00
Cocoa, Homeopathic, 1/2's	8 & 14 lbs 30
" Pearl	" 25
" London Pearl	12 & 18 " 22
" Rock	" 30
" Bulk, in bxs	18

EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2
BENS DORP'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz	Boxes each 12 lbs
1/2 " " "	\$2 40
1/2 " " "	4 50
1 " " "	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caracas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 40
"Fry's" Diamond 1/2's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box	2 40
" 1/2's	4 50
" 1 lb.	8 75
Homeopathic, 1/2's, 14 lb boxes	0 34
" 1/2's, 12 lb boxes	0 34
JOHN P. MOTT & CO.'S	
R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homeopathic Cocoa (1/2's)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22-24
Mott's Confec Chocolate	23-43
Mott's Sweet Choc. Liquors	21-31

OOWAN COCOA AND CHOCOLATE CO.

Cocoa—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 25
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/4 lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs. 2 and 4 doz	
in box	1 40
Iceland Moss, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 35
London Pearl, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 30
Soluble (bulk) No. 1 in 15 and 30	
lb boxes	0 20
Soluble (bulk) No. 2, in 15 and	
30 lb boxes	0 18
Soluble (bulk) No. 2 in 5 and 10	
lb tins	0 20
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and	
12 lb boxes	0 40
Diamond, 1/2's, 6 and 12 lb boxes.	0 31
" 1/2's	0 28
Mexican Vanilla, 1/2 and 1/4 in 6	
and 12 lb boxes	0 35
Sweet Ceylon, 1/2 and 1/4 in 6 and	
12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes	0 30
Royal Navy, 1/2 and 1/4, in 6 and	
12 lb boxes	0 30
Pure Caracas (plain) 1/2 and 1/4, in	
12 lb boxes	0 40
Confectioners' in 10 lb cakes	25-35
Powder, in 15 and 30 lb boxes	0 25
Creams, in 3 lb boxes	0 30
Iceing, 1 lb pkgs, per doz	2 35
" 1/2 lb	1 25
Pudding, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'um No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12	
bxs in case	40
Best Sweet in bxs, 6 lbs. each, 12	
bxs in case	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each	30
Grocers' Style, in cases 24 boxes, 6	
lbs each	30
48 Fingers to the lb., in cases 12 bxs	
12 lbs each	30
48 Fingers to the lb., in cases 24 bxs	
6 lbs each	30
8 Cakes to the lb., in cases, 24 bxs	
6 lbs. each	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1/2 lb.	
papers	35
Cracked, in bags, 6, 10 and 25 lbs.	
each	30
Breakfast Cocoa—	
1/2 bxs 8 & 12 lbs., each, 1/2 lb., tins	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters	50
Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.	
Per 120 lb. Per 12 lb.	
case lot.	box.
per lb.	per lb.
Yellow wrapper	\$0 34 \$0 36
Chamois	0 43 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 38 0 42
Fancy Chocolates.	
Fingers—	
40 in a box	per box \$0 36 \$0 40
20 " " "	
Croquettes—	
Yellow wrap	" 2 70 3 00
Pink	" 3 75 4 20
Green	" 3 75 4 20
Croquettes are packed 12 lb. pack-	
ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink	" 0 55 0 60
Green	" 0 55 0 60
Each case contains 54 1 lb packages or	
108 1/2 lb packages.	



"Highland Brand Evaporated Cream, per case 7 25
4 doz 1 lb tins.

Headquarters In 1 lb. and 1-2 lb. Glass Jars — FOR — JAM. 5 lb. and 10 lb. Tins 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

CHAS. BECKER & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28 33
Old Government Java	25 35
Rio	21 22
Plantation Ceylon	29 31
Porto Rico	24 28
Guatemala	24 25
Jamaica	22 23
Maracaibo	24 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	36
Old Government Java	30 32 35
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03 1/2	
Borax	0 12	0 14	
Camphor	0 80	0 85	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07 1/2	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 02 1/2	0 02 1/2	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
" boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb.	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	5 00	
Insect Powder	0 30	0 35	
Saltpetre	0 08 1/2	0 09	
Soda Bicarb, per keg	2 50		
Sal Soda	1 00	1 25	
Madder	0 12 1/2		

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO	
NEWMARKET.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more.	

FLUID BEEF.	
JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls.	5 1/2
" " bbls	5 1/2
" Filiatras, bbls	6 1/2
" " bbls	6 1/2
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	7 1/2
" 5-crown Excelsior (cases)	8 1/2
" " case	8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14oz. per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Turkey, bgs abt 6 lbs, finest grade grown	10 1/2
Prunes, Bosnia, casks	7 1/2
" " cases, new	7 1/2
Raisins, Valencia, off stalk	4 1/2
" old	5 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanias	6 1/2
Eleme	10 1/2
Malaga:	
London layers	2 25
Loose muscatels, Califor	1 30 1 70
Imperial cabinets	3 50 3 60
Connoisseur clusters	4 50
Extra dessert	4 50
Royal clusters	3 50
Fancy Vega boxes	3 40 3 50
Black baskets	3 40 3 50
Blue " qrs	3 00 3 50
Fine Dehesas " qrs	2 75 3 00
Lemons	2 75 3 00
Oranges, Jamaica	2 75 3 00
" Valencias	3 00 3 50
" Floridas	3 00 3 50
" Seedlings	3 00 3 50
" Navels	3 00 3 50
DOMESTIC	
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 09 0 09 1/2

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickarel	0 06
Pike	0 07 1/2
White fish	0 07 1/2
Manitoba White fish	0 07 1/2
Salmon Trout	0 07 1/2
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring	2 75
Salmon trout, per 1/2 bbl	2 75
White Fish, 1/2 bbl	3 00
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	6 00 6 50
Boneless fish	0 04 1/2
Boneless cod	0 04 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08 1/2
Bloaters	1 00 2 25
Digby herring	0 12 1/2 0 15
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod	0 05 0 07
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 55 3 00



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 65 0 70
" Red Winter	0 65 0 70
" Goose	0 61 0 62
Wheat, Spring, No 2	0 63 0 65
" Man Hard No 1	0 84 0 85
" " No 2	0 82 0 83
Oats, No 2, per 34 lbs	33 34
Barley, No 1, per 48 lbs	43 44
" No 2 extra	39 40
" No 3	36 37
Rye	53 55
Peas	57 58
Corn	00 55

HAY & STRAW.

Hay, Pressed, "on track	9 50 10 00
Straw Pressed	5 60 6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg .. 3 65

SOREWS: Wood—

Flat head iron 7 1/2 p.c. dis

Round " " 7 1/2 p.c. dis

Flat head brass 7 1/2 p.c. dis

Round head brass 70 p.c.

WINDOW GLASS: [To find out what

break any required size of pane comes

under, add its length and breadth to-

gether. Thus in a 7x9 pane the

length and breadth come to 15

inches; which shows it to be a first-

break glass, i.e., not over 25 inches in

the sum of its length and breadth.]

1st break (25 in and under)..... 1 35

2nd " (26 to 40 inches)..... 1 55

3rd " (41 to 50 ")..... 3 40

4th " (51 to 50 ")..... 3 70

5th " (61 to 70 ")..... 4 00

ROPE: Manila 0 11 1/2

Sisal 0 09 1/2

New Zealand 0 08 1/2

AXES: Per box, \$5 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap ... 0 04 1/2

" Screw, hook & strap. 0 03 1/2

WHITE LEAD: Pure Ass'n guarantee

ground in oil.

25 lb. irons..... Per lb

No. 1

No. 2

No. 3

TURPENTINE Selected packages, per gal	0 53 0 55
LINSEED OIL per gal, raw	0 59 0 51
Boiled, per gal.	0 52 0 64
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple... \$0 06

Family..... 0 07

Black and Red currant, Rasp-

berry, Strawberry, Peach

and Gooseberry per lb..... 0 12

Plum..... 0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S

"Cervus" boxes of 1 doz.

6d..... London 5s, Canada, \$2 00

"Cervus" boxes of 1 doz.

1s..... London 10s, Canada, \$4 00

LICORICE.

YOUNG & SMYTH'S LIST.

5 lb boxes, wood or paper, per lb 0 40

Fancy bxs. (36 or 50 sticks), per

box..... \$1 25 1 25

"Ringed" 5 lb boxes, per lb..... 0 40

"Acme" Pellets, 5 lb cans, per

can..... 2 00

"Acme" Pellets, Fancy boxes

(30s) per box..... 1 50

"Acme" Pellets, Fancy paper

boxes, per box (40s)..... 1 25

Tar Licorice and Tolu Waters, 5

lb cans per can..... 2 00

Licorice Lozenges, 5 lb glass

jars..... 1 75

Licorice Lozenges 5 lb cans...

Purity " Licorice, 200 sticks. 1 45

" " " " 100 " (0 72)

Imitation Calabria, 5 lb bxs

p lb..... 0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES

Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & REIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins

per lb..... 25

" Fine, in 1 lb jars..... 22

" Fine, in 4 lb jars..... 70

" Ex. Sup. in bulk, per lb

Superior in bulk, p. lb

Fine, " " 15

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in ½ lb. tins.....	0 42
Pure in ¼ lb. tins.....	0 44

NUTS. per lb

Almonds, Ivica.....	14½ 15
" Tarragona.....	16 16½
" Fornigetta.....	14½ 15
Almonds, Shelled Valencias.....	28 32
" Jordan.....	45 50
" Canary.....	28 30
Brazil.....	14½ 15
Cocoanuts.....	5 6
Filberts, Sicily.....	11 15
Pecans.....	11 15
Peanuts, roasted.....	13 14
" green.....	11 12½
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Naples, cases.....	11 12
" Marbots.....	12½ 13
" Chilis.....	12 13

PETROLEUM.

bbl lots, Toronto... Imp. gal.	
Canadian.....	0 14 \$0 15
Carbon Safety.....	0 17 0 18
Canadian Water White.....	0 20 0 22
Amer'n Prime White.....	0 23
" Water White.....	0 24 0 25
Photogene.....	0 27 0 00
(For prices at Petrolia, see Market Report.)	

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,

CINCINNATI.

Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, qts.....	6 00
" " " pts.....	3 50
" " " ½ pts.....	2 00
Chili Sauce.....	pts 4 50
" " " ½ pts.....	3 25

SOUPS (in 3 lb cans).

Tomato.....	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus.....	4 50

Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable.....	4 25
LEA & FERRIN'S.....	per doz
Worcester Sauce, ½ pts.....	\$3 60 \$3 75
" " pints.....	6 25 6 50

LAZENBY & SONS Per doz

Pickles, all kinds, pints.....	3 25
" " quarts.....	6 00
Harvey Sauce-genuine—half, pts.....	3 25
Mushroom Catsup.....	2 25
Anchovy Sauce.....	3 25

PRODUCE.

DAIRY. Per lb

Butter, creamery, tubs.....	\$0 22 \$0 25
" dairy, tubs, choice.....	0 20 0 22
" " medium.....	0 15 0 20
" low grades to com.....	0 15
Butter, pound rolls.....	0 20 0 22
" large rolls.....	0 19 0 20
" store crocks.....	0 19 0 20
Cheese.....	11 0 11½

COUNTRY

Eggs, fresh, per doz.....	0 11½ 0 12
" limer.....	.....
Beans.....	1 40 1 60
Onions, per bbl.....	1 00 1 25
Potatoes, per bag.....	85 1 00
Hops, 1891 crop.....	0 13 0 15
" 1892.....	0 17 0 20
Honey, extracted.....	0 05 0 08
" section.....	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb.....	10½ 0 11
Pork, mess, p. bbl.....	0 21
" short cut.....	22 00 23 00
Hams, smoked, per lb.....	0 13½
" pickled.....	0 12
Bellies.....	0 14
Rolls.....	0 10½ 0 11
Backs.....	0 13
Lard, pure, per lb.....	0 13½
Compound.....	0 10 0 10½
Tallow, refined, per lb.....	0 06½ 0 07½
" rough.....	0 02½

RICE, ETC.

Rice, Aracan.....	Per lb 3½ 4
" Patna.....	4½ 5½
" Japan.....	5 6½
" extra Burmah.....	3½ 4
" Java extra.....	6½ 6½
" Genuine Carolina.....	9½ 10
Grand Dnke.....	6½ 6½
Sago.....	4½ 5½
Tapioca.....	5 5½
Goathead (finest imported).....	5½ 6

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 00
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SPICES.

GROUND Per lb.

Pepper, black, pure.....	\$0 14 \$0 16
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	16 18
Cassia, fine to pure.....	18 25
Cloves.....	14 25
Allspice, choice to pure.....	12 15
Cayenne.....	30 35
Nutmegs.....	75 1 20
Mace.....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Cream of Tartar, fine to pure.....	25 32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.....	5½
Ditto.....brls., 175 ".....	5
Ditto.....kegs, 100 ".....	5
Canada Laundry, boxes, 40 lbs.....	4½
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7½
Lily White Gloss, kegs, 100 lbs.....	6½
1 lb. fancy cartons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7½
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb ".....	8½
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " ½ lb. package.....	9½
40-lb " ¼ lb. ".....	10
40-lb " assorted ½ and ¼ lbs.....	9½
6-lb " sliding covers.....	9½
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8½
20-lb ".....	8½

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7½
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5½
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4½
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7½
Ivoryine Starch in cases of 40 packages.....	\$3 00

SUGAR.

c. per lb

Granulated.....	5½ 5 20
Paris Lump, bbls and 100 lb. bxs.....	5½ 6
" " 50 lb. boxes.....	5½
Extra Ground, bbls.....	6½
" " less than a bbl.....	6
Powdered, bbls.....	5½
" " less than a bbl.....	5½
Extra bright refined.....	4½
Bright Yellow.....	4½
Medium.....	4
Brown.....	3 90

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85 0 90
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40 0 45
Common, fine car lots.....	0 75
" small lots.....	0 95 1 00
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75 0 80

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,

MONTREAL.

**When Every other Food
is Rejected**



Can be Taken
Relished
and Digested.

**The Best Food for Invalids and
Convalescents.**

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

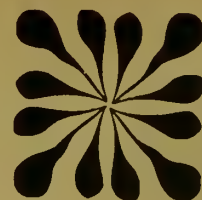
Kingsford's

Corn Starch.

**FOR SALE BY ALL LEADING
JOBBER IN CANADA.**

**T. KINGSFORD & SON
OSWEGO, N.Y.**

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made.

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

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Strictly first-class. The favorite commercial house along the line of C. P. R.

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The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

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"GOLDEN FINNAN HADDIES."

Order at once through your Wholesale Grocer, and get the first on the market. These goods were awarded highest honors, International Exhibition held at St. John, N. B., 1891.



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*The Purest and Best
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**BRITISH AMERICA
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Brantford, Ontario.

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ESTABLISHED 1849.

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THE BRADSTREET COMPANY,
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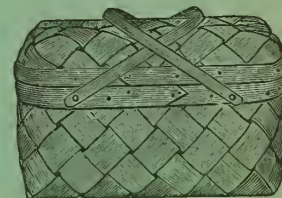
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Oakville Basket Co.,**

MANUFACTURERS OF



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Butcher and Crockery baskets.
Fruit package of all descriptions.

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The Wm. CANE & SONS MANUFACTURING Co
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The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

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IVORY BAR
SOAP**

A Customer's Life . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

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For a few cents, Only have them try the board and your reputation is made. Manufactured only by

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CHAS. SOUTHWELL & Co., LONDON, ENGLAND.
ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."
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PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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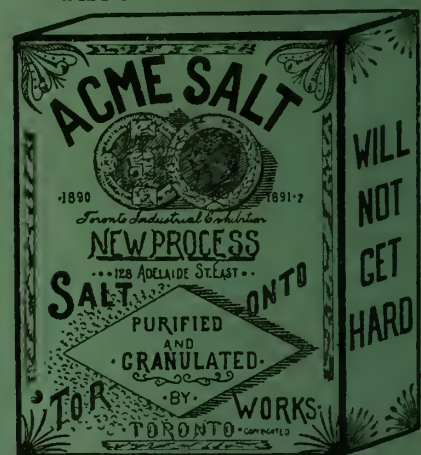
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Florida Oranges,
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Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

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Consignments of Produce Solicited.

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VOL. VII.

TORONTO, MAY 5, 1893.

No. 18

COLMAN'S MUSTARD



BEST ON EARTH

MADRE E' HIJO (7 SIZES)

MUNGO CIGARS. EXCEPTIONALLY FINE.

... HEADQUARTERS ...

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**BROOMS,
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BUTTER TUBS,**

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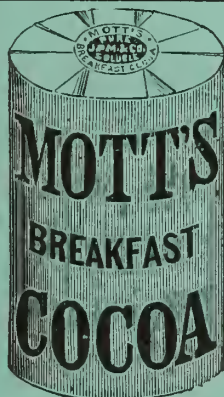
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MAKE SIMPLY WITH BOILING MILK OR WATER
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BAKING
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
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ANNUAL SALES EXCEED 33 MILLION LBS.

**TO HAVE IT ADVERTISED
FREE & FREELY**

IN YOUR OWN NAME AMONGST
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NEW and GENUINE.
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Packed in assorted Boxes, 5-lbs., 10-lbs.,
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Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.
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WITHROW & HILLOCK

130 Queen St. East,
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The accompanying cut represents our No. 55 Grocer Refrigerator. But we make any size or shape to suit the convenience of your patrons and GUARANTEE satisfaction. We also keep in stock a full line for the use of PRIVATE FAMILIES, HOTELS, BUTCHERS, PROVISION DEALERS, ETC.

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Spices, Coffees, Extracts and Baking Powders . .

Is Complete .

French Mustard, Catsup and Fruit Relish. The finest
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FRY'S

Pure . . .
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COCOA

Packed in Boxes containing
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The Highest
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Pure Cocoa

ECONOMICAL TO USE.
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One Quarter Pound will make
50 cups of delicious Cocoa.

Samples Free on Application to A. P. TIPPET & CO., 43½ Wellington East, Toronto.
FOR SALE BY ALL LEADING DEALERS.

"THISTLE" BRAND
CANNED
.. FINNAN HADDIE ..

TRADE



MARK

REGISTERED

To secure the Highest Grade of Fish Order this Brand.

The Standard Pickle of
Great Britain is

LAZENBY'S . . .

The Best Goods Money
can buy.

98 ⁵⁰/₁₀₀
PER CENT.
PURE

Highest Test
**BI-CARBONATE
OF SODA.**

98 ⁵⁰/₁₀₀
PER CENT.
PURE

Extra Refined, Packed in Drums, Barrels or Casks, also
Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products
THE UNITED ALKALI CO., Ltd., of Great Britain.
ARTHUR P. TIPPET & CO., Canadian Agents,

... A Neat Parcel ...

Is appreciated by your Customers, to make
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MAMMOTH WORKS:

HULL, - - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MAY 5, 1893.

No. 18

J. B. McLEAN, President.
HUGH O. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

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AND

TRADE JOURNAL PUBLISHERS.

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The upward tendency that has characterized the rice market during the past three years is thought to have completed its cycle. The new crop is due to arrive on this market about June 1, and prices for it are expected to rule something like $\frac{1}{4}$ c. a pound lower than at present. In contradistinction to the tendency regarding tea, we are gradually taking less and less of Indian rice and turning more attention to that grown in Japan, Java and South America, particularly the first named. By the transformation each year of additional valleys into rice fields Japan is gradually forcing its way to the front as a rice producing country. In 1891 the amount exported to the different European and American countries amounted to nearly two million piculs or something like 270,000,000 pounds, valued at 6,213,883 yen. Strange to say, Japan imports as well as exports large quantities of rice, the former in 1891 being something like three hundred thousand piculs within the latter. But the values of the imported article was over 2 $\frac{1}{4}$ million yens is less than that exported, clearly showing that what they buy for home consumption is inferior in quality to that which they sell. The principal countries on which Japan draws for supplies are Corea, East Indies, and China. In 1891 Canada took over 3 $\frac{1}{2}$ million pounds of Japan rice. England was by far her best customer, while the Unit-

ed States and Germany came respectfully second and third.

* * *

The bounty system for the production of sugar obtaining in the United States, and which was inaugurated to balance up things for removing the duty on sugar, seem to have given quite a stimulus to the industry. At any rate the production, according to carefully prepared estimates, largely increased during the past fiscal year; and it was shared in by all the different kinds of sugar with one exception. Cane sugar increased from 364,820,411 pounds in 1892 to 450,000,000 pounds in 1893, beet sugar from 12,004,838 to 27,083,322 pounds, maple sugar from 144,882 to 3,200,000 pounds. The exception referred to was sorghum sugar, the production of which fell from 1,136,086 pounds in 1892 to 986,900 in 1893. The amounts paid in bounties during the present fiscal year are already in the neighborhood of 8 $\frac{1}{2}$ million dollars and the total amount will exceed nine millions. The big increase in the production of beet sugar has been principally in California, where the production was 8,175,438 pounds in 1892 and stands for this year at 21,801,322 pounds. For the coming season prospects are for a still larger production. A peculiarity to be noted is that, in spite of the bounty, there has been no increase in the number of producers of either beet or cane. In fact the applications for licenses for the production of cane sugar were four less than in 1892, and of the total 650,617 were applied for from Louisiana. There is a feeling of unrest among the producers at the moment owing to the uncertainty as to whether or no the Cleveland Administration will continue the payment of the bounty, and this has deterred capitalists from embarking in new enterprises. In fact a Washington despatch a few days ago said that a plan had already been laid before President Cleveland which would stop payment for sugar bounties and

hold the amount in the Treasury until a decision could be obtained from the Supreme Court upon the validity of the bounty law.

* * *

The more prosperous the farmer the more prosperous the merchant; and it is evident that the desideratum in the first instance is secured by increasing the earning power of the farm. There was a time, and not long ago, when the farmer grew little else but grain. A few adverse seasons and the increase in the number of competitors in the consuming markets led him to diversify his methods. Mixed farming is now recognized as necessary to success, and among the different sources from which revenue is derived the products of the dairy occupy an important place. The possibilities in this direction are great, and this fortunately is gradually becoming more recognized. To ensure a steady demand for butter, particularly for the export trade, it is necessary to have uniformity, and to obtain the latter an extension of the creamery system is imperative. The merchants of the country have it within their power to materially help in the premises, both directly and indirectly. Indirectly by urging the farmers to go in for creameries, cheese factories, etc. Point out to them whenever opportune the results that have been obtained where creameries have been established. A good point to begin at would be the wives and daughters of our farmers. They are the ones upon whom usually fall the brunt and burden of dairy work. Get these interested and enlisted in the cause of creameries and the husbands and fathers will eventually be brought into line.

* * *

An idea of the value of a creamery to the district in which it is situated may be gathered from the results obtained last season from the one at Ayton. This creamery, Mr. Isaac Wenger informs us, paid out last season to its patrons over \$31,500. This was

divided among 325 patrons, netting them about \$97 each. The herds in the neighborhood of Ayton are small, averaging less than five cows, from which the farmers drew their supply for family use besides what they sold to the creamery. The average per cow is placed by Mr. Wenger at \$21. "This I believe," he adds, "to be as high an average as any cream-gathering creamery can show, but it is not as high as it could or should be. Some of the patrons made their herds average about \$37 per cow. To this should be added value of skim milk retained by the farmer for feeding purposes." A noteworthy fact in connection with the matter under review is that the money is distributed among the farmers at a season when their sources of receipts are limited. The result to the storekeeper is obvious.

* * *

To know how to buy and how to sell are essentials to success. And if either is of more value than the other, it is the buying quality. The keenness of competition makes it such. Unless a man is able to buy right he cannot exist for a great while. His keener and more wide-awake competitors will soon crowd him to the wall. It is a case of the survival of the fittest all along the line, and to keep in the conflict you must be as well armed as your adversary. To be a poor buyer is to be poorly armed. The man who knows what to buy and how to buy has one supreme advantage; he can hold out better inducements to his customers. Three things are necessary to right buying—a knowledge of the goods, an acquaintance with the peculiarities of his customers and capital. The merchant who possesses the first essential knows a good thing when he sees it. He cannot be well deceived, and consequently he is in a position to recommend his goods. An acquaintance with the peculiarities of his customers is a valuable qualification, for not only does it assist in the direction of gaining the approval of his patrons, but it makes less possible the accumulation of undesirable and old stock. The importance of capital all realize. With capital at his command he can buy in larger quantities and cheaper, and from his discounts he usually gets enough to pay at least his rent. Thrice armed is he for the battles of business who possesses these qualifications. He may have relentless competitors to oppose him, but he will make business a success in the long run, sure.

THE SOAKED PEA CASES.

The "nine-day" subject matter for talk by the local trade has been the soaked pea cases. Everybody extends more or less sympathy toward the retailers whose want of sufficient knowledge or forethought caused them to antagonize the law, while there is a corresponding unanimity in condemning the canner or canners who put up the goods. Even the Court, in imposing the nominal fine of \$2, went out of its way to express regret that, in order to get at the real offenders, it was necessary to score the innocent.

The actions were taken under an Ontario Act passed in 1886. Prior to that unscrupulous canners had placed such large quantities of the soaked article on this market as to utterly demoralize it. This goaded the Ontario Canners' Association to seek the assistance of the Provincial Legislature to protect both their own interests and the public's good. The result was the legislative enactment that went into force July 20, 1886. This measure does not prohibit the canning of soaked peas. Briefly speaking what it decrees is that when such commodity is placed on the market each can shall be labelled, in large letters, with the word "soaked," and shall also contain the name of the packer. The penalty clause reads:

Every person who sells or offers for sale any such goods in violation of any provision of this section shall, on a summary conviction before a justice of the peace, for a first offence incur a penalty of two dollars for each such package, and for a subsequent offence a penalty not exceeding twenty dollars and not less than four dollars for each such package in respect of which any such provision has been violated.

THE GROCER has more than once within the last few months announced that soaked peas were being placed on this market contrary to law. When the Ontario Canners' Association became cognizant of what was going on it as soon as possible took steps to enforce the law; and the cases investigated a few days ago at the Police Court are believed to be the direct result of these deliberations. The last of the matter has not been heard yet, and it is likely that before many days information will "be laid against the party of the first part." Who, has not been officially announced. The hand of the law does not usually point out its victim until he is well in its grasp. But it is hinted pretty strongly that the transgressor is a western packer. Whoever he may be he deserves little or no mercy. There are misdemeanors that are sometimes the result of ignorance or carelessness. In this instance neither plea can be advanced. It was plainly a deliberate attempt to defraud the consumer

through the medium of conniving storekeepers or storekeepers ignorant of the law. In this instance the latter seems to have been the medium. This is emphasized by the price paid by the retailers for the goods, namely 75 cents a dozen, while those who examined their contents say they were the worst kind of soaked peas, being about two-thirds water, and dirty looking water at that.

No great opposition can be made to soaked peas being placed on the market. They are not detrimental to the public health. If they were it would be different. The province of the law is to see that if the people pay for bread that they do not get a stone. Canned peas and soaked peas, as every grocer knows, are almost as different from each other as chalk is from cheese. In the one instance the peas are taken green from the pod and placed in the cans. These retain their natural flavor. In the other instance the peas are usually purchased from the farmers at so much per bushel after they have been threshed. They are then steamed till soft, after which they are placed in cans and watered. The Ontario Canners' Association is well within the bounds of reason when it demands that soaked peas shall be plainly designated as such when placed on the market. Aside altogether from the public weal the members of the Association have their own immediate interests to protect. The canning industry of this country has by no means yet reached its maturity. That it is progressing well in that direction is generally recognized, but it cannot afford to have obstacles thrown in its way. Soaked peas palmed off on the public as canned peas is doubtless an obstacle, and one too that has no reason for existence. Soaked peas on the market not designated as such is an obstacle in a double sense. In the first place every can so bought by the consumer takes the place of the legitimate article, and in the second place should the purchaser be one who is for the first time trying canned peas there is a chance of his never attempting it again, not knowing that the spurious has been sold to him instead of the real.

Hard as it is that innocent storekeepers should be taxed \$2 each for the sins of others, yet the lesson conveyed, if digested, is perhaps not dearly bought after all at that figure. The lesson is two-fold, and is: Keep posted on what is going on in trade circles and deal with none but reputable houses.

A WELL APPOINTED GROCERY.

Attention to business and the adoption of live and modern methods ensure success. The case of Kelly Bros., grocers, Queen and Mutual streets, Toronto, may be cited as an instance. They opened up in their present premises about three years ago. Other grocers had been there before them, but they apparently did not meet with at least more than an

ordinary amount of success. But from the day Kelly Bros. took possession there was a change. The windows were always attractively dressed, and a live business air gathered around the premises. Soon the accommodation became inadequate, and it was decided to enlarge the premises. The alterations began some weeks ago and they are now nearly completed. The store has been enlarged one-third and refitted throughout. New counters with oak tops have been put in, while ranging along on either side and reaching to the ceiling are new shelves stained in cherry. These shelves are embellished by two large mirrors, one on either side, about midway down the store. They have also put in a large new marble-top butter counter, coffee mill and desk, improved scales, Eddy's paper rolls on stands, etc. A new ware-room has been built in rear of the store and an entrance made into Mutual street through which goods can be brought in or sent out, instead of having to be taken through the store as heretofore. The facilities for reaching the storerooms have also been increased. Kelly Bros. have now one of the best appointed grocery stores in the city, and are to be congratulated upon their enterprise and success.

MAPLE SUGAR VERY SHORT.

Consumers of maple sugar in Montreal complain bitterly that the amount of adulteration this spring in the article is very much greater than during any previous spring. The main reasons for this have been the backwardness of the season owing to unfavorable weather, and the strong temptation that exists to turn over ordinary refined cane sugar, which costs only 4 1-2 to 5c., mixed up with maple stock, which commands a rate of 7 to 8c. This fact, from the frequent number of complaints that are made, is too strong a temptation for some of the more unscrupulous makers to resist. The result of all this is that really choice high grade new maple sugar is a very scarce article this spring. The maple sugar crop in the province of Quebec has thus far proved an extremely short one, and, now that the season is so far advanced, there is no likelihood of the shortage being made up. A good many farmers who tapped their sugar groves during the few warm days of March had their labor for nothing, as freezing weather followed. From many points in the Eastern Townships, where the industry is practised in its perfection, it is said that the output will hardly be half of some former years. Advices from Swanton, one of the chief maple sugar centres in Vermont, cite the same conditions, so that our makers are not the only sufferers.

CHATS WITH BUSINESS MEN.

"If you want to get a good trout stream," said a commercial traveller who can catch a fish as adeptly as he can a customer, "just go up the Coldwater stream about six miles above the village and I'll bet you'll be good for a ten-pound catch in an afternoon. I know what it is like, for I have been there myself. O, they are beauties, as firm as a rock, and—don't I wish I was there now," he added, going through the motions of throwing a fly and hooking a fish.

Joseph H. Devaney, with Eby, Blain & Co., is a great admirer of Midland. Saturday last I fell into a conversation with him regarding the town. "Navigation is open there," he replied to a query of mine, "and prospects look pretty good. One Canadian vessel was loading there when I was there this week, four or five large tugs have left port and several large vessels are expected there forthwith. Midland has got the best and deepest harbor in Canada," he continued, as he began to enthuse marking out the contour of the harbor with his index finger upon the palm of his hand. "Midland is looking bright this spring, I can tell you. Of course the lumber interests are gone, but they have a fair farming country around them. What the people are now looking principally to, however, is their waterway, and they expect to reap some benefit from the World's Fair traffic. The Government, you know, has been spending large sums of money in improving the harbor, and this year another grant of \$10,000 has been made. They have now got a beautiful esplanade; as fine as you'd want to see. There's no mistake about it. It's had a hard time of it for some years, and it deserves a change."

"O, well," I overheard a well-known retailer say the other day, "it is not, to my mind, so hard to buy now as it used to be. And that is because there is not so much cutting among the wholesalers. Taken on the whole I think they maintain prices, fairly well, don't you?" I didn't hear the answer.

I got into a brief conversation a few days ago with a well-known apple exporter. "We have been hit pretty hard this season, I can tell you," said he as he backed up against a box of oranges and caught his heel in a projection. "One man down east is out \$25,000 and there is a firm in this city that stands to lose \$10,000. Then there is So-and-So up west who has had even his household furniture seized and sold by the bailiff. Well, he is a good deal responsible for what has happened to himself. Last year he bought up a lot of orchards, more in fact than he could handle, and sent out men to pack the fruit who had never packed an apple in their lives. You know apples intended for England must above all things be properly packed. A want of proper attention in this particular is responsible for much of the loss this

season. How will I come out? Well I can't say yet. I'm not out of the woods. So far I am about even, but I have enough on the way to England now that stands to lose me all I made last year. Last year, you'll remember, was a pretty good one for us. We had practically no falling market to contend against, it being in the ascendancy about all the time. O, well, I suppose that is the way of the world," he consoling added as he thrust his hands into his trousers pockets, turned on his heel and walked off.

BYSTANDER.

ASSOCIATION TALK.

The Hartlepool Grocers' Association is considering the question of starting a register book or black list.

The Retail Grocers' Association of Chicago is considering the advisability of holding a retail merchants' convention in that city, at some specified time during the World's Fair.

At a recent meeting of the Bristol Provision Trade Association this motion was adopted: "Cheese made in the French Section of Canada may not be tendered in fulfilment of a contract for 'Finest Canadian Cheese'; the seller is entitled to deliver cheese made in any part of Canada other than the French Section. But this Association having been assured by the Montreal Board of Trade, and by individual skippers, that cheese made in the French Section has greatly improved during the last few years, and that many factories now compare favorably with the best Canadian Cheese, recommends Canadian skippers, when offering these special factories, to describe them as 'Cheese made in the French Section of Canada—but equal in all respects to the Finest Canadian.'"

The Toronto Retail Grocers' Association will meet in its new hall (Oddfellows' building), Yonge and College streets, Monday evening next at 8 o'clock. The committee appointed to arrange an entertainment for the occasion have been unable to carry out instructions, and so the meeting will be of the usual business character; but that in itself should be a sufficient inducement for a large turn out of members.

The Iowa Wholesale Grocers' Association at its last meeting agreed upon a schedule of prices of all staples and entered into an agreement not to cut prices. A committee was appointed to confer with the wholesale grocers in Iowa, not in the association, and in Omaha, Sioux Falls, and in towns contiguous thereto, and in competition with the Iowa grocers, to come into the association and stand by the schedule of prices agreed upon.

The grocerymen of Burlington, Vt., are agitating the question of abolishing the credit system in their business. They claim that they lost altogether, upward of \$7,000 last year through poor debts. They say that they can sell goods cheaper for cash and that it would be better for every one except the dead beat.

TORONTO'S SHOP FRONTS.

It is said that the City of Toronto has as great an extent of shop fronts as the cities of Buffalo, Detroit and Rochester combined. Toronto is said to have 27 miles of shop fronts, while Buffalo has only 13 miles. Circumstances are at work in Toronto which will probably transform the character of some of the principal thoroughfares, such as King and Yonge streets. On these streets there are a large number of small shops which it is believed will before many years revert to residence purposes. Two principal causes are at work tending to bring about this change. One is the introduction of rapid electric street railway transit, by means of which residents in the outlying districts of the city can be transported to the business centre within an interval of a few minutes. These facilities for dealing at the larger downtown establishments is likely to be taken advantage of to the detriment of the smaller business concerns on the less important thoroughfares. The second cause is the recent development of a few large establishments where goods of almost every class are sold under one roof. These concerns will certainly wipe out of existence a very large number of the smaller stores. It is estimated that one such establishment already in existence in Toronto is doing the trade which formerly was divided amongst 500 small stores. These changes most seriously affect the value of a large amount of property now used for business purposes.—Canadian Architect.

SUGAR PRODUCTION IN FRANCE.

In the matter of the French sugar production, according to an official report just published, during the season 1891 and 1892 there were 49 sugar mills at work in the Pas-de-Calais, or one less than in the previous year. The *Annuaire* states that in spite of a larger extent of land having been planted with beet, the weight of beetroot sent to the mills was only 527,712,040 kilos, or 146,835,840 kilos less than during the previous year. It attributes this deficiency partly to the unfavorable summer of 1891 and partly to the seed used; the roots were small and fibrous, but of considerable saccharine richness. The yield of sugar should prove fairly favorable. It appears it will reach an average of 9.77 kilos per 100 kilos of beetroot, instead of 9.43 in 1890-91. When the remarks of the *Annuaire* were written it says 50,542,969 kilos of refined sugar had been brought to book, of which 40,790,913 kilos represented the minimum legal yield, and 9,752,056 kilos the excess. Of these last 44,939 kilos are subject to the full duty, as having been obtained in excess of the maximum of 10.54 per cent.; the remainder, or 9,707,117 kilos,

are only liable to the reduced duty. In fine the rate of excess shows an increase of 6.19 per cent. (23.91 per cent. instead of 17.72 per cent) as compared with the previous period.

JAMAICA'S PRODUCTS.

Dr. Trilmen declared before the British Association that "no other British colony possesses so complete a system of botanical and experimental gardens as Ceylon." Who has not sung of its spicy breezes? Yet much nearer our shores is a miniature, or, possibly, an embryo Ceylon. Jamaica has its botanical department in efficient working order, and this does not confine itself to botanical work alone, but is advancing the agricultural interests of the colony, and developing its resources in addition.

Judging from the bulletin issued in January by the Director of Public Gardens and Plantations, the department is carrying on a work of a very thorough nature in its supervision of six different experimental gardens. The report of the botanical work proper has little beyond a local interest, but the references to regular cultivation and the statistics connected therewith form an interesting and valuable record. The production of cocoa is advancing slowly.

Of cocoanuts 7,885,656 were exported, of which the value was £26,512 16s. 9d. The export was greater during 1891-92 than during any year for the past ten years in spite of the great mortality among trees at Montego Bay. 86,926 cwt. of coffee were shipped, bringing £336,839 18s. Here, too, the prospect is good. Of bananas 3,503,275 bunches valued at £262,745 12s. 6d. were exported. This is nearly £20,000,000 less than last year, and is accounted for by short crops owing to drought, and the large local fruit crop in America. Of other fruit mangoes brought £203 2s. 6d., oranges £23,263 15s., pineapples £1,286 15s. 2d., limes £361 1s. 6d., strawberries £3,607 2s. 3d.; lime juice alone was exported to the value of £4,865 4s. 2d. Among other exports are ebony, fustic, ginger (£40,682), lancewood spars, lignum-vitea, log-wood (£303,364), nutmegs (£23,264), plimento (£50,984), rum (£256,000), sugar (£255,500), tobacco and cigars (£9,430), and jams, anatto and arrowroot. The cultivation of cassava or manioc by small settlers is suggested, for preparing starch, meal, tapioca, cakes and cessareep. Cinnamon though grown freely is not barked; but cacao growers are strongly advised to plant kola in their plantations. The cultivation and preparation of sisal hemp is mentioned as one of the most important among new industries.

The principal imports consist of corn, which cannot be produced as cheaply as in the United States, rice and pulses. The attention of planters and small renters

is directed to the cultivation of nutmegs and to the large profits to be made in suitable localities, and it is noted with pleasure that this cultivation is being entered upon with spirit and energy. Licorice is another plant recommended for small settlers as growing in deep soil such as that in which the orange flourishes.

In one of the botanical gardens exists an industrial school for instruction and practice in general agricultural operations. Some of the boys work in the garden for two or three hours in the morning, and another set in the afternoon. At other times they are employed in school, or at work round the school house under a schoolmaster. Among other things, the boys are taught how to cultivate and cure cacao.

WINDOW DRESSING.

Enterprising dealers can find time to invent some striking devices to augment spring trade. A novelty in action, and which will attract a great deal of attention, is to reproduce the Ferris wheel. This is two towers built of strips nailed to floor of window, on which rests an immense wheel. The wheel itself looks like two enormous bicycle wheels running on the same axis. Within this wheel is a number of cars on swinging axels, which may be imitated by means of goods, which is the main attraction. Tea boxes may be used, or baskets filled with choice eatables. To provide a method of keeping the wheel in motion, a pole may be inserted in the hub of the wheel which rests on the towers, running into the store, to which a handle is attached and the wheel kept in constant revolution by any person stationed back of the window. Where space will permit goods may be shown on the sides and placed on the floor.

A simple but very striking display is to build up a pyramid of canned goods just as high as your stock will permit. Place a ladder against this pile, on which place a scroll figure so arranged as if in the act of reaching a can. Prices of the varied brands should be shown here and there.

You will make everybody stop and look at your window if you will show this design: Obtain a number of strips and nail to floor and ceiling at intervals apart—say, three in front near pane, about two feet apart, and again at back. On these strips nail on apples. Between the uprights form angles of the strips and nail on the same fruit. This will produce a series of spaces outlined with borders of apples. Within these spaces you can build up such goods you desire to show.

To push the sale of any certain brand of sugar get a negro mask and place it upon a box, which may be secured by attaching a stick. Then heap up a mound of sugar close to the neck and place a price ticket in the mouth.—H. Harman in *National Grocer*.

SELF-SELLERS AND PROFITS.

We cannot but wonder more and more as we consider certain phases of the retail grocery business, as to why it is the retail grocery puts self-selling goods out as leaders, instead of that class of goods on which the margin would justify him in making a drive. If the retailer must cut prices to win trade, it is not a part of ordinary wisdom and mercantile common sense to make drives in the direction of developing a line of trade that cannot be developed without hard pushing, but which, when developed, brings large returns. There is no consumer but who must have flour, sugar, bread and oil, and yet these are the very goods that retail grocers cut the very quickest of all. They are goods that sell themselves and do not need pushing; it is not necessary to make a drive on them to make the consumer buy them; the consumer must buy them. On the other hand, there are lines of canned goods and other fancy groceries that consumers do not need to buy, and in order to develop trade on them it seems to us the retail grocer might have some reason for cutting prices, if he is ever justified in cutting. Moreover, he can afford to cut such goods because the margins permit, and yet evidences multiply continually that the retail trade cut to cut off their noses.—B. C. Commercial Journal.

POINTS ON EVAPORATED APPLES.

In certain quarters no effort has been spared of late to bring all the weight possible upon the market for evaporated apples, with a view of depressing prices. Offers of peculiar nature, chiefly with conditions prescribed that left the would-be sellers in a safe position, where, if offers were accepted, they could gracefully retreat without taking the risk of a loss, have been conspicuous. It is also the fact that some lines of apples nicely "topped" with well-cut rings, but containing inferior stock beneath, have been brought into play by the "bear" interest. As a matter of fact, all the tricks of trade, with which "bear" operators are familiar, have been used to the greatest advantage, and, it may be said, with a certain measure of success. When it comes to the relation of supply and demand, however, the "bear" interest are suspiciously evasive. They fail to bring forward any data or reliable circumstantial evidence that stands at all prominently along side of the "bull" statistics. The latter would make it appear that the available supply of evaporated apples of last season's crop is below the average. Estimates are that 15,000 to 18,000 boxes will cover the entire first-hand holdings in this State, New York city included, and they figure out also that the purchase of one box each by every retail grocer in New York city, Brooklyn and neighboring cities would clean up the entire stock. There is something bordering upon the venturesome in

such statistical calculations, but the bulk of evidence goes to show that stocks are in very good shape; that supplies of green apples are low and chiefly "russets," and that the evaporated fruit is comparatively cheap at present prices.—N. Y. Bulletin.

OH, THE CUTTER.

Said a merchant the other day: "As soon as I get up a good thing, say in chocolate—but it would be the same if it were candy, butter, carpets, handkerchiefs, paints or pills,—some rival will imitate it in quality and put it on the market at a lower rate. To hold my own I've got to cut his price, but as I can't do that and make a profit, I must adulterate the article a little. He knows the dodge and he will do the same thing. So we go, cutting at each other, until both of our articles are so cheap and poor that nobody will buy them. Then I start the pure goods again, under another name, and the whole circus has to be gone over again."

Is there no way of getting rid of the pestiferous cutter? It's a pretty hard thing to do while the public clamors for cheap, cheap, and cheaper goods. But don't the merchant quoted above, and all who act as he does in trying to compete with the cutter's own tactics, make a great mistake?

There is undoubtedly a place in any community for a successful business in dealing in goods of high standard and undoubted quality only at prices affording reasonable profits. A reputation for such a business is not acquired as quickly as a reputation for low prices, but when once earned it is worth having, and the man who possesses it will be doing business at the old stand long after the cutter has cut himself off from all profitable trade. Try it.—Commercial Enquirer.

WHAT ARE YOU WORTH?

If you want to make a good profit from your trade, and become a properly independent dealer, make yourself profitable to the very people from whom you hope to profit, says Commercial Enquirer.

When you employ a mechanic you expect to pay him the price of unskilled labor, plus the difference between that and skilled labor of the kind you want in the market. That is, you are willing to pay for the skill which your chosen mechanic has acquired by serving his apprenticeship and training himself to excel in his occupation.

If a novice hangs out a sign and betrays you into employing him at a price sufficient to obtain the best work, you soon discover the fraud, and both will be losers. Your skill in your business entitles you to a fair compensation for its employment, and the investments of your customers will net them better results than were they to deal with persons unable to take every proper advantage of the market. The matter of permanent and steady-going trade in a community,

a trade that is bright and brisk and reliable, is one of common or mutual interest. The customer is not only a source of profit to the dealer, but the alert and honest dealer is a source of profit to the customer. The art of pleasing in the permanent and higher sense, is an agreeable source of profit to more than one of the parties.

The tradesman who studies and practices the best methods, and has the far-reaching vision of the simple philosopher, will in all things seek the pleasure and advantage of his constituency—all of them, the least as well as the largest buyers.

THE BUTTER TRADE.

The English butter market must be in pretty bad shape when, in order to relieve it, re-shipments continue to be made to Canada of goods sent there for sale. It is said there are about 800 packages of creamery on the way back to this market, besides offers of more on consignment to parties here; and in one instance we know of a consignment having been refused. The placing of this returned butter has materially altered the complexion of the market here, during the past two or three weeks, prices being now as easy as they were firm then. The English market has been exceedingly disappointing to American and Canadian shippers during the past season, a Boston correspondent informing us that the losses on butter shipped from that port and New York have been very heavy, in some instances as much as 5 to 6c. per lb., whereas had this butter been simply held over on this side it would have netted profits of at least 3 to 4c. per lb. A lot of Western States butter was shipped last fall, costing 23c. f.o.b. Boston that realized an average of about 85s. in Liverpool. This looks bad for shippers of creamery butter to England, and may account for the returned lots that are being received here. New butter is coming in fairly well, considering the continuance of cold weather which is very unfavorable for the flow of milk; and all that arrives is taken up as soon as landed, both creamery and dairy.—Trade Bulletin.

CANNED MONKEY.

A Bangor family recently engaged a cook who was quite an artist with the kitchen utensils and the raw material at her disposal, although she was not on good terms with the cook books, being unable to read. She identified canned goods, for instance, by the pictures on the can labels, but once, at least, this did not work, and the result was amusing. A can of desiccated cocoanut was brought to the house by the groceryman and it bore the well-known trade mark cut of the monkey dallying with a cocoanut. When her gaze fell upon that can she was astounded.

"Oh, lor!" she ejaculated, "I have seen canned corn, canned peaches and most everything canned, but bless me if this ain't the first time I ever saw canned monkey."

PORT ELGIN.

W. J. Cameron for many years with his brother-in-law, Mr. Neil McGillivray, of Port Elgin, has started in business for himself in McGillivray's old stand. He will doubtless do a good business, as Mr. Cameron is well known and popular with everyone in the town and neighborhood. He has a nice bright, attractive looking and well arranged stock and will be pretty sure to make a success of it. There is a rumor of a probability of a partner being taken in in the near future, from one of the towns between Walkerton and Palmerston. Some people are always in luck and I always gave Willie credit for having extra good taste. Hope to congratulate him soon.

Port Elgin is a delightful little place in summer and full of nice people. It is situated on Lake Huron, and anyone having a week or two to spare during the summer months could put in a very enjoyable time there. Good hotel accommodation. X.

THE ART OF TEA-BLENDING.

Flavor is that quality in a substance which acts directly upon the palate, either to gratify or offend.

Unfortunately, the great body of American consumers of tea, the world's most famous leaf, have not been educated to an appreciation of the exquisite aroma and flavor resident in the tea leaf. There are single varieties or sorts of the cured leaf which possess a delicate and exquisite flavor, which is pleasing to the connoisseur or lover of fine tea. Other kinds are harsh, pungent, toasty, weedy, smoky, or possessed of other peculiar flavor. Unfortunately, there are many who are indifferent as regards flavor, and who are satisfied with any infusion so long as it is neutral in character, or in no way offends the palate. As tastes differ, there is, therefore, great scope for the blender, manipulator, compounder, or mixer of teas; but before discussing the art of blending, it is best to first study the tea leaf.

If we pick to pieces the beautiful evergreen leaf of the tea plant, we may possibly discover the secret of the important part it has played for unnumbered centuries in the political, social, economic and commercial life of more than one-half the people on the globe. Whence comes this famous leaf? From ancient Cathay, the modern China, where it is indigenous; from Japan, or ancient Chipango, whither it was carried from China; from India, where it is claimed the plant is also indigenous, and from that pearl of the sea—Ceylon.

Placed within a transparent china cup and covered with boiling water, we note, as the leaves uncurl, their varied size. Some are tiny, narrow, and beautifully formed; others are broader, longer, and coarser. The expert tells us the young and tender leaves, such as are plucked

soon after their birth, are the most desirable, and, being comparatively few, are the most costly.

As we examine the structure of the leaf we are surprised at the delicate mechanism displayed. Our eyes being unsuited to the task of dissection and analysis, we call to our aid the scientist skilled in microscopy and chemistry, if we would discover the secret of the tea-leaf.

Almost the first thing we note, is what our learned friend calls "idioblasts." That odd word, unexplained, is apt to leave us as ignorant as when we started our investigations. It reminds one of the infrequent word—paratriptics—which Theodore Child used to head a chapter on tea, coffee and cocoa, in his admirable little volume entitled, "Delicate Feasting," and which curious word is used by medical writers to designate products like tea, which have the effect of checking the depreciation, decay, or wear and tear of tissue.

Let us return from this digression to "idioblasts," which we find to be odd-shaped, isolated cells, separate and distinct from the general cell structure of the leaf, which, in its entirety, is really a little house with minute little rooms, or cells, and which are too small to be seen with the naked eye. That well-informed investigator—Blythe—defines idioblasts as "long, tough, tenacious branched cells, which seem to act as pillars or beams, keeping the two layers of the leaf apart; they do not occur in any other leaf with which the tea-leaf is likely to be confused, so that their presence would indicate tea, their absence point to foreign leaves." In order to detect them, boil the leaves in a strong solution of caustic potash for three minutes, allow the solution to cool, remove the leaf, or a portion, to a glass slide, 3x1 inch, protected by a thin cover of glass of the same dimensions; press firmly, using slight friction, so that the leaf will appear as a mere stain between the glass slips.

Microscopists, or those interested in the character of tea leaves, or those seeking to discover adulteration, would so well to consult as a guide a paper by Thomas Taylor, Microscopist to the Department of Agriculture (Annual Report, 1889), and which is illustrated by colored plates showing the tea leaf as it is revealed under the microscope by polarized light.

The greenish color of the tea leaf is due to chlorophyl contained in tiny round cells grouped in irregular bands or circles.

Hidden away in the tea-leaf is a beautiful substance called theine, which, when extracted and crystallized, presents the appearance of soft and downy snow, but which, upon close investigation, turns out to be a mass of beautiful oblong crystals. This is one of the active prin-

ciples giving tea its physiological value, and about which opinions are very conflicting.

Another active constituent, and always present in varying quantity, is an astringent called Tannin. It is impossible to make an infusion of tea leaves without its presence, but it is possible to steep the leaves as to get rid of the taste which to many is disagreeable. That variety of tea is most desirable which contains the smallest percentage of tannin. Thus far the preference in this respect must be given to the fermented or black tea of China.

The aroma or flavor of the leaf is due to essential or volatile oil, present in exceedingly minute quantity—so small, in fact, that we do not recall any recent analyses of the leaf which gives the quantity present.

Another substance found in the leaf is Dextrine, or Gum, but in very minute quantity.

The chemist tells us that the ash, some of which is soluble and some insoluble in water or acid, is an important element in determining the commercial value of tea. If the ash exceeds 8 per cent. of the total constituents of the leaf, the tea is not such as should be used. In tea dust the proportion of ash sometimes exceeds 20 per cent.

Next and last, and of great importance, is the Extract, that portion of the leaf soluble in water, and which should not be less than 30 per cent., and frequently exceeds 40 per cent.; the total average being 33 per cent. It is the extractive matter, including the tannin, which gives strength or body to the infusion, which varies greatly in color as to the sort of leaf infused and the mode of its preparation. Theine is tasteless and plays no part, commercially, in the estimate of commercial value. As a rule, none of the dealers, and few consumers, interest themselves in the physiological value of tea, most of them using the beverage being unable to explain its physiological action. They seek pleasure and refreshment in the aromatic and stimulating drink we call tea, and feel convinced of its beneficent influence upon the system, without being able to prove its action or effect.

The chemical nature of the leaf and its value for purposes of infusion, depend largely upon the character of the soil and the climate of the district in which the tea is grown, and again, to the manipulation and treatment of the leaf after it has left the plantation and passed through the process of manufacture.

Certain varieties of tea have an aroma or flavor that is peculiar to the soil on which the plants are cultivated. In no district on the mainland in China can they produce tea of the flavor of that grown on the island of Formosa. Each district produces tea with characteristics essentially different from all other districts, and hence the various designations of the teas of commerce are after the names of the district whence they come, whether grown in China, Japan, India, or Ceylon.—American Grocer.

DIAMOND CRYSTAL SALT

THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

Lucas, Steele & Bristol, AGENTS
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Mallawalla is packed in $\frac{1}{2}$ and 1 lb. packages, 50 lb. cases.
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If you are desirous of extending your Tea trade order a sample
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tising and guarantee satisfaction. Try it and be convinced.

We are offering Tomatoes, 3's, Ontario and Simcoe,
which are known to be first-class brands, at very low
prices. Write for particulars.

W. H. GILLARD & CO. WHOLESALE GROCERS Hamilton, Ont.

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COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all
temperate drinks on the World's Fair grounds.

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CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bendsorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa,
both foreign and domestic, we unquestionably give BENSDORP'S COCOAS and
CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to
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TION at our Soda Fountains.

Yours truly,

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E. F. CULLERTON, President.

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From Cambridgeboro' Springs, Pa.—The Leading
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Write the Agents for Canada.

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WHY CALL THEM DEAD BEATS?

It has always seemed strange to us to hear one of that class of people who through their cunning manage to swindle the merchants, denominated as a dead beat. There is nothing either about his actions or personal character that goes to be dead in any sense of the word except perhaps that he is dead to all that is honest and upright. To all appearances he has nothing about him that has the least indication to convey the impression that he is dead. He manages to live, and that on the best the land can afford; of course, he has to do this in order to keep up the dignity of his adopted existence, were he to question the prices of the best class of goods the merchants would become suspicious less he was not what he represented himself to be.

The pages of the merchant's ledger, and the manner in which he succeeded in having his name placed there for a good round sum indicates that he is one of the most lively and industrious kind of dead personages that was ever conceived in the mind of man. He is so much alive that he can accomplish the process of skinning the merchant with such dexterity that the meaning of his methods will not be discovered until it is found that the smooth, polished scoundrel has gone to parts unknown. Then the merchant realizes to his sorrow that he has been victimized and his only consolation is an inward consolation and determination that this lively dead individual will not repeat the dose. One such lesson ought to be sufficient, but it has been known that the same person has repeated, and more than once, too.

We have almost been led to believe that some merchants like this individual, whether it is from his generous nature (and who could not be liberal at the expense of others) or his ability to swindle people by his smooth tongue, or other reason we do not know, but the fact nevertheless remains that the merchants show very little disposition to take the proper action for the extinction of this modern parasite. In many ways the merchants are responsible for his existence, as they gave him more attention and encouragement than to that class of people whose names never go on the ledger and who manage to live within their means. Who receives better treatment at the hands of the storekeeper than the whilom swindler? The merchant being in the power of the beat is compelled to flatter him in order to obtain at least a portion of the account standing on his books.

It is high time that merchants all over the continent should begin to realize the evils attendant upon the practices of "live scoundrels," as they ought to be called, and by their concentrated energy and earnest work wipe them out of existence. Nothing can be accomplish-

ed by complaining about him and then giving him the opportunity to do the same thing over again; he must be dealt with summarily and expeditiously. Though in principle he is dead, that does not prevent him from making the live merchants hustle to make up their losses through his schemes. There is no legislation that protects retail dealers. Let them take the matter in their own hands and make it impossible for the live swindlers (not dead beats) to further continue in their piratical practices.—Retail Grocers Journal.

THE COFFEE QUESTION.

There is actually, writes a Paris correspondent, a "coffee question" in France. The French, or some of them, have become suspicious concerning the properties of that beverage, in the preparation of which they are certainly unrivalled. Just as English people have reached perfection in the brewing of tea, the French are consummate artists in all their dealings with coffee. The English, who try to imitate them in this, and who are not familiar with the ways of the country, almost invariably blunder. They make the discovery that chicory is used in cafe au lait, and they conclude that the success of all French coffee, however drunk, lies in the judicious mixture of this root. The cafe noir, however, which is drunk after meals, is pure coffee, made very strong; at all events, it should be so. Then there is an art in the roasting, and much motive in keeping the berries from the fire until a short time before they are required. That the French should have become great coffee drinkers is the natural consequence of their own skill in preparing the beverage. They take it for their first breakfast, they take it after their midday meal, and again at night. Black coffee, strong as it should be, has a powerful influence upon the nervous system, which is not moderated by the addition of spirit drunk with it or immediately afterwards. M. Zola has been prevailed upon to say something about coffee. He tells us that for twenty years he had ceased to drink it, and that, although he takes a little now, it agrees badly with his nerves. He long ago gave up wine entirely and took to tea. He confesses that he is a "great drinker" of this beverage. M. Clemenceau is another; tea is the only fillip he believes in when the brain wants sharpening.

The use of so insidious and demoralizing a plant may explain to the French much that they consider perilous in British diplomacy. Before we come to the end of this discussion we must be ready to read in some Paris paper that Mr. Gladstone's recollections of promises made out of office has become obscured by the fumes of the teapot which he always keeps within reach. French journalists are always entertaining when they get hold of a subject like this, which exercises their brilliant faculty of inductive reasoning.

CALIFORNIA FRUIT CROP.

Some California canners send word this way to the effect that the fruit crops are not looking well. The first law of nature may account for that in some degree. It usually does. Those canners also attach considerable weight to the probable extraordinary condition of fruit in the green state in Chicago and vicinity during the World's Fair. In this also their imagination is suggestive of a high regard for self interest. Stated in other words, the Californians are extremely "bullish" verbally, in private letters and in the columns of various publications issued in the Golden State. It would seem fair to presume that they intend to convey the impression that 1893 season pack of fruit is worth as many cents per dozen at the factory as the fruit of 1892 season pack is selling at in New York and other distributive points at the present time. Possibly they are right, not only in their ideas of intrinsic value of spot goods, but as regards prospects for the future. It is no secret, however, that tales similar to those that have been in circulation during the past few weeks were going the rounds a year ago. It is the plain unvarnished fact that enough fruit was gathered to supply a heavy demand from the green fruit trade; that canners secured enough stock to enable them to make a very heavy pack; that driers obtained about all that they could handle to advantage, and that there is still a great deal of California fruit of the pack of 1892 still unsold. In the latter respect, dried peaches and "standard" canned peaches and pears are conspicuously prominent. Low prices have helped along the sale of the goods latterly, and may do more in the same connection later on, but it is doubtful if premature advices of alleged shortage in the growing crops will carry much weight against the experience with the last crop and the supply left over after an apparently heavy home consumption, and energetic work in the direction of increasing the outlet in European markets. Doubtless the market needs a stimulant in the way of larger consumption, and would probably benefit therefrom; but at the moment excessive supplies of the canned fruit neutralize the short crop stories, and most lines of goods can be purchased at prices very close to those at which "sacrifice" sales were made a short time ago.—N. Y. Bulletin.

The grocers of Wilkesburg deserve a special medal for shrewdness. They do not propose to stay at home and fight the wolf away from the door while their patrons are reveling in pleasure at the World's Fair. They have adopted a rule to do a strictly cash business for ten months beginning May 1st. This may keep some of the Wilkesburg people home from the Fair, but it will give the grocers a chance to go and that's what they usually do not have in a year of this kind.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

THE smaller lines of
 our manufactures,
 such as Herbs,
 ground or rubbed;
 Curry Powder; Celery
 Salt; Borax and Cream
 Tartar in packages are
 worthy of your atten-
 tion.

The Snow Drift Co.
 BRANTFORD



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada.

SEEDS - Everything for the Farm and Garden

Choicest Quality. Closest Prices.

Dealers Requiring

Clovers, Grasses, Seed Grain, Carrot,
 Mangel, Turnip, Ensilage Corn or Gar-
 den Seeds, Oil Cake, Flax Seed, Meal,
 Etc.

Will find it to their interest to
 write us for supplies.

Trade Prices on Application.

The STEELE, BRIGGS, MARCON SEED CO.
 (LIMITED).
 TORONTO, ONTARIO.

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon
 Application.

Wm. RENNIE, Toronto, Ont.

Butter Tubs.

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.
 HAMILTON.



AFTER STRAIGHT MOYUNE'S SCALP.

DEAR GROCER, — I noticed that "Straight Moyune" is again slightly off in his reference to "Bystander's" gleanings about the traveller who does a large trade in teas by helping the retailers and customers at times out of a difficulty in which they may be placed in being willing to pull off his coat and then and there give an ocular demonstration of practical ability as well as a theory in blending tea. The results proving satisfactory is a proof of his knowledge and prowess. Now, the "absurdity" of "Straight Moyune" inviting that "Smart Alic" to give him a call is too plain, because if "Straight Moyune" was known this Smart Alic would be on to him soon. A CITY TRAVELLER.

April 29, 1893.

MR. DONALD EXPLAINS.

EDITOR CANADIAN GROCER,—My attention has been called to a statement reported to have been made by myself in a recent address before the Grocers' Association. The report stated that I had no higher ambition than to be a first-class retail grocer, and with such a position I would be perfectly satisfied. While in the main correct the statement is like other reported sayings, slightly inaccurate. The fault lies not with the reporter but myself, in that I had failed to provide a summary for the use of the papers as is usual. My speech in this connection rather gave the impression

that there was none other calling which gave greater opportunities if taken advantage of or which was more to be desired than the retail grocery trade by the thinking, intelligent young man. I claimed that every chance of public life came as freely to this trade as to any other, and that I was as satisfied to be in it and do the best I would with my opportunities as could be the individual who was eternally dissatisfied with his lot, and kept up a continual cry after someone else's flesh-pot. Yours, etc.,

RICHARD A. DONALD.

Toronto, May 1, 1893.

A REPLY TO MR. MACORQUODALE.

DEAR GROCER,—I think your correspondent, Macorquodale, must be smarting under some disappointment. Perhaps he got left in some tea draw, and the other fellow got the order, while he had to take a back seat. Rather provoking for one of his calibre. The tea business is not so easily manipulated and worked so well as land fertilizers. It requires men to be truthful and reliable in their statements, and when a certain kind of tea is asked for by us retailers we expect to see such a tea shown to us that we may inspect it, and judge of its quality and value according to our judgment. And if we purchase a tea or coffee at a price from a drummer, we expect to get the tea or coffee as offered to us, and no other. But how often does it happen with some wholesale houses that we get disappointed. Sometimes the leaf or berry is not up to the sample, and sometimes it is not the same as sample shown at all. We don't think it business or common honesty to have our time taken up with unreliable drummers or what is called "kerb-stone brokers," who would live with us if we dared to set anything in the shape of a meal on or about the testing table while in operation. It is a growing question with us whether it would not be much more satisfactory and much cheaper for us retailers to exclude canvassers altogether from the testing-table when testing and selecting teas and coffees. We certainly would save something in cheese and crackers, and we would also be free from tobacco fumes and questionable stories, telling us all about our neighbors' shortcomings, and how nicely So and So got fooled on such and such a purchase. "Bought the poorest tea in the bunch and paid just three cents more than So and So paid for the same line." Then the Patrons and Single Tax gatherers come in for a large share of small talk from these peregrinators, all tending no doubt to help us simple buyers to make a good purchase, and then we are told publicly that we are poor judges of tea and cannot tell within 10¢ a pound of what we want. It seems to me, Dear GROCER, that the gall of some tea quacks is be-

coming almost unbearable, and we shall soon be compelled to ask for special legislation empowering us to have these "specialists" sworn upon the good book that they will tell the truth, and nothing but the truth, and that when samples are shown to us they are the same as stock held, and if we purchase the goods they will be delivered as per agreement, and that no excuses shall crop up for non-delivery by the firms from whom the goods were bought, through their representatives. No excuses to be given after this fashion: "That the line has just been sold out," or, "We couldn't think of accepting that price; our Mr. So and So ought to have known better, or he surely made a mistake and took the wrong sample." Then, after these much abused drummers have taken up our time for two hours or more in testing tea or coffee, and in accepting our offer for a line, we are sometimes politely, and sometimes impolitely told by the wholesaler that he (their special representative) ought to have known better, and they cannot deliver the goods at the price sold! These and many other annoyances we retailers are subjected to at times, by some unscrupulous salesman or firm. But in justice to the fraternity let me say that such men I believe are in the minority, but it is a pity that the wholesale trade generally should allow the standard of truth and integrity to be abused and the trade maligned and lowered by a few poor representatives who stoop to meanness below the stand and dignity of reliable salesmen. It behooves business men generally not only to see that they have the cups and spoons spotlessly clean in testing teas, but also their mouths free from tobacco, and their tongues cleansed from lying and pollution, and their hearts free from bitter uncharitableness, then and not till then will it be a pleasure to do business openly and truly. W.F.P.

255 Queen street west, Toronto.

LONDON INDIGO BLUE SALES.

The second periodical East India indigo sale of the year has been brought to an end, and has been in many respects an unusual one. It will be remembered that the Bengal indigo crop last year was a poor one, consequently prices advanced rapidly, and are now about 1s. per pound dearer than they were in April, 1892. One effect of the short crop has been to induce Madras exporters to hurry the Kurpah descriptions forward to the English market, and in their haste they have shipped the indigo in a damp state. Hence the new Kurpah indigo is at present not really salable. Moreover, the Madras manufacturers have again largely adulterated Kurpahs with aniline or some other deleterious matter. It was chiefly this class of indigo that made the quantity catalogued for these sales so large, for of the total, 8,350 chests, no fewer than 4,670 chests were Kurpahs. Buyers acted very cautiously, carefully avoiding wet or adulterated indigo. The following figures of the stock of indigo in the warehouses do not represent this year the approximate amount of coloring matter which these statistics usually do. Consumers must bear in mind that there is more undesirable and low indigo now in stock than probably ever before: Stocks, chests, 1893, 15,397; 1892, 11,182; 1891, 14,956; 1890, 18,017; 1889, 15,079. Deliveries to date, 1893, 5,054; 1892, 4,163; 1891, 3,975; 1890, 5,734; 1889, 6,164.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,

Winnipeg, Man.

SPECIAL VALUE In FRUITS

PRUNES---Atlas, in Cases.

VALENCIAS---Fine Off-stalk and Layers.

CURRANTS---Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

FOOD FOR INVALIDS



STERILIZED.

Doctors recommend it for the sick as it is

Easily

Digested

A Perfect Food

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal



CAVERHILL, ROSE, HUGHES & CO., MONTREAL.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

The Appin cheese factory has begun operations with a good supply of milk.

J. Skeanes, of Skeanes' Dairy Co., King street west, is adding a stock of groceries to his business.

J. Marshall, Queen street west, Toronto, has taken a store at Manning avenue and Queen streets.

A despatch from Halifax, N.S., announces the loss of several lobstermen during last week's storm.

A. D. Beardmore, James Strickland and Edward Hay have been elected members of the Toronto Board of Trade.

Mr. Childs has started a store at Yonge and St. Mary streets, Toronto. Mr. Childs was formerly with the Pure Gold Co.

The wholesale grocers of Toronto now close at 5 o'clock. It began Monday last and will be continued all summer at least.

Charles Campbell, late western traveller for Scandrett Bros., of London, is in Windsor looking up a location for a grocery business.

J. W. Fotheringham, grocer, of Palmerston, is desirous of selling out. The opening is said to be a good one for a young man with capital.

A Board of Trade was formed in Thorold April 27th with the following as officers: W. J. McCartney, president; Omor Johnston, vice-president; T. E. Simson, secretary.

C. McIlhargey, fancy groceries, etc., Stratford, has moved into his new premises. His store is well appointed, and those who have seen it say its appearance is fine.

The members of the Montreal Board of Trade and the Corn Exchange Association moved into their new quarters in the new Board of Trade building on St. Sacramento street Monday.

The Canadian Packing Company of London, expect to begin hog killing inside of a month. Frost has such a hold on the building that the length of the delay it will cause is uncertain.

By a bill which Mr. Wood, of Brant, has introduced in the Ontario Legislature, assignees are required to reserve from insolvent estates sufficient to pay any claim there may be for taxes. Another bill which Mr. Wood has in hand

gives liquor license boards the same powers to enforce their by-laws as are exercised by municipalities.

A. O. Fennan, who ran a grocery store in King street east, opposite Trinity street, is opening up in the store at Queen street and Dovercourt road, formerly occupied by William Morton.

G. G. Johnston, of Palmerston, has gone into business in the old Pickart block, Exeter. Business so far has been encouraging, sales having been good. His friends say prospects are good for an extensive and profitable business.

The Eddy paper mills at Ottawa have found the railway accommodation insufficient for the firm's enormous business, and a spur of the C.P.R. is to be run into the sulphite works and mills.

The Financial News, London, Eng., says the gigantic corner in coffee engineered by Kaltentach, the Paris operator, has collapsed, implicating 30 firms in Havre, and a number of houses in Antwerp, Rotterdam and Hamburg.

A dollar loaned for 100 years and compounded at 24 per cent. will amount in that time to \$2,551,799,404. A lot of satisfaction in that! A fellow might as well throw the dollar into the lake for all the good he would get out of it.

While the consumption in the United States of such articles as sugar, beer, and tobacco has increased with enormous rapidity of late years, a contemporary says that there has been comparatively little gain in the demand for wheat, tea and coffee.

A motion was introduced in the British House of Commons last week for ocean penny postage. The Government expressed its approval of the principle, but urged that financial considerations made the change impossible at present, and the motion was withdrawn.

The Comber Oil and Gas Company has elected Thomas Anderson secretary of the company, to fill the vacancy caused by the death of the late Wm. Mann. The company will pipe the gas to Comber providing Mr. Rodgers, of Toronto, will give up claims against the well.

Will D. Atkinson, of Richmond Hill, has entered into partnership with Atkinson & Switzer of that town. J. Crosby will occupy the premises vacated by Mr. Atkinson. Mr. Crosby was formerly in business in Richmond Hill, but for the past two years has been working a farm. He is now going back to his old love.

The Columbian Associated Travellers, composed of the commercial travellers of the world, will celebrate their day, July 26th, at the World's Columbian Exposition. The entire week, July 24th to 29th inclusive, will be consumed by the travelling men in celebrating at Chicago. A large number of Canadians will be present.

The Inland Revenue Department has issued a report on the analysis of milk

in Halifax, Acadia Mines, Amherst, Springhill, Parisboro', Windsor, Quebec, Montreal, Ottawa, Toronto, London, and St. Thomas. From samples collected in August, September and October last. Although there were a great many samples that were not genuine, yet when we hear of so much adulteration, it is surprising to find so many that came up to the standard.

The Mammoth Canadian cheese at the World's Fair during the opening ceremonies, fell through the floor of the Agriculture building in which it had been placed, and sank a considerable depth into the ground eleven feet below the floor. Prof. Robertson, Dominion Dairy Commissioner, received a telegram on Monday stating that it would be raised by machinery at once, and replaced in position sound and whole.

George Vick, grocer, of Orillia, has introduced a unique feature in his business. The space between his two stores, which has hitherto been used as a storehouse, has been turned into a department for the display of canned goods and fancy groceries. It is semi-circle in form, and is fitted with large sliding glass windows. At night it is brilliantly lighted, and the effect is said to be very pretty.

Considerable excitement prevails in Bothwell over the gushing oil well struck by a London syndicate. Experienced oil men say it is the best they have seen pumped for years, considering it has not been shot with glycerine. The drillers got about 15 feet of good oil cuttings, and say there is lots of oil there, and now, as they understand, the surface well can be put down cheaply. It is understood the company intends putting down more wells and a new pumping rig with a capacity of pumping 100 wells.

The bill introduced in the Local Legislature by Mr. Ryerson aims to prevent frauds in milk, and provides that any person who sells milk that is skimmed or partly sour shall be liable to a fine of not less than \$1 or more than \$50. There is a provision that this shall not prevent the sale of skimmed milk where



"CAIRN'S"

HOME-MADE
MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

"Good things are worth a good price everywhere."

Batger's

University Marmalade

(1 lb. Glass Jars)

is worth all we ask for it, because it is incomparably the **finest** Marmalade on the market. Don't say you have no trade for these goods. How do you know you haven't, when you haven't tried them. Offer your customers good articles and they will appreciate your efforts to please them. Better buy good goods that pay you a good profit than cheap goods and be growled at. "The progressive business man should **lead** not follow his customers."—Try "University" Marmalade as a starter.



..DON'T SHUT THE DOOR..



Against **Canadian** goods of superior merit. Note what **Professor Robertson**, Dominion Dairy Commissioner, says :

"Analysis has proved that **Truro Condensed Milk** "Reindeer Brand" is superior to the famous **Swiss Products**."

This being the case it will pay you to sell "Reindeer Brand" Goods.

EBY, BLAIN & CO., Wholesale Grocers **Toronto, Ont.**



Canadian Grocers

Attention

We can meet your
needs with a first-
class article of

Tobacco

The best grocers
all over the Domin-
ion are selling our
goods, send for
sample caddies of
different brands.



EMPIRE TOBACCO Co.

MONTREAL

the same is skimmed to the knowledge of the buyer. Any person defrauded is to have the right to recover damages by civil process.

A retired grocer in a New York suburban town was helping a friend, a retail grocer, to take stock the other day. When the tea department was reached the dealer announced so many pounds of Oolong. "Oolong!" said his friend; "that's Congou." "Why, I bought it for Oolong," replied the other, "and have always sold it as such." It would be interesting to know how many retail grocers there are who cannot tell the difference between two widely varying varieties of so important a staple as tea. Perhaps ignorance about tea accounts for the dwindling sales of the article in some grocery stores.—Ex.

The C. P. R. officials have announced that final arrangements had been completed between them and the Australian Steamship Company for the establishment of a line between Vancouver and Sydney. The Miowera and Warrimoo are the two steamers engaged, and the first leaves Sydney May 11, the second June 8, returning leave here June 8 and July 6. The steamers are twin ships, 5,000 tons gross, 16 knots speed, and have accommodation for 125 saloon passengers. The company is now prepared to quote on Through freight. The distance between Vancouver and Sydney is about 331 miles more than to San Francisco, but as the steamers are faster than those it is thought the trip will be made in about the same time.

G. R. R. Cockburn, M.P., who was in Ottawa the other day on departmental business, saw the Postmaster-General in regard to complaints as to the unsatisfactory mail service between Toronto and New York. He was informed that the statement that the department had been asked and had refused to pay a small extra charge for the carriage of mails from Toronto to New York by the Chicago fast mail train which leaves Buffalo every evening, was entirely without foundation. No communication had been received at the Post Office Department from the United States authorities in regard to the sending of mails by this particular train. The department, however, will do its utmost to give the merchants of Toronto as quick a service to New York as can possibly be obtained.

Mr. C. E. Sontum, of Christiana, Norway, was introduced on 'Change at the Toronto Board of Trade Monday. Mr. Sontum is the Norwegian commissioner to the World's Fair. He is also deputed to endeavor to extend trade relations between his country and Canada. Mr. Sontum is highly pleased with Canada and Canadians. He says that business men of Norway prefer to trade with Canadians rather than the Americans on account of the high tariff prevailing in the United States. Some time ago the

Norwegians made an order for some Canadian farm produce. So encouraging were the results of the experiment that several large orders for Canadian meal, split peas, fluid beef, whiskey, and other lines have been placed. Mr. Sontum expects that in the future Canada's export business with Norway will be largely increased.

CRITIQUES ISSUE, APRIL 28.

A certain extra respectable house on Front street, instead of sending goods as ordered, occasionally varies the procedure by substituting odd things, for the buyer's benefit of course.

It is good sport reading the various apologetic circulars of the soap people, but for "however" and "nevertheless" language the Surprise people beat all of them.

Mr. Macorquodale, besides being a leading light as a social regenerator, is also an authority on tea. His letter on competitive tea drawing is timely and worthy of taking to heart; but not only by the buyer. There is an salesman or two among the drummers who could profitably have "one price."

The loss of grip is an old trouble, and many a man has become distracted through loss of business and has never sized up his lacking powers or waning enterprise until too late.

Oh the country roads! Our friend Alan Macdougall besides being a good curler is also a good engineer. His idea that one good road is worth a dozen poor ones will probably dawn on the authorities about a quarter of a century hence. That mythical Ontario surplus must be maintained. It would never do to invest it in good roads.

We notice with pleasure that our old and experienced friend the Editor does occasionally read our column. We certainly admit that we always read the Montreal market reports.

Speaking of wheaten flour reminds me that very few grocers sell a genuine Graham flour. The general thing is to take what the miller sends, and this may be anything from shorts upwards. The very best article can be had by ordering whole wheat ground into flour. This will make a splendid article of food and satisfactory to your customers.

Lima beans are not carefully enough selected and hence slowness of sale and lowness of price. The general idea among packers seems to be that everything goes from beans to grubs and dirt. The sooner a better system of hand-picking obtains the better for a delicious article of food.

STRAIGHT MOYUNE

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville,
Ont.
JOHN DEWAR & SONS, Tullymet Distillery,
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
England.

Also at

Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng. Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Nat-
ural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N.B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are scarce at 12c.; Butter in good de-
mand at 18 to 21c.; Dried Apples easy at 4 to 4½c.;
Green Apples in demand at \$1 to \$2; Beans \$1.30
to \$1.50; Maple Syrup 90c., Imperial Gallon;
Maple Sugar 8 to 9c.; Honey, Clover, 8c.; Buck-
wheat 5c.; Cheese 10½ to 11½c.

Consignments of Above
Solicited.

We have for sale Lard, Corned Beef, Jams and
Jellies, for which we solicit your orders.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots,
stock fine, also Messina Lemons. Will fill
all orders at lowest possible price.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.

Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, May 4, 1893.
GROCERIES.

Trade has not been satisfactory during the week, the volume being much smaller than anticipated. A further advance of $\frac{1}{8}$ c. in sugars has been about the only thing to cause anything approaching excitement, but even in this particular line the demand is limited and is confined to small lots. Canned goods are still in fair request at steady prices, and the improvement in coffee outside noted last week continues. Valencia raisins and currants, are in fairly good demand, but outside these two particular lines there is not much doing in dried fruits. Rice remains in the same uninteresting condition as for some time past, but for spices there is some enquiry. Syrups and molasses are moving fairly well. Teas rule quiet but firm, and cables announce Indian and Ceylon teas higher. A further advance is announced in cocoa. While trade at the moment is so quiet the prospects for a good summer trade have lost none of their brightness. In fact during the last couple of days there appears to be prospects of a tendency towards that direction. Payments are not satisfactory.

COFFEES.

The outside markets have been a little irregular, but latest advices report both the Rio and Santos markets firm, and during the last few days there has been a gradual improvement. There is still a scarcity of fine grades. There is no material change on the local market, demand being moderate and prices much as before. We quote: Rio 20 to 22c., East Indian 27 to 30c., South American 21 to 23c., Mocha 26 to 30c., Santos 21 to 22c.

COCOAS AND CHOCOLATES.

The market is firmer and an advance of 1c. has been made in some lines. Advices from Trinidad under date of April 19 state that there has been a slight increase in deliveries, which are however still disappointing, the prolonged drought having retarded the ripening of the pods. A few heavy rains which fell lately did a good deal of good, and should moderate rains follow liberal supplies are expected during the next two months. It is stated that the "pick just commencing is bound to fall short of expectations, and we must look to October crop to make up the large deficiency in the year's production."

DRIED FRUIT.

There is not much demand except for Valencia raisins and currants. Valencia raisins are in good demand for the season,

chiefly of the cheaper qualities. The idea is about $\frac{1}{2}$ c. for second off-stalk and $\frac{5}{8}$ c. for fine off-stalk; fancy selected are worth $\frac{7}{8}$ c. and layers $\frac{6}{8}$ to $\frac{7}{8}$ c. Currants are in good demand at $\frac{5}{8}$ to $\frac{5}{8}$ c. for good sound fruit. There are a few cases of prunes moving, and the idea is $\frac{7}{8}$ c. in cases. Dates are quiet and unchanged, $\frac{5}{8}$ c. being the ruling figure. The market seems to be about cleaned out of figs.

NUTS.

There is nothing special to note. Both demand and stocks are light, while prices are unchanged. Brazil nuts, 11 to $11\frac{1}{2}$ c. a pound. Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green.

RICE AND SPICES.

No change is reported in rice. Until the new crop arrives in June not much movement or change in prices is anticipated; $\frac{3}{8}$ c. is still the ruling figure for ordinary quality. Spices are in good demand at steady prices. Whole ginger is quoted at 20 to 25c., pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

The market continues to gather strength, but there is no corresponding response in the demand. People are seemingly buying just as little as they possible can, some evidently being of the opinion that the market will be unable to maintain its present position. There is nothing apparently however to warrant such a view being taken. Some of the refineries have withdrawn quotations and the outside markets are higher for present delivery than for July delivery, while from the present price of raws the refiners would be entitled to higher prices than those now obtaining. The idea for granulated is $\frac{5}{8}$ c. with the range running $\frac{1}{8}$ c. higher, and in spite of the quietness prices are firm at the figures quoted. A very dark yellow sugar can be obtained on this market as low as $\frac{4}{8}$ c., but the ruling price for ordinary dark is $\frac{4}{8}$ c., bright $\frac{4}{8}$ to $\frac{4}{8}$ c. and cream $\frac{4}{8}$ c.

SYRUPS AND MOLASSES.

Syrups are in rather better supply, but demand continues light at steady prices; $\frac{2}{4}$ to $\frac{3}{4}$ c. is the idea, the outside figure being for common syrup. Demand for molasses is only small at prices ranging from 32c. for Porto Rico to 38 to 48c. for New Orleans. The season has been a fair one for molasses.

TEAS.

The local tea market continues quiet. Low grades of every kind are in light supply and dear. Blacks have advanced still further. Medium grades of all teas are now offering best value, and incomprehensible better value than the low grades; so much so is this the case that it is held that either the latter have got to come down or the better grades advance. Old season Japan teas have been neglected, and holders are beginning to feel somewhat restless about getting rid of the balance on hand. Cables received on this market on Tuesday announced an advance of 1d. in Ceylon and Indian Pekoes, broken Pekoes, and orange Pekoes.

BUTTER AND CHEESE

Receipts of butter are fairly liberal, but there is no accumulation of stock, the demand being good. The tendency of the market however is downward. There is not much creamery offering and stocks here are light. All the creameries except one or two have stopped making. Creamery pound prints are quoted higher at 25c., but the price is too high to suit most people and

there is not much doing in them in consequence. Dairy pound prints are attracting a good deal of attention and they sell at from 18 to 21c., but the latter figure obtains in exceptional cases only. Large rolls are a little scarce at 17 to 19c. Bakers' butter is scarce and wanted at 16 to 17c. A good deal of inferior large rolls are being picked up for pastry purposes. There is no tub butter on the market.

Offerings of cheese are not so large and stocks seem to be pretty well absorbed. Prices are unchanged at 11 to $11\frac{1}{8}$ c. There has been a little new make offering but the weather has so far not been favorable for cheese-making.

COUNTRY PRODUCE.

BEANS—Offerings are more liberal and demand is good. Some good hand-picked lots have been taken at \$1.40 to \$1.50, and jobbers are getting \$1.50 to \$1.60.

DRIED APPLES—Dull, and the little that is being done is confined to small lots. Jobbers are paying $\frac{3}{4}$ to 5c. and selling at 5 to $\frac{5}{8}$ c.

EVAPORATED APPLES—Not much doing and prices are easy; dealers are as a rule paying $\frac{8}{8}$ to 9c. and quoting 9 to $\frac{9}{8}$ c.

EGGS—Market has improved during the week. Demand is good and prices steady at $11\frac{1}{2}$ to 12c.

HONEY—There is no improvement, and it can be obtained at almost any price. Some small sales of extracted are reported at 8c., and we quote from 7 to 8c. There have been sales of dark at 5c.

POULTRY—Continues scarce and wanted. We quote chickens as before at 80 to 90c., turkeys at 13 to 14c. a pound, and geese at 8 to 10c. a pound.

POTATOES—Demand is good and receipts liberal, with prices lower at 75 to 80c. on track; 90c. is the idea for small lots out of store.

ONIONS—Not much doing and prices are unchanged. We quote: Red, \$1.10 per bushel, \$2 per barrel; yellow, \$1.20 per bushel, \$2.25 per barrel.

HOPS—Unchanged and quiet at 18 to 20c. for 1892's and 14 to 15c. for yearlings.

HOGS AND PROVISIONS.

There was a little excitement in the market for dressed hogs Tuesday and prices advanced to \$8 to \$8.10, but these prices can scarcely be maintained in view of the drop in the price of live animals. The twenty or more cars of hams and bacon which were taken last week have been supplemented by further sales of car lots. The price in this instance was rather better $10\frac{1}{4}$ to $10\frac{1}{2}$ c. being obtained for the long clear and $11\frac{1}{2}$ c. for hams out of pickle. The products were mostly for export. The market is firm, and an advance of $\frac{1}{4}$ to $\frac{1}{2}$ c. per pound is expected to take place in the course of the next few days.

BACON—Long clear, $10\frac{1}{2}$ c. Smoked backs are $12\frac{1}{2}$ to 13c., bellies $13\frac{1}{2}$ to 14c., rolls $10\frac{1}{2}$ to $10\frac{3}{4}$ c.

HAMS—In good demand and firm at 13c.

LARD—Pure Canadian is 13 to $13\frac{1}{4}$ c. in tubs, 13 to $13\frac{1}{2}$ c. in pails and $12\frac{1}{2}$ to 13c. in tierces. Compound 10 to $10\frac{1}{8}$ c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

DRESSED MEATS—Beef fores are $\frac{4}{8}$ to $\frac{5}{8}$ c., hindquarters 6 to $\frac{8}{8}$ c., veal 8 to $\frac{9}{8}$ c., lamb $\frac{8}{8}$ to $\frac{9}{8}$ c.

(Continued on page 20.)



NOTHING BUT THE BEST

Nothing but the best quality of Spices and Vinegar is used in the preparation of "Kent Pickles." To that fact is due their uniform high quality and the rapid increase in our sales. When you buy "Kent" Pickles you know you are getting the best.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish,
of all kinds, from first hands, **LOWEST**
PRICES.

L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE **BEAVER BRAND**



PICKLES are in great demand. Sales increased last year 79 per cent.

Three months this year, 121 per cent.

No grocer should be without them.

Order from our Travellers, or write to

T. A. LYTLE & CO.,

Vinegar and Pickle Manufacturers,

TORONTO.

Do not Buy Poor Goods

THE **Lakeport**

PRESERVING CO.

Pack the Best

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving weekly and Fine Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.

FACTORIES: Delhi, Ont., and Niagara-on-the-Lake.

CANNED GOODS.

TORONTO.

No new features have developed during the week. The good business noted a week ago appears to have been fairly well maintained, and prices are firm. The enquiry is chiefly for tomatoes and corn. Tomatoes sell as before at 85c. to \$1. The recent expose in the Police Court regarding the soaked article seems for the moment to have affect the demand for canned peas, although not to any great extent. The trade expect however that business in this particular line will get down to a more legitimate basis now since the public have become enlightened through the recent legal proceedings. Prices rule as before at 85 to \$1 for ordinary and \$1.45 for sifted. Corn continues in the same active demand as noted a week ago, and stocks of this particular line are probably lighter than in either tomatoes or corn; ordinary are quoted at 85 to \$1 and extra at \$1.25. Beans are in fair demand and unchanged at 90c. to \$1. Salmon, for the season, is in active demand; prices firm and unchanged, \$1.55 to \$1.65 for talls and \$1.70 to \$1.80 for flats being the idea for the first-class and red article, while a fairly good light pink can be obtained as low as \$1.30. Lobster is also in good demand for the season; \$2 to \$2.10 for talls and \$2.50 for flats are the ruling prices for good brands. Sardines are still attracting but small attention. Canned meats are beginning to move a little more briskly, and indications point to firm prices for the season. There is not much doing in peaches, and prices remain much as before at \$2.10 to \$2.25 for 2's and at \$3.25 to \$3.75 for 3's. Plumbs are in fair demand and unchanged at \$1.45 to \$1.55. Apples are in rather better demand than a week ago at 85 to \$1 for 3's and \$2 to \$2.25 for gallons.

MARKETS—Continued

GREEN FRUIT.

The weather has interfered considerably with trade, but a fair business is being done nevertheless. The demand is principally for bananas, but oranges and lemons are moving nicely. There is a good deal of enquiry for pine apples, but desirable stock is scarce. The market is well supplied with bananas, but there is no accumulation. Valencia oranges are dearer. In apples there is a good demand for spies and russets, but other kinds are not wanted; first class fruit sell at \$2.50 to \$2.75 per bbl., while for something fancy \$3 is occasionally obtained. Ordinary

SURPRISE SOAP

100 cakes in each box,
\$5.00.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

stock sells at \$1 to \$2 per bbl. The situation has somewhat improved in England and the United States and further shipments are being made to these markets. Stocks on this market are now getting pretty well cleaned out. We quote as follows: Oranges—Valencias \$6.50 to \$7.00 per case; ditto, Jumbos, \$8.50 to \$9 per case; Floridas \$3.25 to \$4 per box; Messinas and Palermos \$3.25 to \$4.00 per box; California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.75 to \$4.25; lemons, \$3 to \$4; bananas, \$1 to \$2.25; pineapples, extras 20 to 25c., No. 1 15 to 20c., No. 2 13 to 15c., No. 3 9 to 11c.; apples \$1 to \$2 for ordinary, and \$2.50 to \$3 for fancy.

MAPLE PRODUCTS.

Demand is good for syrup and sugar, and supplies are more satisfactory. Syrup is unchanged at 75 to 80c. in tins and 85 to 90c. for imperial gallon in kegs. Maple sugar has advanced another ½c., being now quoted at 9 to 10c. The outside figure obtains for small cakes, halves and quarters.

FISH AND OYSTERS

There is no improvement. All fresh fish continue scarce, and business is practically at a standstill. Prices are purely nominal. The following are the quotations:—Manitoba whitefish, 7½c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; ciscoes, \$1.35 a hundred; finnan haddie, 7½c.; perch, \$2 to \$3 per hundred, as to size; suckers,

\$3 per cwt.; blue back herring, \$2 to \$3 per hundred; oysters, \$1.20 to \$1.25 for stds., and \$1.75 for selects.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Good hides are scarce and all such are taken up, but of grubby and inferior stock there is an accumulation. This latter class is undesirable and the tanners are fighting shy of it. For good selections 5¼c. is the idea, but car lots could be obtained at ¼c. less, with a large proportion of No. 2 selling at 75c. to \$1 per cwt. lower.

SKINS—Our last week's report stated that calfskins were weaker, and we have to confirm this with a further reduction of 10c. each on all grades—deacons, dairy and veal. Jobbers are paying 7 to 8c. and selling at 8 to 9c. Sheepskins are still arriving in limited quantity only and prices are purely nominal at \$1.35 to \$1.45.

TALLOW—Little or nothing doing; dealers are paying 5½c. for rendered and selling at 6 to 6¼c. Rough is unchanged at 2½c.

WOOL—There is nothing new to report. Some small lots of unwashed new season's clip are coming in, for which 10 to 11c. is being paid. The mills are still busy. Fleece wool is nominal at 17 to 19c., clothing 25 to 26c., Canada South Down, 27 to 28c.; white Indian, suitable for blankets, 17 to 19c.; grey East Indian, 11 to 13c.; B.A.'s white clothing 32 to 34c.; cross breeds, 26 to 28c.; Canada extra, 25 to 27c. Canada super is scarce and good selection would readily fetch 23c.

SEEDS

Trade up to within the last couple of days has been dull. Since then a good many orders have been received, but they were

SYMINGTON'S

COFFEE
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR

Oranges
Lemons
Bananas } Just Received Full Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1768

TORONTO



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.
OWEN SOUND.
PORK PACKERS
CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

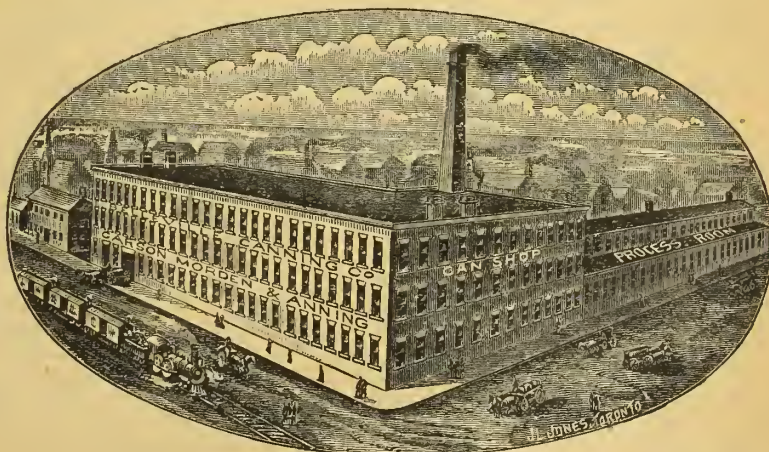
"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued.

only for small parcels. Seeding is backward owing to the unfavorable weather; in fact some have not sown a handful yet. Red clover is about 45c. per bushel lower in sympathy with the United States market. The season is over there, and people in consequence are anxious to sell out remaining stocks. Alsike is scarce and higher, while we quote timothy lower. Prime red clover is quoted at \$8.25 to \$8.40, extra choice \$8.40 to \$8.55, and \$8.55 to \$8.70 for Mammoth or Large Lake. Alsike runs all the way from \$8.00 for good to \$9.00 for choice. Timothy sells at \$2.40 to \$2.45 for choice, \$2.50 to \$2.55 for extra, and \$2.65 to \$2.80 for unhulled flail threshed.

PETROLEUM.

There is just a seasonable trade doing in illuminating oils, while demand for machine oil continues brisk. Prices are unchanged. We quote: Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white 19c.; American water white, 21 to 22c. photogene, 25c.

MARKET NOTES.

Cocoas are dearer on account of the drought.

Indian and Ceylon teas are dearer in England.

Eby, Blain & Co. has just received invoice of fourth shipment of Orient tea.

Local exporters are again shipping apples to England and the United States.

Sloan & Crowther report the arrival of a fine line of Darjeeling tea in chests.

Two small invoices fine Darjeeling teas are reported to hand by Lucas, Steele & Bristol, Hamilton.

The Delhi Canning Co. is putting a new line of horse radish on the market. It is said to be particularly fine.

It is said that a Halifax (N.S.) firm are putting a pickle on the market labelled "Rowat & Co.," Glasgow.

Eben. Roberts' table jellies and Royal table cream are to be had from Lucas, Steele & Bristol, of Hamilton.

Warren Bros & Boomer purchased a round lot of tomatoes a few days ago at a figure slightly under the market price.

Taylor, Scott & Co., manufacturers and dealers in brooms and woodenware, Toronto, have dissolved. G. C. Taylor continues under old style.

Clemes Bros. report that they have only got a few boxes left of the famous Uncas brand of oranges, and there will be no more obtainable this season.

Perkins, Ince & Co. have received a cablegram from Yokohama saying: "Steamer Oceanic takes 600 packages of tea costing \$42 to \$46; quality good."

Clemes Bros. are having large sales of Lynch's maple leaf brand of maple syrup. This brand is put up in small tins, four dozen in the case, and there is not much on hand.

James A. Skinner & Co., Toronto, take stock in May, and they want to clean out several lines of spring goods, which they offer at lower prices. They have bargains in

crocery, glassware, and lamp goods. They have assorted packages of the New Era and Columbian glassware, which sell retail at 25 and 10c.

Davidson & Hay are nearly sold out of E. Roberts' celebrated jellies and table creams, and will have to bring on another shipment at once. The demand has been much larger than anticipated.

The Japan tea market opened a few days earlier than last year. Advices received by Musson & Co. state that it opened higher than last year, but owing to the rate of exchange it can be laid down 1c. lower.

The American Newspaper Directory, published in New York, says:—"THE CANADIAN GROCER, weekly, has the largest circulation rating of any paper in Canada published in the interests of the grocery trade."

Hudon, Hebert & Co., wholesale grocers of Montreal, have dissolved and a new partnership has been registered composed of Joseph Hudon, Chas. P. Hebert, Leandre Brault, Irene Jarret, Albert Herbert and Zephirin Herbert.

Watts & Co., Brantford, agents for Maple Leaf canned salmon, quote \$4.70 f. o. b. coast. This is 20c. higher than Horse Shoe. They state that they will not meet the lower prices quoted by other packers as they have sold the bulk of their pack to England.

Mr. C. E. Sontum, who is here as the commercial representative of the Norwegian Government, has made arrangements to send a shipment of samples of Norwegian products, including condensed milk, sardines, anchovies, dried fish, etc., to A. Waddell, of this city. Canadians who may be interested in these goods will be able to see what can be done in the way of imports from there.

The Belleville Canning Co. is looking forward to a good season. "The market," it writes, "is not overburdened and a large consumption is going on, so that old stock will be cleaned out before the new comes in. We trust that the packers will not get scared and sell at prices which are ruinous to the trade and themselves. It is our intention to double our pack this year, paying special attention to our branches of French peas and flat tins of sugar corn."

MONTREAL MARKETS.

MONTREAL, May 4, 1893.
GROCERIES.

The cold backward spring and the lateness of the opening of navigation are as we have pointed out before, largely responsible for the backward position of business in the general grocery market. In fact, were it not for the interest created by the feverish feeling in sugar the wholesale trade would be very dull indeed. The article, however, as everyone knows, has made things lively, although not pleasant for those who did not believe in the advance and held off for more favorable prices. The market continues strong at the advance that occurred on

Thursday last, and in its present temper may go higher at any moment. Values on other lines also, although they are dull, show considerable steadiness. Tea, spices and molasses are all firm in tone, and other lines do not show any special change.

SUGAR.

The sugar market is an eighth higher on granulated than noted in our last report, the refiners here having decided upon an advance at the close of last week. The tone even at this price is firm, and the trade are looking for a further rise at any moment. We now quote granulated 5 1-8c., and yellows 4 1-4 to 4 5-8c. The market for raw is quite stiff again on both sides of the Atlantic. In fact, all round the sugar market is a strong and decidedly interesting one, and although buyers would like to order more freely sellers and refiners will not operate ahead to any extent at all.

SYRUPS AND MOLASSES.

The strong tone of the raw sugar market has had the effect anticipated on molasses at the Islands, cables last week citing another advance there to 20c. f.o.b., a rise of another cent. It is now established also beyond a doubt that the report of a short supply were correct. Accordingly, although we have still to note some sales at rather inside figures, the feeling on spot is stiff, and we advance our quotations 1c. to 34 to 35c. for Barbadoes. Syrups rule quiet, and prices are nominally unchanged at 1 1-8 to 2 1-4c. per lb. for Canadian, and 18 to 20c. per gallon for American.

TEAS.

The tea market is quiet, with little to be said about it. About 1,000 packages of Japans on consignment were sold at 14 to 17 1-2c. But there is nothing doing in blacks, buyers holding off for first arrivals. We quote Japans: Low grades, 13 to 14c.; good to common, 15 to 18 1-2c.; fine, 19 to 21 1-2c., and finest, 23 to 31c.

COFFEES AND SPICES.

The coffee market here has at last shown some sympathy with the easier feeling in New York, and some business has transpired at a slightly lower range, but the deals have been small. We quote Jamaica, 19 to 20c.; Maracaibo, 20 1-2 to 22c.; Rio, 19 to 21c.; Java, 24 to 27c., and Mocha, 25 to 28c.

Spices continue firm, and we quote as before: Black pepper, 8 to 9c.; Pimento, 6 1-2c., nutmegs, 50 to 52 1-2c. and \$1 for strict wholesale business.

RICE.

The rice market does not show any change, the demand being only fair at \$3.85 to \$4 for ordinary, \$4 to \$4.50 for Japans, and \$4.50 to \$5.50 for Patnas and Carolina.

DRIED FRUIT.

There has been only a small business in Valencia raisins at 4 to 4 1-2c. for off-stalk, while layers have changed hands at 5 7-8 to 6c., but there is very little enquiry at the moment. Currants are dull at 5 to 5 3-4c., as to package. These figures of course apply only to round lots of stock, and not to ordinary jobbing sales.

GREEN FRUIT.

The green fruit market is quiet and unchanged, as all buyers are impatiently awaiting the arrival of the fruit steamers from Quebec. We quote oranges: Floridas, \$4 to \$4.50; California, \$2.25

BURNHAM'S CLAM BOUILLON.

FLOUR AND FEED.

TORONTO.

Flour continues to rule dull and easy. Stocks in the hands of speculators and those who bought first from the farmer are heavy, but the nearer you get to the consumer, the higher they seem to get. Millfeed is unsettled, and sellers of bran at \$12.50 on track could not on Tuesday get bids.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.40; strong bakers' \$3.80 to \$4.10; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.75.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.40; Manitoba strong bakers' \$3.85 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.70 to \$2.85; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00. to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$15.50, do (on track) \$12.50 to \$20, shorts (ton lots) \$16, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33 to 34c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market does not show any change of importance the demand being still of a purely local character. Winter wheat \$4.00 to \$4.25; spring patents \$4.20 to \$4.30; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4; strong bakers' \$3.75 to \$4.00.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs, Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**
R. H. HOWARD & CO., Toronto. **ROBT. MOORE, Travelling Agent, London, Ont.**

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

CARD'S CELEBRATED Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbound, Ralston & Co., Montreal; Bates & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
GUELPH

The Western Milling Company

(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
**ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.**
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - - **EMBRO, ONT**

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly Can ship via Canadian Pacific or Grand Trunk Railways.

Do You Handle?

**ROBINSON'S PATENT BARLEY
AND
ROBINSON'S PATENT GROATS**

The Best Foods on Earth for Infants and Invalids.

Write for Samples and Quotations to

Frank Magor & Co.

Agents for the Dominion.

116 St. John St., Montreal

MONTREAL Markets Continued.

to \$3; Messina, \$2.50 to \$2.75; Valencia, \$5 to \$5.50; blood oranges, \$2.25 to \$3; and common to good, \$1.50 to \$2.

FISH

The fish market is now in its dull season, and there is nothing particular to note. In fresh stock, B.C. salmon are moving quietly at \$18 to 20c., and had-dock at 4 to 4 1-2c.

BEANS

There is no change in beans, which rule steady at \$1.60 to \$1.65 for hand-picked western, and \$1.25 to \$1.50 for ordinary.

HONEY

Buyers seem to be well supplied and there is no change in price. Comb stock ranges from 9 to 13c., according to quality.

HOPS.

Hops continue dull and featureless. We quote good to choice 16 to 18c., medium 14 to 15c., and old stock 6 to 9c.

MAPLE SYRUP.

Syrup in the wood rules somewhat easier, at 50 to 60c., and sugar at 6 to 8c. The market for both the articles is practically over.

ONIONS

There is no change in onions, stocks here ruling fair. We quote yellows \$3 to \$3.50, and reds \$3 to \$3.25.

POTATOES.

The potato market is about steady at the lower prices which we noted last week. We quote Early Rose 80 to 90c., and whites 70 to 75c.

PROVISIONS.

The provision market rules very quiet, the demand being purely local in character, and prices about the same. Canadian short cut, per bbl., \$20.75 to \$21; mess pork, western, new, per bbl., \$20.50 to \$21; hams, city cured, per lb., 12 1-2 to 13 1-4c.; lard, Canadian, in pails, 12 1-2 to 13c.; bacon, per lb., 11 1-2 to 12 1-2c.; lard, com. refined, per lb., 10 1-2 to 11c.

EGGS.

The egg market gradually eases off under freer receipts, and the basis now is 11 to 11-12c. for round lots, with stocks accumulating.

BUTTER AND CHEESE.

The cheese market is still featureless in so far as export business is concerned. Butter remains about the same. Receipts of new dairy are still far from large, but with the influx of any material quantity prices for a general wholesale transaction would have to fall off. There is nothing new to report either in the cost of old creamery or dairy today. New townships' dairy, 21 1-2 to 22c.; old creamery, 20 1-2 to 21c.; old dairy, 17 to 18c.

MONTREAL TRADE NOTES.

The Tamilkande tea is, according to a good conservative authority, now on sale in over 3,000 stores.

The trade here are expecting another advance in sugar at any moment.

The first cost of Barbadoes molasses f.o.b. at the Islands has been advanced 1c. to 20c., in sympathy with the advance in raw sugar.

The deputation of the wholesale grocers who waited on the Hon. Messrs. Bowell and Foster in regard to the tariff were Messrs. George Childs, George Lightbound, J. C. Rose, C. C. Hebert, Charles Chaput, W. M. Kinloch, and C.

E. Colson. The actual changes which the trade desires are rather of a trifling character, and not in any sense calculated to disturb the general principles of the National Policy. At the same time there is a very general feeling in the trade against specific duties in favor of ad valorem duties, which they consider in reality is the proper method of imposing protective duties.

Wm. Kinloch, of the firm of Kinloch, Lindsay & Co., entered upon the 51st year of his commercial career Monday. He received the congratulations of the grocery trade in general and was presented by his employees with a handsomely decorated address.

BRITISH BOARD OF TRADE RETURNS

The Board of Trade returns for the past month, says the London Times, are of a better character than were those of February, and are, indeed, more encouraging than any published for many months past. The total values, it is true, are below those of March, 1892, but it must be remembered that March included Good Friday this year, but not last. The low level of prices of commodities is still apparent, and to this fact is chiefly due the decrease of the total values of both imports and exports. The value of the imports is £34,089,413, a decrease of £2,703,781, or 7.3 per cent., and the exports of British and Irish produce are valued at £19,432,904, a decrease of £232,478, or 1.2 per cent. The most prominent decrease is as regards raw materials for textile manufacturers, and reaches the sum of £2,138,851. This is caused chiefly by the imports of raw cotton being

737,612 cwt. below the total of March, 1892, and those of sheep's wool being less by 25,749,863 lbs. The receipts of woolen rags were abnormally heavy, the weight being 16,083,200 lbs., compared with 6,569,920 lbs. and 8,028,160 lbs. in March, 1892 and 1891 respectively. The decrease in the imports of live oxen is very marked. Of the number landed, 16,738, compared with 44,032, came from the United States, low prices here having caused this falling off. On the other hand more chilled beef was landed thence. As regards wheaten flour, 1,254,564 cwt., or nearly the whole, came from the United States, but in February last year the quantity was 2,280,598 cwt. In yarns and textile fabrics, cotton yarn and cotton fabrics exports alone account for a decrease of no less than £727,910, while owing to the increased shipments of jute materials, linen, silk and woollens this heavy decrease is reduced to £543,631. Of cottons, the lessened shipments to the East have chiefly caused the reduction. Again this month a small increase in the shipments of iron is recorded. The demand for tinplates for the United States is the chief cause of this increase, that country having taken 31,334 tons, compared with 23,789. The increase in the value of the exports of machinery is nearly equally divided between "steam" and "not steam." Of mining and textile machinery, South Africa takes most of the former, and countries in Europe most of the latter. The larger shipments of alkali and bleachine materials sent to the United States have mainly caused the increases in these articles.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

A FAVORITE

Hire's Root Beer is a favorite article with all live Grocers, because it gives them a GOOD PROFIT, sells quickly, pleases their customers, and is well put up.

T. J. COOKE & Co. AGENTS

10 St. Nicholas Street, MONTREAL



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.**N. QUINTAL & FILS,**
WHOLESALE GROCERS,
274 St. Saul Street, Montreal.**FAMOUS**
"STAR"**Sugar Cured Meats**

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.**We Take Stock in May**Merchants open to buy JOB LOTS
should not fail to call and see us when in
the City.Now is the time to secure bargains in
Crockery, China, Glassware and Lamp
Goods. Largest stock in Canada to select
from. Send for sample package of the
New Era and Columbian assortments
of Glassware.—Sells retail at 25c. and 10c —
Best value in Canada.**JAMES A. SKINNER & CO.**54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

J. W. LANG & CO.**Tea, Sugar .**
Syrup . . .
Canned Goods**Wholesale Grocers,**59, 61, 63 Front Street East
TORONTO**TEAS !**Full lines of finest values in Congous,
Assams and Ceylons, also some choice lots
of Young Hysons, Japans and Orange
Pekoes ; including an assortment of the
most delicately flavored blended Teas in
packages under our special brands.**SLOAN & CROWTHER,**
WHOLESALE GROCERS,
19 Front St. E., Toronto.**CEYLON PEKOE**
New Season Golden
Tipped Flouery Pekoe**FINEST IMPORTED****WARREN BROS. & BOOMER,**
35 and 37 Front St. East,
TORONTO, - ONT.—: : We are offering : :—
EXCELLENT VALUES

—: IN :—

TEAS, SYRUPS and NEW
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—

VALENCIA RAISINS.**Smith and**
Keighley

9 Front St. E., Toronto.

. NOTICE .Notice is hereby given that Mr. James
Ince has this day been admitted a partner
in the firm of Perkins, Ince & Co'y of
this city.The business will be continued under
the same firm name by the undersigned :Wm. Ince,
Toronto, 1st May, 1893.
Wm. Ince, Junior.
James Ince.**JOHN BURGESS & SON**
SAUCE
AND
PICKLE**MANUFACTURERS,**
107 STRAND Corner of the Savoy
Steps, London, W.CVide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS
& CO.**Importers of Teas**

—AND—

Wholesale Grocers**LONDON, ONT.****T. KINNEAR & CO.,**
TORONTO,

Are offering special value in

BROOMS

—AND—

BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,**Importers of Teas**

—AND—

Wholesale Grocers.**LONDON, ONT.**

A LITTLE EXPERIMENT.

The fact that starch changes to sugar in process of digestion always will seem wonderful, said Addison Savoy, who is at the Lindell. Yet this process can be seen in other ways than one. I tried an experiment not long ago that illustrated to me how quickly starch would change to sugar, and hard crystal grape sugar at that. My first experiment was with a handful of wheat, which I succeeded in changing, and later I again experimented with kernels of corn, with exactly the same result. I took the grains and mashed them flat. Then I spread them out on a tin platter and poured water over them that contained a few drops of vinegar and a little sugar. I set the pan in the sun, and in a little while the water had evaporated, leaving the wheat simply covered with sugar crystals, very hard and very sweet. The few drops of sugar put in the water could not have made one-tenth of the crystals that I obtained from the wheat."—St. Louis Globe-Democrat.

THE FIRST GREEN PEAS.

The first new green peas of the season commenced to arrive about the first of March from Florida, Savannah and Charleston, but the market is only lightly plied, and usually with poor peas, as they are too perishable to stand the long journey, and arrive in poor order, and lack freshness, but by the latter part of April stock appears from North Carolina, and after that the market is usually fully supplied and prices reasonably low. The first peas from North Carolina this season came in last Monday, and they started with a rush, over 1,000 packages the first day, causing opening prices to be rather low. Last season the first shipments were received from Florida March 1st, from Charleston and Savannah April 10th, from North Carolina April 28th, from Norfolk May 16, from Maryland May 20th, from Jersey June 3rd, and from Long Island June 14th., the various seasons following so closely after North Carolina opened that there is little chance for the market to become bare. The North Carolina season is opening almost a week earlier than last year, but it is reported that the Norfolk and Maryland crops are slightly backward, which may cause the North Carolina yield to realize higher prices for the growers than usual, as the acreage is light, the only points where a heavy quantity was planted being Goldsboro', Newberne and Edenton. One drawback to the North Carolina peas is the fact that they have no standard package. From all other points where peas are shipped to this market there is a uniform package. Florida, Charleston and Savannah formerly shipped in bushel crates, but the last year or two they

have arrived in baskets holding a trifle less than a half barrel; Norfolk ships in half-barrel crates, Eastern Shore (Vt. and Md.) and Maryland in barrels and half-barrel baskets; Jersey in half-barrel baskets, and Long Island in bags, but from North Carolina there is no regular packages; they mostly arrive in crates, but each shipper seems to have a size of his own; some hold a full half-barrel and others one-third of a bushel, and there are a dozen sizes between the two, while a few shippers are using baskets. The half-barrel basket was very popular when it first came out with both shippers and buyers, and nearly all kinds of vegetables were shipped in them, but of late some of the baskets are below the standard in size, and, while fully as high as the regular basket, they slant more toward the bottom, which is the small end, and hold less than half a barrel. Shippers would think it hard were they compelled to put a certain quantity of stock in each package, yet they do not hesitate to use the "snide" basket or other package, which makes it in disfavor with buyers. Such practices season after season will probably eventually result in a city ordinance being passed regulating the size of the package vegetables and produce are sold in, as the Retail Grocers' Association and others interested have for two or three years been trying to have such an ordinance passed.—N. Y. Bulletin.

FACTS ABOUT GINGER.

Ginger is the root of a kind of reed grown both in the East and West Indies and China, also largely in Malabar, and, to a certain extent, in nearly all tropical countries, says a contemporary, it is also to be found, though of poor quality, in most of our Gulf States. The stem or reed is an annual, and grows directly from the root every spring to the height of about three feet, with long blades or lanceolate leaves, resembling very much in style and color our American maize or corn. This reed or stalk terminates in an oblong scaly pine, and from each of the scales grows a little blue and white flower. This plant is now cultivated in very large quantities in the West Indies, especially in the Island of Jamaica, from which place the finest and most esteemed is imported. Jamaica ginger is not only cultivated to very great perfection, but the selecting, scraping, drying and all the necessary details in its preparation are observed with the utmost care and nicety. Ginger is imported into this country either in the form of the dried roots or as a preserve in syrup, and comes from Cochin China, Africa, and the East and West Indies. The preserved ginger from the West Indies is much esteemed and commands a very high price. The ginger root grows in knotty, branched pieces, in low, fenny, or marshy soils, and has a pleasant, aromatic odor and biting taste.

There are two kinds of ginger, viz., the black and the white. Black ginger consists of the inferior roots, which have been steeped in boiling water previous to being dried in the sun. The color of the darkest kinds, however, is not black, but more of a dirty brown or stone color. White ginger consists of the roundest and finest roots scraped clean, and then dried carefully without being scalded. It is firmer, less fibrous, and more pungent than the black, and from the fact that the finest and soundest roots are always selected, white ginger is, independent of the manner of its preparation, superior to black, and always realizes a much higher price in the market; but the difference of color depends wholly upon the manner of curing or preparing. For both of these kinds the tubes or roots are allowed to ripen—that is, they are not dug up until after the annual stalks are withered.

The principal varieties of ginger known in commerce are, white ginger—Jamaica, Cochin China, African, East Indian or Bengal and Tellichery; black or dark ginger—Jamaica and Malabar. Gingers imported into Europe are subjected to various modes of treatment, which tend greatly to improve and preserve them, for the finer its quality, the more susceptible is ginger to the ravages of the fly or ginger worm. These various modes of treatment are washing, brightening and bleaching, and the gingers are consequently known in the trade as "originals," viz., the ginger as imported; "washed," that which has been cleansed in water slightly acidified; "bright," the ginger which has undergone the preparatory course of bleaching; and "bleached," that which has received a coating or dressing of lime, etc. These latter modes of treatment of ginger until very recently were carried on exclusively by experts in Europe, and it is only within the past few years that the art has been introduced into this country. When a preserved ginger is required the roots are taken up in the sap, the stalks not being more than a few inches long; the young roots are scalded, then washed in cold water, and afterwards carefully peeled. This process lasts several days, during which time the water is often changed. When the cleansing is complete the tubers are put into jars and covered with a weak syrup of sugar. After a day or two this weak syrup is removed and replaced by a stronger one, and this shifting is two or three times repeated, increasing the strength of the syrup each time. The preserve thus formed is one of the finest that is made. The removed syrups are not lost but fermented into a pleasant and agreeable beverage, known as "cool drink," used very much in tropical countries. Preserved ginger, as manufactured here and in Europe, is dark and fibrous, but when prepared in the East or West Indies, or China, the West Indies especially, from the young roots, it is almost transparent. It is imported in jars and should be of a bright yellow color. Ginger is imported from Jamaica in barrels of about 100 lbs. each, with actual tare allowance; from Cochin China and Malabar in cases of about 200 lbs. each, also with actual tare allowance. African and East Indian ginger comes in bags of about 100 lbs. each, with tare of 2 lbs. each bag.

A . . .
Few . . .
Reasons
Why . .

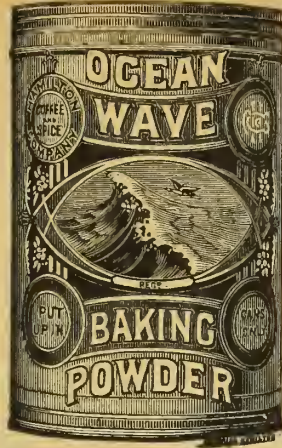


Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



Best Value!



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

CHARLESTON, S.C., 13 April, 1893

THE HUNGERFORD CO., 67 Pearl St., New York.

Gentlemen:—It affords us great pleasure to testify to the merits and efficacy of your Portable XL Coffee Roaster which we now have had in use for over six months. We work it with electric power and the coffee it turns out is wonderfully even and well and quickly done. It is the best Roaster we have ever had. JOHN HURKAMP & Co.

LIGHTBOUND, RALSTON & CO.

MONTREAL



Japan Teas 13c. and up.

Japan Nibs 12½c. and up.

Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,

Write for Samples and Quotations.

PERSONAL MENTION.

N. W. Armstrong of Stouffville was in the city Tuesday.

J. W. Lobb, formerly with Eby, Blain & Co., is now with W. G. Lambe & Co.

D. A. Brown, of Brown Bros. & Co., Elm-vale, has been touring the warehouses this week.

E. Hudson, at one time with F. W. Hudson, is now to be found in Eby, Blain & Co's sample room.

Hon. G. A. Drummond, president of the Canada Sugar Refining Company, Montreal, was on the street Tuesday.

James Lambe, who has been appointed to look after the Canadian manufacturers' exhibit at the World's Fair, left last week for Chicago.

Through a typographical error the name of Robert Munro, who his fellow travellers were said to be sympathizing with in his domestic troubles, was made to read David Moore.

A. H. Gunn, manager of the Dunwich Co-operative Association, Dutton, was in Toronto this week buying stock to replace that destroyed by the fire which recently visited that town. The association has rented a store across the street from its former premises.

H. G. Gear of Cadbury Bros., the large cocoa and chocolate manufacturers of Birmingham, Eng., accompanied by Mr. J. H. Magor, Montreal, their Canadian representative, has just completed a trip to all the leading commercial centres in Canada. Mr. Gear left Saturday for New York en route to England.

M. Gleeson of Greenwood reports trade good. His excellent stock of general goods, usually kept in first-class country stores, is more than complete. Possibly this accounts for it, together with his long residence in Greenwood, where he is a general favorite, and always carries first-class goods at bottom prices for the purchaser.

J. Fred. Ramsay on behalf of the Pure Gold Man'g Co.'s employees, on Saturday last presented Geo. F. Anderson, the company's cashier, with a very handsome bronze clock, on the occasion of his approaching marriage, which takes place on Thursday, May 4th. Mr. Anderson, in a few words expressed his pleasure, in his usual happy manner.

The representatives of four London, England, tea houses struck Toronto together this week. They were: H. W. G. Hopkins, of Appleton, Machin & Smiles; —. Tudor, of J. and J. Batten & Co.; —. Devereaux, of Harrison & Crossfield, and W. B. Redfern, of McMeekin & Co. "Toronto must be getting a great tea centre, judging from the attention it is receiving lately," a broker was heard to remark.

A BIT OF WOODENWARE HISTORY.

Taylor, Scott & Co., manufacturers of woodenware and brooms, Toronto, have dissolved. The dissolution was by lapse of time, and was in compliance with the agreement entered into when the partnership was formed five years ago. Mr. Scott retires, and the business will be carried on by Mr. George C. Taylor under the old style.

Toronto can point with pride to the rapid and substantial growth of many of her manufacturing industries, but probably to none more so than to that controlled by Taylor, Scott & Co. It was originally known by the name of Walter Woods & Co., when Mr. George C. Taylor was the managing partner. Five years ago the firm was re-organized and received its present name of Taylor, Scott & Co. Since then there has been almost a phenomenal growth in the business. The output of the firm is found in practically every part of the Dominion—from Halifax to British Columbia. The trade of Canada conquered, Taylor, Scott & Co. reached across the Atlantic; and now their brooms and washboards are being used by the busy house-wives and servants in the four Kingdoms of England, Ireland, Scotland and Wales. And what is more the business has been a profitable one, Taylor, Scott & Co. not having sacrificed their capital in undue haste to secure business. Their broom business is reputed to be the largest in the country.

In order to keep pace with the increasing demand the firm has been from time to time compelled to enlarge its accommodation and bring in new and the latest improved machinery. The washboard and broom factories are situated at 1 to 7 and 2 to 6 Pearl street and 110 Bay street, while their offices and warerooms are conveniently adjacent at 120 Bay street. Over 100 hands are employed in the factories. The present firm retains all the patents possessed by the old firm, and will continue to manufacture the Northern Queen and Improved Globe washboards, the staple boards of the country.

GROCERS AND THEIR TORMENTORS.

The small boy is often a thorn in the side of the retail grocer in the cities. Crowds of youngsters sometimes gather in front of the grocery stores and pilfer fruits and vegetables, pull down boxes, run off with barrels, and in many other ways annoy the proprietors and their assistants. The result is that the grocers get worked up to the boiling point, and when they capture one of the young scamps it is apt to go hard with him. Several cases have recently been reported in the New York and Brooklyn papers of arrests of grocers on a charge of assaulting small boys, the latest being that of Ernest Resitzke, of 246 Hoyt street, Brooklyn, arrested one day last week for striking the young son of a local poli-

teman. An additional charge, of assaulting the boy's father, was later preferred against Mr. Resitzke, who is out on bail, but will have to appear in court this week. Doubtless many persons who have read of this case in the newspapers will condemn the grocer for what they consider to be brutality, but could they put themselves in his place and go through a few weeks with the New York or Brooklyn small boy of the tenement house districts, they would not hastily condemn him. It is a pity that reputable tradesmen do not more often receive police protection against the annoyances of the juvenile aggressors. They pay for it in taxes, and, in the case of the grocery trade, the free sampling of the dealers' fruits that most policemen indulge in should procure the storekeeper relief from the depredations of the small boy. —Merchants' Review.

CANNED FRUITS IN COOKERY.

Most housekeepers, says the New York Tribune, do not make as much use of preserved fruits in made dishes as they might. Unfortunately they show very little ingenuity in preparing canned fruit into that variety of puddings and other deserts such as the French and German housekeepers excel in. The simplest German families make the delightful peach and apple kuchen, which may be found at a few of our very best city bakeries. This is simply a raised biscuit dough, to which about a half cup of sugar is added. Roll this dough out till it is not over half an inch thick. Cover it with rich canned peaches or well flavored apples. Dredge it with sugar (granulated is better than powdered) and bake it in a quick oven with a good heat at the bottom. Cover it while it is baking if it cooks too much on top. It should be done in fifteen minutes. Serve it as it is, or with a pitcher of sweet cream.

There are many steamed or boiled puddings which may be made of canned fruit just as well as they may be made of fresh fruit. There are many delightful blanc manges which may be made by adding a base of preserved strawberries, raspberries or apricots in their syrup, stiffened to a jelly. Where there is an abundance of fresh cream, as there should be on every farm, the variety of wholesome deserts, which may be made with whipped cream flavored with fruit juices is very large. It includes the excellent Bavarian creams, charlotte russes, dishes of rice mixed with whipped cream and served with a sauce of whipped cream and preserved fruit, as well as many frozen deserts.



Harry (to little brother): SAY, SHUT UP, 'YER DARNED NOISE, WON'T YER; I CAN'T SAY MY PRAYERS.

World Renowned



BATTY'S PICKLES

FOR SALE BY

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.
WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES
& Co.
HUDON HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.

WRIGHT & COPP, Dominion
Toronto. Agents.

Snider's Home Made Catsup



The Pioneer Sweet Catsup and the finest ever offered to the trade. Manufactured from fresh ripe tomatoes. Celebrated for retaining the natural flavor, combined with a delicious piquancy and perfect blending of spice found in no other brand. A good seller and universally known and acknowledged as the standard.

For Sale by all Wholesale
Grocers.

WRIGHT & COPP, Dominion
Toronto. Agents.



Pure Milk
or Cream

Are no longer scarce
since Grocers keep..

Highland Evaporated Cream

In hermetically sealed cans, protected against adulteration and contamination, also guaranteed as to its purity and perfection.

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGAR

CONSIGNMENTS SOLICITED.

GENERAL AGENT

.. AND ..

BROKER

18 SACKVILLE STREET,
HALIFAX, N. S.

DRY GOODS.

(From the Dry Goods Review.)

The past week has seen a continuance of a slow trade. The last two weeks in April were disappointing to the wholesalers, and trade does not compare favorably with April of last year. Most of the houses report a falling off in April trade, due no doubt to the tardiness of the opening up of spring trade in country districts. The weather has been exceedingly unfavorable, and roads are in a bad state. May will be a good month, if the weather brightens, of which there is no prospect at time of writing.

Black ground delaines are very scarce in this market. Wholesalers are unable to have their orders filled by the English firms.

French woolen fabrics are up. Henriettas, whipcords and Bengalines have been in such strong demand from the French manufacturers that they have increased prices from 8 to 17 1-2 per cent. These goods promise to be in good demand for next season, and dealers here are guarding their stocks of these fabrics. Soft wools have advanced 10 per cent. Reports from the London wool market show an increase in sales of about 10 per cent., owing to the increased demand from the French manufacturers.

NOTES

Alexander & Anderson have made a special purchase of flannelettes comprising 3,000 pieces of one quality. This will be offered as a drive for the special benefit of their customers. They also show an excellent range of English flannelettes and Ceylon flannels. These are seasonable goods. Printed flannels in spots, stripes and fancies are also to hand, and their stock is very complete.

Caldecott, Burton & Spence have a full stock of quilts in honey-comb, Marseilles and satins in all sizes and in various qualities.

Wyld, Grasett & Darling are receiving their summer and fall print samples. Black grounds with colored flowers, in-

digo blues, red grounds, and garnet grounds will be popular. Delaine effects in cream grounds will also run.

John Macdonald & Co. report a strong demand for braces and top-shirts. Their special values in these lines seem to be meeting with the approval of the buying public. A shipment of covered and uncovered eiderdown sofa cushions and tea-cosies are to hand, and are worthy of inspection.

W. R. Brock & Co. are cleaning out a variety of odd lines of prints, and customers wanting goods to sell from 5 to 10 cent could do well to examine these lines, as the value of these drives is much higher than is regularly offered for these prices. Travellers cannot inform dealers of these bargains, and only visitors will secure them.

Wyld, Grasett & Darling are showing a large and extensive range of ladies' and children's lisle, taffeta and pure silk gloves and mitts. Silk lace mitts are shown in lines of special value. A line of these at \$2 is exceedingly meritorious. The enquiry for all classes of gloves is fairly brisk at present, and will continue until the end of June. This house endeavor to keep their stock well assorted all through the season.

Odds and ends of dress goods at clearing prices are being offered by John Macdonald & Co. These are the balance of this season's stocks and all the drives are excellent bargains. Printed challies and lawns are in good demand, and they are prepared for all orders on these goods. Other midsummer fabrics, such as crepons, lustrés, muslins, etc., are in good demand.

Art muslins have been re-stocked by Alexander & Anderson, and especially in cheap lines they show excellent values and some very natty patterns.

W. R. Brock & Co. are showing some very handsome novelties in domestic tweeds for summer suitings. A complete range of shades in Halifax tweeds is also shown, including the new and fashionable blues. Another shipment of hard-make black and blue worsted serges has just been passed into stock. These goods are very active at present, and half the shipment was sold before entry.

Horn hairpins are very much in demand just now. Gordon, Mackay & Co. advise that they are in receipt of a large

assortment of these goods in shell color. Good styles and right prices are their qualities.

Heliotrope and purple spot veillings have been stocked by Alexander & Anderson. These goods are strong in demand at present and bid fair to continue.

Three cases of cashmere hosiery have just been passed into stock by W. R. Brock & Co., making their range complete in every detail. They have had an extra strong demand for their lines of cashmere hosiery for the present season, and believe it to be due to the extraordinary value offered. There is considerable enquiry for their special lines of Hermsdorf's stainless black cotton, and they will keep all sizes in stock throughout the season.

Caldecott, Burton & Spence are showing a good range of lace curtains in various qualities. A leading line at 75 cents is extra value. Other leaders are shown at \$1.10, \$1.25, \$1.50, and \$2.25. These lines include the latest designs and patterns, and are exceedingly fine stock. In Swiss curtains they are showing a range from \$2.75 to \$9 in the newest patterns. These are all this season's importations and are meritorious goods. In Chenille curtains they are showing a leader at \$1.25 which is of true stock and of beautiful design and finish. Other chenilles are shown in different styles and qualities in various prices up to \$12 per pair.

A further shipment of ladies' American ribbed cotton vests, "Rattler," is to hand with W. R. Brock & Co. This line they have been selling in large quantities to all the live merchants from Halifax to Vancouver, and have lately placed a further repeat with the factory in order to supply the demand for the next two months. They anticipate before the season is over to have distributed 10,000 dozen of this line.

Wool delaines in cream, navy, and black grounds are being shown by Gordon, Mackay & Co. in an extensive range of scarce designs.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHROP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,
— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

CENTRAL Business College.

TORONTO AND STRATFORD.

THE largest, best equipped and most popular commercial schools in Canada. The course of study in each institution is up to the highest standard of excellence. Highly endorsed; large faculty of experienced teachers in each school; satisfaction guaranteed; graduates assisted in securing employment. Catalogues free. Students may enter at any time.

SHAW & ELLIOTT, Principals.

60 W

SITUATION WANTED.

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address Broker, care of this paper. 19

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

WANTED for the Fort William Co-operative Stores, a salesman or saleswoman capable of taking full charge. State salary expected. Apply, R. ALLISON, Hon.-Sec., Fort William. 18

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

WANTED—MANITOBA AGENCY. A MANUFACTURING firm supplying the retail trade direct, who has a resident agent in Winnipeg, who is a first-class man and has travellers over territory between Winnipeg and Rocky Mountains, want to hear from one good concern, who want to be well represented in that district. Apply A. CANADIAN GROCER. 18

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satisfaction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES
James Palmer, grocer, Carmen, Man., has assigned.

Nathan Kinney, boot and shoe dealer, Liverpool, N. S., has assigned.

Creditors of Louis Gagnon, grocer, St. Rose have asked him to assign.

McInnes & Irwin, general merchants, Straithclair Station, have assigned.

J. S. Beeton, a grocer of Aurora, has assigned to John McCaw of the same town.

B. Hollinquist, general storekeeper, Oak Lake, Man., has assigned to S. A. D. Bertrand.

R. W. Woodward, general store and saw mill, Lower Nicola, has assigned in trust to C. A. Schooley.

A demand of assignment has been made on F. MacKay, general merchant, Pape-neauville, Que.

C. A. Smith & Co., general storekeepers, Chester, N. S., are offering to compromise with their creditors at 50c. on the dollar.

Joseph E. Monette, tobacconist, Montreal, has assigned. His principal creditors are the Fraser estate \$452, and the Banque Nationale, \$808.

H. Rochon, hotelkeeper, St. Scholastique, Que., has assigned with total liabilities of \$1,335. The principal creditor is J. O. Villeneuve, \$719.

Francois Vermette, grocer, Montreal, has assigned with liabilities of about \$2,500. The principal creditors are Joseph Ward & Co., \$400; Carter, Galbraith & Co., \$500; N. Ruinal & Fils, \$400; M. Vermette, \$200; Paul Vermette \$380; and M. J. Feron, \$250.

John Campbell, grocer, Queen street west, Toronto, better known as "Jumbo" Campbell has made an assignment to W. A. Campbell. He owes \$9,600 and claims to have assets that are double that amount. Within the past six years he has sunk \$13,000 cash in real estate upon which he cannot realize. It is to this that he attributes his present difficulties.

FIRES.

The grocery stock of W. S. Santo & Co., Nanaimo, B.C., has been damaged by fire.

The store of J. O'Boyle, merchant, Brechin, together with most of its contents, was destroyed by fire Monday. The loss is mostly covered by insurance.

The factory and two of the storehouses of the Oakville Basket Company's property were entirely destroyed by fire Saturday morning. Loss, \$8,600; insurance, \$4,000.

James Houston's store and dwelling at Dresden was gutted by fire last week. Mr. Houston and his wife barely escaped with their lives. Loss about \$1,700 and insurance \$1,250.

Port Perry has been visited by another destructive fire. The victims are W. Brock, general merchant; Jones & Co., dry goods; T. H. Phillips & Co., stoves and tinware; Phillips & Meharry, grocers.

. P. G. —

French

=DRESSING=

... FOR ...

LADIES and CHILDREN'S BOOTS and SHOES
GIVES A BRIGHT and LASTING POLISH
DOES NOT CRACK THE LEATHER

THE PURE GOLD MFG. CO. TORONTO»

DEATHS.

Angus McAdams, grocer, Dartmouth, N.S., is dead.

M. L. McGrath, general merchant, Shegundah, is dead.

PARTNERSHIPS FORMED AND DISSOLVED.

Bansquet & Frere, grocers, Montreal, have dissolved.

Gillies Bros., general merchants, Lucan, have dissolved. James Gillies continues.

F. W. Slater and A. J. Slater, Montreal, have been registered as dealers in boots and shoes.

The Royal Soap Manufacturing Co. of Winnipeg have dissolved. Manlius Bull continues.

T. Gilmor & Co., wholesale grocers, Brockville, have dissolved, and advertise business for sale.

I. and Z. Beauchamp have been registered proprietors of the firm of Beauchamp & Frere, grocers, Montreal.

A. Martin and Godfried F. Martin, Montreal, have registered as partners under the style of Martin & Co., grocers.

Carlin, Lake & Co., general merchants, Anthracite, N.W.T., and Field, B.C., have dissolved. L. French retires and Carlin and Lake continue.

James Ince has been admitted a partner in the firm of Perkins, Ince & Co., the well-known wholesale grocers of Toronto. The firm now consists of William Ince, sr., and William and James, his two sons. This is the firm's jubilee year, having been formed in 1843. Mr. Ince, sr., entered the firm in 1845 as a boy, and ten years later became a partner.

CHANGES.

W. Terry, grocer, Linwood, is out of business.

A. B. Gray, wholesale liquors, B. C., is closing up.

George J. McLeod, grocer, Tauro, N. S., has sold out.

W. J. Rush, grocer, Cobourg, has sold out to John Throp.

A. Weseloh, boots and shoes, Cromarty, has removed to Hensall.

John Humphreys, baker, Mooretown, has sold out to John Mays, jr.

John Eustic, grocer, Hamilton, has been succeeded by Hazell Bros.

J. W. McAdam, boots and shoes, Toronto, has sold out to Fegan & McDermid.

C. Christie, general merchant, Hilton, Man., has sold out to Dayton & Bryden.

John E. Fortune, general merchant, Cannes, N. S., is about removing to Halifax.

D. McCallum, general merchant, Cumberland, has closed up and removed to Canaan.

G. H. Rogers & Co., bankrupt stocks, Winnipeg, has sold out Glenboro branch to James R. B. Kelly.

SALES MADE OR PENDING.

R. B. Abbott, general merchant, Brinston's Corners, is advertised for sale by tender.

The boot and shoe stock of E. D. Legendre, Sherbrooke, Que., is advertised for sale by auction May 9.

The stock of J. B. Peltier, general merchant, Iberville, Que., has been sold at 71½c. on the dollar.

Hon. Mr. Foster, Minister of Finance, and Hon. McKenzie Bowell, Minister of Trade and Commerce, arrived in Toronto Wednesday and spent the day hearing delegations regarding tariff reform. Among the deputations were representatives from the wholesale grocers and the soap manufacturers.

It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75. This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in streetcars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.

10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

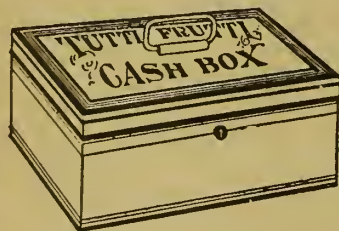


NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the

STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

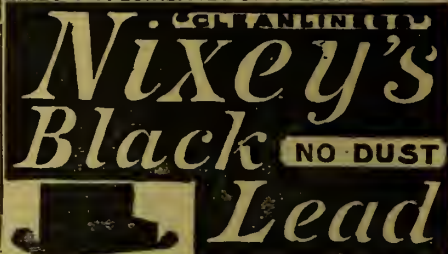
Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.

THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.



Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE



Use only for Laundry Purposes, producing the best results.



For Knives, Forks, Brass and Steel Work, &c., &c. Won't Wear the Blades like others. 6d. and 1s. Tins.



Canadian representatives: Mr. W. Matthews, 7 Richmond St East, Toronto. Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

GOLD MEDALS AWARDED

ROYAL LETTERS PATENT



ROYAL TABLE CREAMS,
AND
INVALID AND TABLE JELLIES,

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom ; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them.



This illustration is a fac-simile
of packet.



The above illustration is
a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy **EBEN^R. ROBERTS'.**

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

Agent: C. E. Colson, Montreal.

EBEN^R. ROBERTS, London, England.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, May 4, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.



	PURE GOLD.	per doz
	5 lb. cans, 1 doz.	
	in case.....	19 80
	1 lb. cans 1 doz.	
	in case.....	16 00
	2 1/2 lb. cans, 1 and	
	2 doz in case....	10 50
	16 oz. cans, 1, 2 and	
	4 doz. in case....	4 60
	12 oz. cans, 2 and 4	
	doz. in case.....	3 70
	8 oz. cans, 2 and 4	
	doz. in case.....	2 40
	6 oz. cans, 2 and 4	
	doz in case.....	1 90
	4 oz. cans, 4 and 6 doz in case....	1 25
		Per doz
	Dunn's No. 1, in tins.....	2 00
	" " 2 " " " " " " " "	75
	Cook's Gem, in 1 lb pkgs.....	\$1 75
	" " 7 oz pkgs.....	85
	" " 2 oz " " " " " " " "	40
	" " 5 lb tins.....	65
	" " bulk, per lb.....	12

DIAMOND BAKING POWDER.

1/2 lb. tins, 4 doz cases.....	0 67 1/2
1/2 lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFEC-
TIONERY CO.

Abernethy	8
Arrowroot	\$0 16
Butter	6
3 lbs.	0 20
Cabin	7
Cottage	8
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10

Pic Nic	0 09
Prairie	0 08
Rich Mixed	0 14
School Cake.....	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07
Wine.....	0 08

BLACKING.

Day & Martin's	per doz	\$3 80
"	"	2 10
"	"	1 10
Spanish, No. 3		4 50
"	5	8 00
"	10	9 00
Japanese, No. 3		4 80
"	5	7 50
Jaquot's French No. 2		3 00
"	3	4 50
"	4	6 00
"	5	9 00
	1-gross Cabinets, asst.	7 50
Egyptian, No. 1		9 00
"	2	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and
shoes.

P. G. FRENCH BLACKING.

		per gross
1/4	No. 4.....	\$4 00
1/4	No. 6.....	4 50
1/4	No. 8.....	7 25
1/4	No. 10.....	25

BLACK LEAD.

	London.	Canada
NIXEY'S		
Refined in 1d., 2d., 4d. and 1s. packages, (91b. boxes)	7s 6d	\$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (91b. boxes).....	4s 3d	2 00

Silver Moonlight, Plum-		
ago Stove Polish (13½		
lb. boxes).....	1 d. pkts, 1	
gross.....		
13 lb. in large 1 d. pkts, 2	4s 3d	1 50
gross.....		
13 lb. in large 1 d. pkts, 2	8s 6d	3 00
gross.....		
13 lb. in large 1 d. pkts, 1	7s 6d	2 50
gross.....		
13 lb. in large 2d. pkts, 1	7s 6d	2 5
gross.....		
Reckitt's Black Lead, per box		1 15
Each box contains either 1 gro., 1		
oz.; ½ gro., 2 oz., or ¼ gro., 4 oz.		

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings,	\$3 65
Do. do. 7, 4 strings,	3 45
Do. do. 6, 3 strings,	3 25
"Victoria," fine, No. 8, 4 strings,	3 80
Do. do. 7, 4 strings,	3 10
Do. do. 6, 3 strings,	2 90
"Standard," select, 8, 4 strings,	2 90
Do. do. 7, 4 strings,	2 75
Do. do. 6, 3 strings,	2 60
Do. do. 5, 3 strings,	2 40

CANNED GOODS.

Apples, 3's.....	\$0 95	\$1 00
gallons.....	2 10	2 20
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure	1 15	1 15
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	2 10
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	1 40
Pears, Bartlett, 2's.....	1 75	1 75
" Sugar, 2's.....	1 50	1 50
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 50	1 60
" Lombard.....	1 50	1 60
" Damson Blue.....	0 95	1 00
Pumpkins, 3's.....	3 00	3 25
" gallons.....	1 40	2 10
Raspberries, 2's.....	2 15	2 25
Strawberries, choice 2's.....	1 65	1 65
Succotash, 2's.....	0 85	1 00
Tomatoes, 3's.....	1 50	1 50
"Thistle" Finnan haddies.....	2 75	2 75
Lobster, Clover Leaf.....	2 20	2 20
" Star (flat).....	2 60	2 70
" Impr'l Crown flat.....	1 90	2 00
" tall.....	1 80	2 00
" Other brands.....	1 10	1 35
Mackerel.....	1 45	1 60
Salmon, talls.....	1 70	1 80
" flats.....	13	20
Sardines Albert, 1/4's tins.....	10 10	10 10
" 1/2's.....	17 18	17 18
" Sportmen, 1/2's genu- ine French high grade, key opener.....	23 25	23 25
Sardines, key opener, 1/2's.....	33 36	33 36
" Martiny, 1/4's.....	9 11	9 11
" Other brands, 9 1/2's.....	11 16	11 16
" P & C, 1/4's tins.....	33 36	33 36
" 1/2's.....	9 11	9 11
Sardines Amer, 1/4's.....	11 00	11 00
" Mustard, 1/2 size, cases 50 tins, per 100.....		

CANNED MEATS.

(CANADIAN)		
Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2 ".....	2 70	2 80
" 4 ".....	4 80	5 00
" 6 ".....	8 75	9 00
" 14 ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	2 60
Roast Beef.....	1 50	1 50
" 2 ".....	2 60	2 75
" 4 ".....	4 75	4 75
Par Ox Tongue, 2 1/2 ".....	9 50	9 50
Ox Tongue.....	7 85	8 00
Lutch Tongue.....	3 25	3 25
" 2 ".....	6 75	6 75
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	2 50
" 2 ".....	4 00	4 00
Soups, assorted.....	1 50	1 50
" 2 ".....	2 25	2 25
Soups & Bouill.....	1 80	1 80
" 6 ".....	4 50	4 50
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	1 60
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	1 35
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	1 40
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	2 25

Sandwich Ham or Tongue, 1/4 lb cans.....	1 50
Ham, Chicken and Tongue, 1/4 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c, packets 0 75	
Orange Blossom.....	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 ".....	0 75
Magic Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces ..	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100,"	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Chocolate—	
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, 1/4's, 8 & 14 lb.	30
" Pearl.....	25
" London Pearl 12 & 18 ".....	32
" Rock.....	30
" Bulk, in bxs.....	18
EPP'S.	
Cocoa—	
Case of 112 lbs each.....	per lb 0 35
Smaller quantities.....	0 37 1/2
BENSADORF'S ROYAL DUTCH COCOA.	
Boxes each 12 lbs	
1/4 lb. cans, per doz.....	\$2 40
1/2 " ".....	4 50
1 " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	
Caracas, 1/4's, 6 lb. boxes.....	per lb 0 40
Vanilla, 1/4's, ".....	0 40
" Gold Medal " Sweet, 6 lb bxs.	0 30
Pure, unswartened, 1/4's, 6 lb bxs.	0 40
" Fry's " Diamond 1/4's, 6 lb bxs.	0 26
" Fry's " Monogram, 1/4's, 6 lb bxs.	0 26
Cocoa—	
Concentrated, 1/4's, 1 doz in box.....	per doz 2 40
" 1/2's, ".....	4 50
" 1 lbs. ".....	8 75
Homopatic, 1/4's, 14 lb boxes.....	0 34
" 1/2's, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (1/4's)	32
Mott's Breakfast Cocoa.....	45
Mott's Breakt. Cocoa (in tins)	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibbs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22 & 24	
Mott's Confection Chocolate.....	33c-43
Mott's Sweet Choc. Liquors 21c-31	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic Cocoa in 1 lb. tins, 12	7 25
24 and 36 lbs in box.....	
Hygienic Cocoa in 1/2 lb tins, 12	3 75
24 and 36 lbs in box.....	
Hygienic Cocoa in 1/4 lb tins, 12	2 25
24 and 36 lbs in box.....	
Cocoa Essence, pkgs, 2 and 4 doz	1 40
in box.....	
per lb	
Iceland Moss, in 1/4 lb pkgs, 6 and	0 35
12 lb boxes.....	
London Pearl, in 1/4 lb pkgs, 6 and	0 30
12 lb boxes.....	
Soluble (bulk) No. 1 in 15 and 30	0 20
lb boxes.....	
Soluble (bulk) No. 2, in 15 and	0 18
30 lb boxes.....	
Soluble (bulk) No. 2 in 5 and 10	0 20
lb tins.....	
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, 1/4 and 1/2 in 6 and	0 40
12 lb boxes.....	
Diamond, 1/4's, 6 and 12 lb boxes.	0 34
" 8s.....	0 28
Mexican Vanilla, 1/4 and 1/2 in 6	0 35
and 12 lb boxes.....	
Sweet Ceylon, 1/4 and 1/2 in 6 and	0 25
12 lb boxes.....	
Chocolat Parisien, 5c. cakes, in	0 30
6 lb boxes.....	
Royal Navy, 1/4 and 1/2, in 6 and	0 30
12 lb boxes.....	
Pure Caracas, (plain) 1/4 and 1/2, in	0 40
12 lb boxes.....	
Confectioners' in 10 lb cakes.....	25-35
Powder, in 15 and 30 lb boxes.....	0 25
Creams, in 3 lb boxes.....	0 30
Iceing, 1 lb pkgs, per doz.....	2 25
" 1/2 lb.....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12	40
bxs in case.....	
Best Sweet in bxs, 6 lbs. each, 12	30
boxes in case.....	
Vanilla Tablets, 416 in box, 24 bxs	4 00
in case, per box.....	
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	39
12 lbs each.....	
Grocers' Style, in cases 24 boxes, 6	30
lbs each.....	
48 Fingers to the lb., in cases 12 bxs	30
12 lbs each.....	
48 Fingers to the lb., in cases 24 bxs	30
6 lbs each.....	
8 Cakes to the lb., in cases, 24 bxs	32
6 lbs. each.....	
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1/2 lb.	35
papers.....	
Cracked, in bags, 6, 10 and 25 lbs.	30
each.....	
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1/2 lb., tins	48
In boxes, 12 lbs., each, 1 lb tins,	50
decorated canisters.....	
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins...	45

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.	
Per 120 lb. Per 12 lb.	
case lot.	box.
per lb.	per lb.
Yellow wrapper.....	\$0 34 \$0 36
Chamois.....	0 43 0 43
Pink.....	0 50 0 56
Blue.....	0 58 0 66
Green.....	0 50 0 56
Lilac.....	0 58 0 66
Bronze.....	0 65 0 74
White Glace.....	0 73 0 83
Premium.....	0 35 0 42
Fancy Chocolates.	
Fingers—	
40 in a box.....per box	\$0 36 \$0 40
20 ".....	
Croquettes—	
Yellow wrap.....	2 70 3 00
Pink.....	3 75 4 20
Green.....	
Croquettes are packed 12 1/2 lb. pack-	
ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	0 55 0 60
Green.....	
Each case contains 54 1 1/2 lb packages or	
108 1/2 lb packages.	



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

RECKITT'S Blue and Black Lead

**ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.**

Headquarters } In 1 lb. and 1-2 lb. Glass Jars - FOR - JAM. } 5 lb. and 10 lb. Tins 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
8 gross, " "	1 00

OHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " " "	1 25
" 4 " " " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28 33
Old Government Java	25 35
Rio	21 22
Plantation Ceylon	29 31
Porto Rico	24 28
Guatemala	24 26
Jamaica	22 23
Maracaibo	24 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	00 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 03 1/2
Borax		0 12	0 14
Camphor		0 80	0 85
Carbolic Acid		0 30	0 50
Castor Oil		0 07 1/2	0 08
Cream Tartar		0 28	0 30
Epsom Salts		0 02 1/2	0 02 1/2
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
Gentian	boxes	0 15	0 17
Glycerine, per lb		0 17	0 20
Hellebore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 30	0 35
Salpêtre		0 08 1/2	0 09
Soda Bicarb, per keg		2 50	
Sal Soda		1 00	1 25
Madder		0 12 1/2	

DURABLE PAILS AND TUBS

WM. OANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	Per doz.	2 20
Brass hoops, oiled and varnish.		3 25
No 1 tubs		9 50
No 2 " "		8 60
No 3 " "		7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 8 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more.	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 06

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls.	5 1/2
" " bbls	5 1/2
" Filiatras, bbls	5 1/2
" " bbls	5 1/2
Currants, Patras, bbls	6 1/2
" " bbls	6 1/2
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	7 1/2
" 5-crown Excelsior (cases)	8 1/2
" " case	8 1/2
Dates, Persian, boxes	5 1/2
Flgs, Elemes, 14oz., per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Turkey, bgs abt 6lbs, finest grade grown	10 1/2
Prunes, Bosnia, cases	7 1/2
" " cases, now	7 1/2
Raisins, Valencia, offstalk old	4 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanias	6 1/2
" Eleme	2 25
London layers	1 60
Loose muscatels, Califor	1 70
Imperial cabinets	3 50
Connoisseur clusters	3 60
Extra dessert	4 50
" qrs.	
Royal clusters	
Fancy Vega boxes	3 40
Black baskets	3 50
" qrs	
Blue	
Fine Dehesas	
" qrs	
Lemons	3 00
Oranges, Jamaica	2 75
" Valencias	4 50
" Floridas	3 00
" Seedlings	
" Navels	
DOMESTIC	
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 09 0 09 1/2

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickarel	per lb
Pike	0 06
White fish	0 07 0 07 1/2
Manitoba White fish	0 7 1/2
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00
Shore herring	2 75
Salmon trout, per 1/2 bbl	
White Fish, 1/2 bbl	
Dried Fish:	
Codfish, per quintal	5 25
" cases	6 00
Boneless cod	0 04 1/2
Boneless fish	per lb
" cases	0 06 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Bloaters	per box
Digby herring	0 12
Sea Fish: Haddock per lb	0 05
Cod	0 05 0 05 1/2
B.C. salmon	0 05
Market Cod	0 05
Frozen Sea Herrings	2 65



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 67	0 68
" Red Winter	0 66	0 68
" Goose	0 61	0 62
Wheat, Spring, No 2	0 62	0 64
" Man Hard No 1	0 85	0 86
" " No 2	0 83	0 84
" " No 3	0 74	0 76
Oats, No 2, per 34 lbs	34	35
Barley, No 1, per 48 lbs	43	44
" No 2 extra	39 1/2	40
" No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn	...	...

HAY & STRAW.

Hay, Pressed, " on track	9 50	10 00
Straw Pressed, " "	5 60	6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	4 80
3 dy C P	3 90

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg .. 3 65

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis

Round " " 7 1/2 p.c. dis

Flat head brass 7 1/2 p.c. dis

Round head brass 70 p.c.

WINDOW GLASS: [To find out what

break any required size of pane comes

under, add its length and breadth to-

gether. Thus in a 7x9 pane the

length and breadth come to 16

inches; which shows it to be a first-

break glass, i.e., not over 25 inches in

the sum of its length and breadth.]

1st break (25 in and under) .. 1 35

2nd " (26 to 40 inches) .. 1 55

3rd " (41 to 50 ") .. 3 40

4th " (51 to 60 ") .. 3 70

6th " (61 to 70 ") .. 4 00

ROPE: Manila .. 0 11 1/2

Sisal .. 0 09 1/2

New Zealand .. 0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap .. 0 4 1/2

" Screw, hook & strap, 0 3 1/2

WHITE LEAD: Pure Ass'n guarantee

ground in oil.

25 lb. irons .. per lb .. 4 1/2

No. 1 .. " .. 4 1/2

No. 2 .. " .. 4 1/2

No. 3 .. " .. 4

TURPENTINE Selected packages, per gal	0 52	0 53
LINSEED OIL per gal, raw	0 60	0 62
Boiled, per gal.	0 63	0 65
GLUE: Common, per lb	0 10	0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 76
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 05
Family	0 07
Black and Red currant, Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10

These goods are put up in glass jars and in 6, and 10 lb. tins and 28 lb. pails.

Marmalade—orange .. 0 12

KNIFE POLISH,

NIXEY'S

"Cervus" boxes of 1 doz.	
6d.....London 5s, Canada, \$1 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s, Canada, \$1 00	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 26
" Ringed" 5 lb boxes, per lb	0 25
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Waters, 5 lb cans per can	2 00
Licorice Lozenges, 6 lb glass jars	1 76
Licorice Lozenges 5 lb cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 " "	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHLEY'S.	cts
Durham, Fine, in 1/2 and 1 lb tins	25
" " " " " "	25
" " " " " "	25
" " " " " "	70
" " " " " "	30
" " " " " "	15

Prices current, continued.

CHERRY'S IRISH		
Pure in 1 lb. tins.....	0 40	
Pure in 1/2 lb. tins.....	0 42	
Pure in 1/4 lb. tins.....	0 44	

NUTS. per lb		
Almonds, Ivica.....	14 15	
" Tarragona.....	18 16 1/2	
" Farnigetta.....	14 15	
Almonds, Shelled Valencia.....	28 32	
" Jordan.....	45 50	
" Canary.....	28 30	
Brazil.....	14 15	
Cocoanuts.....	5 6	
Filberts, Sicily.....	10 14	
Pecans.....	11 15	
Peanuts, roasted.....	13 14	
" green.....	11 12 1/2	
Walnuts, Grenoble.....	15 16	
" Bordeaux.....	10 11	
" Naples, cases.....	12 13	
" Marbots.....	12 13	
" Chilis.....	12 13	

PETROLEUM.		
bbl lots, Toronto... Imp. gal		
Canadian.....	0 13	\$0 13 1/2
Carbon Safety.....	0 17 1/2	0 18
Canadian Water White.....	0 19	
Amer'n Water White.....	0 21	0 22
Photogene.....	0 25	
(For prices at Petrolia, see Market Report.)		

PICKLES & SAUCES. per doz		
Home Made Tomato Catsup, qts.....	6 00	
" " " pts.....	3 50	
" " " 1/2 pts.....	2 00	
Chili Sauce.....	4 50	
" " " 1/2 pts.....	3 25	
Soups (in 3 lb cans).		
Tomato.....	3 50	
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus.....	4 50	

Fancy—Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable.....	4 25	
Worcester Sauce, 1/2 pts.....	\$3 60	\$3 75
" " pints.....	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" " quarts.....	6 00	
Harvey Sauce—genuine—hlf. pts.....	3 25	
Mushroom Catsup ".....	2 25	
Anchovy Sauce ".....	3 25	

PRODUCE.		
DAIRY. Per lb		
Butter, creamery, tubs.....	\$.....	\$.....
" dairy, tubs, choice.....	0 19	0 21
" " medium.....	0 15	0 20
" low grades to com.....	0 15	
Butter, pound rolls.....	0 20	0 22
" large rolls.....	0 19	0 20
" store crocks.....	0 19	0 20
Cheese.....	11 00	11 1/2

COUNTRY		
Eggs, fresh, per doz.....	0 10 1/2	0 11 1/2
" limer.....	1 40	1 60
Beans.....	2 00	2 50
Onions, per bbl.....	80 00	
Potatoes, per bag.....	0 13	0 15
Hops, 1891 crop.....	0 17	0 20
" 1892.....	0 05	0 08
Honey, extracted.....	0 10	0 15
" section.....		

PROVISIONS.		
Bacon, long clear, p lb.....	0 10 1/2	
Pork, mess, p. bbl.....	0 21	
" short cut.....	22 00	23 00
Hams, smoked, per lb.....	0 13	
" pickled.....	0 12	
Bellies.....	0 13 1/2	
Rolls.....	0 10 1/2	0 12 1/2
Backs.....	0 13	
Lard, pure, per lb.....	0 12 1/2	0 13 1/2
Compound.....	0 10	0 10 1/2
Tallow, refined, per lb.....	0 05 1/2	0 06
" rough, ".....		0 02 1/2

RICE, ETC. Per lb		
Rice, Aracan.....	3 1/2	4
" Patna.....	4 1/2	5 1/2
" Japan.....	5 1/2	6 1/2
" extra Burmah.....	3 1/2	4
" Java extra.....	6 1/2	6 1/2
" Genuine Carolina.....	9 1/2	10
Grand Duke.....	6 1/2	6 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	5 1/2	5 1/2
Goathead (finest imported).....	5 1/2	6

ROOT BEER.		
Hire's (Liquid) per doz.....	\$3 00	

SPICES.		
GROUND Per lb.		
Pepper, black, pure.....	\$0 14	\$0 16
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	16	18
Cassia, fine to pure.....	18	25
Cloves, ".....	14	25
Allspice, choice to pure.....	12	15
Cayenne, ".....	30	35
Nutmegs, ".....	75	1 20
Mace, ".....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	32

STARCH.		
BRITISH AMERICA STARCH CO BRANTFORD.		
1st Quality White Laundry—		
3 lb. cartons, boxes, 36 lbs.....	5 1/2	
Ditto..... brls., 175 ".....	5	
Ditto..... kegs, 100 ".....	5	
Canada Laundry, boxes, 40 lbs.....	4 1/2	
Brantford Gloss—		
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2	
Lily White Gloss, kegs, 100 lbs.....	6 1/2	
1 lb. fancy cartons, cases, 36 lbs.....	7	
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7	
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases, 28 lbs.....	9	
No. 1 Pure Prepared Corn—		
1 lb. packages, boxes, 40 lbs.....	7 1/2	
Challenge Prepared Corn—		
1 lb. package, boxes, 40 lbs.....	7	
KINGSFORD'S OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8	
36-lb " 3 lb. packages.....	8	
12-lb ".....	8 1/2	
38 to 45-lb boxes.....	8	

Silver Gloss Starch—Less trade dls.		
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9	
40-lb " 1 lb. package.....	9 1/2	
40-lb " 1 lb. ".....	10	
40-lb " assorted 1/2 and 1 lb. ".....	9 1/2	
6-lb " sliding covers.....	8 1/2	
38 to 45 lb boxes.....	9	
Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages.....	8 1/2	
20-lb ".....	8 1/2	

ST. LAWRENCE STARCH CO.'S		
Culinary Starches—		
St. Lawrence corn starch.....	7 1/2	
Durham corn starch.....	7	
Laundry Starches—		
No. 1, White, 4 lb. Cartons.....	5 1/2	
" " Bbls.....	5	
" " Kegs.....	5	
Canada Laundry.....	4 1/2	
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7	
Ivory Gloss, fancy picture, 1 lb packs.....	7	
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2	
Ivory Starch in cases of 40 packages.....	\$3 00	

SUGAR. c. per lb		
Granulated.....	5 1/2	5 20
Paris Lump, bbls and 100 lb. bxs.....	5 1/2	6
" " 50 lb. boxes.....	5 1/2	
Extra Ground, bbls.....	5 1/2	
" " less than a bbl.....	6	
Powdered, bbls.....	5 1/2	
" " less than a bbl.....	5 1/2	
Extra bright refined.....	4 1/2	
Bright Yellow.....	4 1/2	
Medium.....	4	
Brown.....	3 90	

SALT.		
Bbl salt, car lots.....	1 00	
Coarse, car lots, F.O.B.....	0 65	
" small lots.....	0 85	0 90
Dairy, car lots, F.O.B.....	1 00	
" small lots.....	1 25	
" quarter-sacks.....	0 40	0 45
Common, fine car lots.....	0 75	
" small lots.....	0 95	1 00
Rock salt, per ton.....	18 00	
Liverpool coarse.....	0 75	0 80

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

JOHNSTON'S FLUID BEEF

The Great
Strength-Giver



The Most Perfect
of
Concentrated
Nourishment

Stimulating. Strengthening. Invigorating.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand.)

Pure Starch.

Corn Starch.

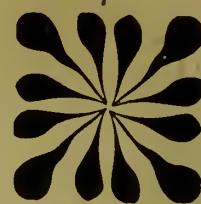
FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

ST. LAWRENCE

BARM MFG. CO.		per box
1 box containing	2 doz. 5c. pkgs.	0 50
1 "	2 doz. 10c. "	1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
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THE CANADA SUGAR REFINING CO'Y [LIMITED],
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Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

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The Hiliard House RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

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All orders given them will be
promptly attended to.

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STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

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WISH THUS TO BUILD,
an
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RECORD,
TORONTO
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tenders from the
best contractors.



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AND
BUTCHERS'

REFRIGERATORS

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— OR —

Other Chemicals

are used in the
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W. Baker & Co.'s Breakfast Cocoa,

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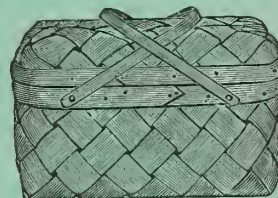
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THOS. C. IRVING, Superintendent.

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1, 2, 3 bushel grain and root baskets.
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

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DURABLE PAILS AND TUBS.

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The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel
Hoops, sunk in grooves in the staves and cannot
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with the wood. BEST GOODS MADE.

Represented by

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ORDER
IVORY BAR
SOAP

A Customer's Life

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
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Fancy Vase Lamps can now be sold at prices as to be within reach of all. It is hard to explain, but there is an assortment of the most beautiful Lamps on the market, put up in lots, selling at prices to more than astonish yourself and all who come in contact with them.

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ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."
"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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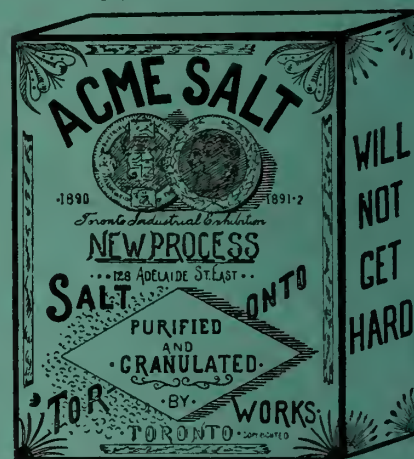
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KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

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PUBLISHED WEEKLY \$200 PER YEAR

THE CANADIAN GROCER

& GENERAL STOREKEEPER

VOL. VII.

TORONTO, MAY 12, 1893.

No. 19

COLMAN'S MUSTARD



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**BROOMS,
BRUSHES,
WOODENWARE,
MATCHES,**

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**GENERAL GROCERS' SUNDRIES
BUTTER TUBS,**

Best Quality Spruce, 20, 30, 50 lbs., at
Lowest Market Prices.

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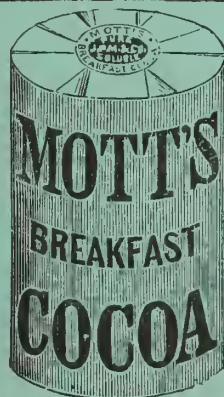
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MAKE SIMPLY WITH BOILING MILK OR WATER
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

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ANNUAL SALES EXCEED 33 MILLION LBS.

**TO HAVE IT ADVERTISED
FREE & FREELY**

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

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Manufacturers of High Grade Patents, Strong Bakers,
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NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs, and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

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Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satisfaction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
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J. H. WETHEY, St. Catharines, Ont.

Spray your Fruit Trees and Vines



Wormy Fruit and Leaf Blight of Apples, Pears, Cherries and Plums prevented; also Grape and Potato Rot—by spraying with Stahl's Double Acting Excelsior Spraying Outfits. Best in the market. Thousands in use. Catalogue, describing all insects injurious to fruit, mailed free. Address

WM. STAHL, QUINCY, ILL.

... A Neat Parcel ...

Is appreciated by your Customers, to make
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Which you can obtain at Lowest Mill Prices and
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THE E. B. EDDY CO.,

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Halifax, N.S., Quebec, St. John, N.B.,
Kingston, and Victoria, B.C.

MAMMOTH WORKS:

HULL, - - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER.

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MAY 12, 1893.

No. 19

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

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AND

TRADE JOURNAL PUBLISHERS.

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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

Most of us are prone to view our surrounding in the worst light. It is one of the weaknesses of humanity. Who we inherited it from is not known. It might have come down through the ages from the first parent, but whoever was the father of the peculiarity it is with us—and to stay. Grocers have as much of the "happy-go-lucky" about them as any class of business men and a good deal more than some, but they too are tinged with this peculiarity. Business is not as good as it might be. A bare existence only is what they eke out; and such a thing as affluence is not to be dreamed of. It is in this and similar strains that they belittle their business. But now and then a little incident crops up to show that the lot of the average grocer is on the whole not such an unhappy one after all. Readers of THE GROCER will have particularly noticed this during the last few weeks by the number of news items that have appeared regarding improvements in the store of this and that merchant and the removal of one here and another there to more commodious premises. The reason is obvious; expanding trade needs more accommodation. In spite of the keen competition and the often reckless cutting that characterizes it, the grocery trade is as remunerative as most lines of trade and the number of grocers who are to-day in easy circumstances proves it. If merchants neglect their business, if they know

little or nothing about it, if they do not buy right, if they do not exercise proper scrutiny of their accounts, if they lack capital they cannot be expected to succeed. Fortify a good live grocer with these requisities and he will, under ordinary circumstances succeed every time.

* * *

The evils existing in the grocery trade are mostly from within. Some of them will probably never be eradicated, but it is within the power of the trade to control, if not remove, most of them. Every merchant can refrain from the indiscriminate giving of credit; and by associated effort much can be done in the direction of minimizing the evil of unfair competition and clipping the wings of dead-beats and bad-paying customers.

* * *

Retail profits on sugar is a fruitful theme for discussion by English grocery associations at the moment. The increased interest in the subject received its impetus from the strong condition of the market. And it is to be noted that in most instances the associations have decreed that there shall be a fractional advance in the price to the consumer. Associated effort in this direction is not looked upon with favor in this country. It has been attempted, with what result is well known. But at the same time the influence of a strong and united association could do much in bringing the trade to recognize the absurdity of selling sugar—or any other commodity for that matter—at or below cost. Wherever there is a congregation of merchants there ought to be an association of some kind, no matter how small its membership may be. The Official Statistical Abstract, an English journal, recently published a table showing the relative importance in weight and money of the various commodities dealt in by grocers, and in which it is shown that the con-

sumption of sugar is seven times as heavy as that of other groceries, spices excepted, and not far short of double the consumption of groceries and imported provisions taken together. These figures however include the sugar that is used for preserving, confectionery, etc. The figures referred to show the consumption per head in 1891 of the leading imported commodities sold by grocers to be: Provisions and rice 37.59 pounds, groceries without sugar 11.51 pounds, groceries and provisions without sugar 49.10 pounds, sugar and molasses 81.50 pounds; turn over in money with each customer—provisions and rice 17s. 3¼d., groceries without sugar 9s. 3¼d., groceries and provisions without sugar 26s. 7½d., sugar and molasses 10.10. A contemporary in referring to the figures adduced in the table says: "In the case of tea it will be seen that ¼d. per pound more profit on sugar would enable the price of the former to be lowered 4d. per pound. If the average price be 1s. 2½d. duty paid, it follows that an immense weight must cost very materially over 1s. 2½d. without profit to the retailer." Further on it says that the key to the situation "is to be found in the price of sugar, and the grocers have to ask themselves under existing circumstances whether it pays best to sell one pound of sugar at ½d. per pound profit—or possibly at a loss—or one pound of common tea at 1½d. or 2½d. per pound profit. No doubt in most places a relative advance in the price of sugar, as compared with other commodities, might require mutual arrangement among neighbors. Surely, however, if bakers and butchers, who have nothing like the business standing of grocers, can regulate, as they do the price of bread or of meat, the grocers ought to be able to come to some satisfactory arrangement among themselves. * * * The more sugar sold at a loss by opponents who are mainly interested in tea,

the more must be added to the selling price of tea. * * * The sale of sugar at a ¼d. per pound loss must soon end in bankruptcy nowadays, if tea and similar commodities are sold cheaply by those who are getting a profit on sugar. The argument that people can, as it were, see the price in sugar, while they cannot do so in tea, is fallacious. The public scents out cheapness in a marvellous way, even in commodities difficult of accurate valuation by experts themselves."

* * *

The wants of the wholesale grocers that waited upon the Federal Ministers last week in Toronto were few. The most important was in regard to sugar, and the burden of their request was that all sugars up to 16 Dutch standard should be allowed to come in free instead of only up to 14 as at present, and that the duty on refined be half cent a pound in place of the four-fifths of a cent now obtaining. The tariff as it now stands in regard to sugar was the result of the pressure of public opinion consequent upon the free entry of refined sugar into the United States. Now, however, it is probable that the Cleveland Administration will again restore sugar to the dutiable list during the work of tariff reform and discontinue the paying of bounties to the producers. What our Government may be induced to do if such takes place is a query with some. One thing however may be taken for granted, the Canadian people will scarcely brook any increase in the duty should the Government see fit to comply with the request for a reduction. But it is folly to count your chickens before they are hatched. It has yet to be revealed that the Government has any intention of making a change. Regarding rice, it was thought that the protection afforded was greater than necessary. The soap manufacturers who waited upon the ministers asked that they be permitted to bring in tallow and essential oils free instead of paying one cent a pound and 20 per cent. respectively as at present. Possessed of these privileges they intimated that they did not give a snap of the fingers for United States competition. The Canadian Canned Goods Packers' Association, which happened to be holding a meeting here, also waited upon the Ministers. Their wants, too, were of the few and unimportant character. They were satisfied to have things remain much as at present, for while they had no great fear of American competition, yet at the same time they urged that whatever rearrangement was made in the tariff it should not give the packers across the line privileges that the United States Government denied the Canadian packers.

INDIAN AND CEYLON vs. CHINA TEAS.

THE GROCER had occasion a couple of months ago to refer to the extraordinary growth of the consumption of Indian and Ceylon teas in Great Britain. We again revert to it, and are actuated in doing so by a statistical statement just issued, showing the relative consumption of Indian, Ceylon and China teas in Great Britain during the twenty-seven years beginning with 1866, and ending with 1892. In the former year the consumption of Indian and China teas was 4,584,000 and 97,681,000 lbs. respectively. No Ceylon teas were then consumed in Great Britain, nor were there in fact any till seven years after, and then the quantity was only twenty-three pounds. By 1885, however, the consumption was over three million pounds. The British, as a tea-drinking nation are gradually becoming more pronounced. In 1866 the quantity of India and China teas consumed was 3.42 pounds per head, while from then onward the increase has been gradual, until last year it reached 5.43 pounds per head, the highest yet. Up to 1879 China shared in the increased consumption, in which year the consumption of this tea in Britain reached its maximum, 126,340,000 pounds. The following year there was a drop of nearly twelve million pounds, and from that out there was a continual decline, until in 1892 it fell to 34,483,408 pounds against 109,528,169 pounds of Indian and 63,102,127 pounds of Ceylon. This means that of the three teas consumed in Great Britain last year 84 per cent. was Indian and Ceylon, and only 16 per cent. China tea.

In the United States Indian and Ceylon teas are not yet in the favor they are in Great Britain. But in Canada they are gradually pushing their way to the front, and the consumption last year being, as already shown in THE GROCER, nearly double what it was two years previously.

There are several reasons advanced for the rapidity with which the Indian and Ceylon teas are springing into favor. The first in quality. It is claimed that outside some high-class teas produced in Northern China—and which those of no other country can yet equal—the teas of India and Ceylon growth are of superior quality. Another recommendation claimed for them is their economical properties, much less being required to brew the cup that cheers but not inebriates. The comparative methods of cultivation and preparation have also contributed to place India and Ceylon in the foreground and China in the background. In a word, the two first named have adopted newer methods, while the Chinese planter still clings to the old and ancient methods that have been discarded by their more progressive competitors.

CHATS WITH BUSINESS MFN.

"I see that some of the retailers are reported to have said that the consumption of package teas is falling off on account of so many of them being of inferior quality," said Mr. J. F. Eby, of Eby, Blain & Co., to me the other day, as he quietly folded his arms and leaned against the shelves in his sample room. "Now, we claim that the package teas put up in certain brands, backed by good houses, have not changed in quality in any case, and, furthermore, that the consumption is increasing instead of decreasing, and that too in parts of the country where we have never sold black teas before. These teas are taking hold. We have sold quite a lot of them, and any retailer who is under the impression that the packet tea trade is diminishing is mistaken; for the higher grades and under certain brands, sold by good reputable houses, are finding their trade increasing. The public need not be alarmed about the packet teas that are put up under well-known brands. The public can depend upon getting the same class of tea. Uniformity will be kept right up to the market. Some of those houses here spent thousands of dollars in advertising. Take Ram Lal and the Orient package teas for instance. Now, don't you think the packers of these teas would be fools to go and reduce their quality? Why, of course they would. These houses have their reputation at stake, and this alone is an absolute guarantee that the tea will not be reduced in quality," concluded Mr. Eby, as he turned on his heel and resumed the work of testing teas.

* * *

"Well I was surprised," remarked Mr. F. Dane to me Saturday as he swung half a dozen or more of sample tea boxes from his right to his left arm.

"Surprised at what?" I queried.

"Why, surprised at what I saw regarding the kind of teas they keep in stock up west," he explained. "I was up in a western town the other day valuing some teas that had been damaged by fire. I fully expected to find three-fourths of them Japan, but, would you believe it, the greater part was Indian and Ceylon teas. Of course I knew that the consumption of these teas is rapidly on the increase in the country, but I was not prepared to see such a large stock as that which greeted my eyes this week."

* * *

I met Mr. J. Ross, of Sloan & Crowther, Saturday morning. He had just returned from his regular trip north, and while immediate business is quiet indeed, he spoke hopefully of the future. "There has," he said, "been a good deal of timber taken out this season. Then there is lots of water, and there will be no difficulty in getting the logs out. Last year, you will remember, there were a large number of logs left in the woods,

owing to the scarcity of water. Then, too, prices are good. Oh, yes, the merchants north look for a good year," concluded Mr. Ross, as he resumed the replenishing of his sugar samples.

* * *

I ran against a group of city travellers on Saturday morning. "O," said one of them, as I cast an enquiring look at them, "we are merely out making the closing arrangements for our excursion to Niagara Falls and Buffalo, to be held July 17. But, say, don't you think it would be a good thing if the houses would call their travellers in on that day and give them a good time for once? I think it would." "And so say we all," came in a chorus from his fellow knights of the grip sack.

BYSTANDER.

BAD PAYING CIVIL SERVANTS.

Monday night's meeting of the Retail Grocers' Association was the most interesting held for some time. The attendance showed some improvement, and there were some interesting and timely talks. The meeting was held in Oddfellows' hall, Yonge and College streets, the new headquarters of the association, but not in the hall allotted to them, it being in course of reconstruction. This room will be finished by the next meeting, when a little entertainment will be provided in addition to the regular business.

President Clark presided, and among those present were Messrs. Robert Mills, M. McMillan, A. R. Williamson, R. Donald, H. W. McCulloch, A. G. Booth, J. S. Bond, Sinclair, F. S. Roberts, Bailie, A. White, Wardell, Secretary Corrie.

William Taylor, of 332 Spadina avenue, and J. Simpson, of Wilton avenue, were elected members.

Mr. Robert Mills reported that the committee appointed to arrange for an entertainment for the opening meeting had been unable to do so owing to certain alterations that were being made in the building. He supplemented his remarks with the information that in consequence of the limits of the hall being curtailed the rent would be \$1.50 per meeting instead of \$2.50, as first proposed.

Mr. Mills also reported that the executive had arranged for holding an excursion to Niagara Falls August 2, via steamer and electric railway. He explained that boats would leave Toronto at 7, 9, and 11 o'clock. The steamboat company would charge the association 50 and 90 cents for tickets, which it could sell at 65 cents and \$1.25. Mr. Mills suggested that some arrangements be made to provide entertainment for the excursionists on the return trip.

On motion of Mr. Bond, the report was adopted.

Mr. R. Harvey, secretary of the Hamilton Retail Grocers' Association, wrote

stating that his association had appointed a committee to act in conjunction with the Trades and Labor Council for the purpose of urging upon the Government the advisability of passing an act to compel the payment of wages weekly, and asking that the Toronto Association appoint a deputation to act in conjunction with the two committees referred to.

Secretary Corrie explained that he had answered this communication informing the Hamilton Association that the question would not come up at the present session of the House.

The London Retail Grocers' Association wrote asking the co-operation of the Toronto Association in bringing influence to bear on the Government to repeal or amend the act so that the salary of civil service employees may be attached or garnisheed; also regarding the Pharmacy bill now before the House.

Mr. Mills said that in reference to the communication re Pharmacy bill, the President, Vice-president, Secretary, Mr. Roberts and himself had waited upon Mr. Tait, M.L.A. They found that the bill had been considerably modified since first introduced, and learned, furthermore, that the bill would come before the committee on Tuesday. On the morning of that day the President and himself appeared before the committee. The pharmacists were there in large numbers, and T. Eaton & Co. were represented by J. J. McLaren, Q.C. President Clark and himself remained in attendance for a couple of hours, but were then compelled to go away without getting an opportunity to address the committee, but not before they saw enough to convince them that the bill had not much chance of becoming law.

President Clark—Explains that the committee adjourned without doing anything, and that the bill was likely to be withdrawn.

Mr. Mills—Yes, and I don't think we have much to fear from the bill now. With reference to such medicines as castor oil, the druggists said it was a mistake to think that the sale of them was to be prohibited by all but qualified druggists. It was so proposed in the bill as first drafted, but not in the one now before the House. It was only such articles as Paris green that it aimed to prohibit.

Mr. White questioned whether the executive committee had the right to transact business at the time.

The subject then dropped.

Mr. Williamson, in broaching the subject of bad paying civil servants, and the extraordinary protection thrown around them by the law, said that although the subject was one that had already been discussed by the Association, he believed that some action should be taken

along the lines suggested by the London Association.

Mr. Bond—I don't see why those officials have any more right to be protected by the law from paying their just debts than have any other class of employees. I hope the association will take some action that will result in those gentlemen being compelled to pay their debts as well as the rest of us.

Mr. Roberts—Mr. Tait told us that there were so many men in the employment of the Government that had been unsuccessful in business that there was a fear that an amendment in the law would open the way for their creditors to come upon them.

Several members disclaimed any intention of seeking such radical amendments as to allow this being done.

President Clark—Mr. Tait also said that if the heads of the departments were interviewed they would compel the delinquents to pay their debts or discharge them.

Mr. Williamson—Well, if they would do that that is all we want. He moved the appointment of a committee to draw up a suitable resolution regarding the matter for presentation to the Dominion and Provincial Governments.

It was so decreed, and these were appointed the committee: President Clark, Secretary Corrie, R. Donald, Robert Mills.

Upon the suggestion of Mr. Donald, it was decided to combine business with pleasure at the next meeting. After the transaction of routine business there will be a program of songs, readings, and a debate on the subject: "Resolved, That the commercial travellers are a benefit to the trade." Mr. Donald will lead the affirmative, and Mr. Mills the negative, after which there will be an impromptu discussion. Cigars will be provided, and a printed program will be sent out to the members. President Clark, Robert Mills and R. Donald were deputed to make the necessary arrangements.

Mr. Williamson introduced the subject of the association employing a solicitor to advise the members re accounts, and to write letters to delinquent debtors, but it was decided to defer discussion of the subject.

A TRAVELING MAN'S DEVICE.

"My wife and I," said a traveling man, "were once in a hotel where we couldn't get any boiling water. After we had discussed the situation my wife asked me if I had an envelope in my satchel. I got one out when she told me to fill it with water and hold it over the gas jet. I hesitated, but finally did it and expected to see the envelope blaze up every moment. But it didn't blaze. The envelope took on a little soot, but that was all. The water boiled in time and the envelope was as good as ever when the experiment was at an end. I don't know the chemistry of the process, but try it yourself and see if it will not work."



BAD-PAYING CIVIL SERVANTS.

DEAR GROCER,—Allow me to express gratification and thanks for the valuable and interesting matter contained in each number of THE GROCER. Every grocer who desires to keep in touch with his trade should read it. It contains useful and intelligent articles embracing every branch of the business. The object in writing to you is to make some suggestions in a matter discussed by the London Grocers' Association at a recent meeting, on which they invite correspondence—viz., the collection of debts from Government employes. So far as I can ascertain, the special reason why governments do not make garnishees against their employes legal, is that, in order to protect themselves, they would require to be represented by counsel in every case brought before the courts. We can readily understand the amount of trouble and expense which that would mean. From observation and experience I note that large corporations—the Grand Trunk Railway, for instance—are always represented by counsel at courts where a garnishee is issued against an employe. Their remedy is that when a second garnishee is issued against an employe to dismiss him at once.

Now, I am not a lawyer or versed in the law, but a simple country grocer. My suggestion is this: Try to get the government to legalize an after-judgment garnishee. That is after judgment has been obtained in a competent court, when there can be no doubt as to the justice or legality of the claim and the government could not well be held wrongfully liable, allow a garnishee to be issued, and if any unusual phase of the case should arise the judges could be authorized to see that nothing was done to the prejudice of the government.

The original garnishee law has been so spoiled by tinkering legislators that it is of very little use. The clause now allowing \$25 wages exempt should be amended to \$10, or altogether done away with. If so amended there may very occasionally be a case of hardship, but not one in a hundred to the wrong and hardship endured by the business man who is wronged by the dishonesty of his debtors and whose business existence depends on the prompt payment of his debts.

I am well acquainted with a part of the country where there are a large number of government men, and it is a burning evil to business men that there are men with small families, receiving fair pay, who will not pay

for their every day maintenance, and that the very men whom they defraud assist to pay their salaries.

It is to be hoped that the London Grocers' Association will persist in having this great evil rectified, and very many will wish them success and be thankful.

Yours, etc.,

COUNTRY GROCER.

R. MACORQUODALE'S REJOINDER

DEAR GROCER,—The letter over my signature in your issue of April 28th, anent the purchase of tea, was only intended as friendly advice and was not, I think, calculated to give any one offence. When I say that we are liable to be prejudiced in favor of the tea for which the highest price is asked, I refer only to people with whom I have done business, and think that I also have the same prejudice. I have yet to meet a wholesale dealer or broker who is not affected somewhat by it. If the retail dealers are not similarly affected it must be because they are better acquainted with that branch of the business. Your correspondent, W. F. P., 255 Queen street west, complains of some travellers as offensive persons with a predilection for taking a free lunch at his expense. As I never had the pleasure of knowing him or his place of business, I cannot say to what extent he suffers from his unwelcome visitors, but I think he is right in excluding them, especially if the free lunch would make a large inroad on his capital.

Not knowing your correspondent, I have no unfriendly feeling towards him, as I do not think he could find occasion for writing what he calls a reply to my letter. It is probable he has only stultified himself by allowing some other person to use his name, for the purpose of saying what he (the other person) thought clever, and, under the circumstances, safe.

With your permission, Mr. Editor, I propose to give you, in a few letters, some notes on tea culture in India and Ceylon, including varieties, picking, curing, acreage, sales, bulking, etc., as my time will permit.

Yours, etc.,

D. S. MACORQUODALE,

35 and 37 Front st. east.

May 8th, 1893.

THE HOP COMBINE BROKEN.

Some time ago, as reported in the Trade Bulletin, the growers and dealers in Prince Edward county came to an agreement not to sell hops of 1892 growth under a certain figure, say 22c. or 23c. per lb., the dealers maintaining that by such combined action they could force prices up to the point growers were asking. Consequently, growers refused to entertain any bids under the stipulated figure; but after this holding process continued for quite a time, it was found that the dealers had a considerable quantity of

yearlings on hand, and had taken advantage of the agreement to hold new hops at a certain high rate, in order to work off their yearlings, which it seems they have done pretty effectually. The growers, finding this out when it was too late, at once offered their best 1892 growth at several cents below the combine prices, and sold a good portion of their holdings at 20c. for choice qualities; a few fancy lots, equal in every respect to the finest New York State hops, bringing 22c. but to-day the best kinds can be had at 18c. and good at 16c. to 17. Brewers here appear to be well loaded up for the time being, and are not buying except extra inducements are offered by holders to induce them to anticipate their requirements to any extent, and consequently a good quantity of 1892 growth is still in farmers' hands. The Prince Edward county growers are enraged over the breach of faith manifested on the part of dealers, if correspondence from Picton and vicinity are to be relied on. This is another of the many instances in which certain members of syndicates or combines take undue advantage of agreements at the expense of the majority. It is claimed that there was no combine in regard to yearlings, but the growers claim there was. It is scarcely probable that farmers would come to an understanding with dealers to hold for a certain figure, and at the same time allow the latter to supply the market with their underpriced yearlings, to the injury of the market for the new crop. Be that as it may, there is no combine in Prince Edward county hops now.—Trade Bulletin.

VALUE OF RICE AS FOOD.

Rice is the principal food of about 800,000,000 persons, or 54 per cent., of the 1,500,000,000 people who inhabit the earth. There is no other vegetable product so widely consumed. A people's diet is largely a matter of education, and Americans need educating as to the food value of this grain. It is especially adapted to the wants of a meat eating people like our own and is highly nutritious. According to a late report from the U. S. Department of Agriculture a pound of rice contains 86.09 per cent. of nutritive matter, against 82.54 per cent. for wheat, 82.79 per cent. for rye, 74.02 per cent. for oats, 82.97 per cent. for corn, 23.24 per cent. for potatoes, 46.03 per cent. for fat beef and 26.83 per cent. for lean beef.

Rice heads the list. But its nutritive qualities differ widely from most of the other foods in the comparison. It is essentially a heat producing, fattening food. Lean beef contains about 21 per cent. of albuminoids, which produce bone, muscle and blood, and less than one-half of 1 per cent. of the heat producing carbohydrates. Of the former rice contains only 6.73 per cent., but 78.48 per cent. of the latter. It is thus seen that these two food products admirably supplement each other. Rice is also easily digested, requiring, when boiled, one hour for the process, against three required by roast beef.

Though extensive rice lands are lying waste in the Southern States, the United States produce on an average only about half of their limited consumption.

DOWN IN A SALT MINE.

When the signal sounds, the first thing you do is to hug your hat down on your head for keeps, and by the time you have got that act accomplished it seems as though you were going down at the rate of 1,000 miles a minute. You have seen one streak of greased lightning chase another—well, it's no comparison. It seems as though the cable has been cut, and you are just dropping down to the bottom. You can't see, and the only thing to be heard is that terrible roar of the air as you rush through space. After the first 200 or 300 feet there is a feeling it would be hard to explain, sort of a goneness as it were, and you don't care much whether school keeps or not, and the changes are so different and varied that one begins to wonder what will come next.

When near the bottom the car on which you are riding begins to slow up, and then comes the most peculiar experience of all. You imagine that you are shooting upward, and you will soon be among the stars. You can imagine the sensation of going down at the rate of about 100 miles a minute to going up at about seven times that rate. Finally the car arrives at the bottom of the shaft, and you breathe a sigh of relief as you step out.

Well, the first thing you do is to look for salt; it's there, all around you, above, beneath, on all sides, but it don't look much like salt near the bottom of the shaft, as lights are burned constantly and the smoke has blackened the wall. You look away to the east through a long, dark tunnel, and you discern in the far distance some flickering lights, and you are informed that they are lights used by the workmen who are engaged in mining the salt. Your guide steps up to a man near where you land, and says: "Three lights, please," and three tallow candles are handed out. It may seem a little strange that tallow candles are used in this age of kerosene, gas and electricity, but such is the case, and they are the only lights used in the mine, and they are hung up from the ceiling where the mining of salt is going on, and they are the handiest lights that can be used. They don't purchase these lights by the dozen or hundred, but by the carload.

The candles were lighted, and with them in hand we followed the guide and proceeded to make a tour of the mine; we might add, a partial tour, for it would take a person something like a week to walk over all the mined territory. We followed the guide along through dark and winding pathways, until we reached a point where the workmen were busily engaged mining the salt. They were not at work with picks picking it out, as might be supposed, but were breaking up the large lumps and shoveling it into the cars, the salt having been blasted out ahead of them. While some were engaged in

shoveling the salt, others were drilling holes into the solid mass, making ready for a blast, machines run by compressed air being used for this purpose.

As above stated, the main tunnel runs directly east, and is nearly a half mile in length. Near the shaft two other tunnels branch off from the main tunnel, one on either side, and run parallel with it. These, we believe, are termed airshafts. From these shafts' rooms branch off both north and south, and in these rooms is where the salt is mined. These rooms are nothing more or less than short tunnels, and in time will probably be lengthened out as far as the main tunnel or even further, as they can go miles in any direction and still be in the salt. The rooms are, perhaps, 20 or 30 feet wide, and 7 to 8 feet in height. A section of salt some 30 feet in thickness is left between each room as a support to the solid mass above. A roof, and a substantial roof it makes, as the salt in its natural state is almost as hard as rock. There are no other supports than the columns of salt that are left.

Of these rooms mentioned there are fifty or sixty at the present time, and the workmen are distributed about, working in several rooms at a time. There is no necessity of a foreman in each room, as the number of carloads of salt delivered at the shaft tells the tale as to whether the men are shirking their duty or not. A railway runs through the main tunnel and branches extend in all directions. The cars are hauled from the several rooms by large, powerful mules, and there are some thirty of these in the mine.

One may imagine that a salt mine is a bad place to work, but aside from the fact that it is a little dismal, there are no bad features about it. Unlike a coal mine, it is clean, and there is almost an even temperature the year round, ranging from 58 to 60 deg. winter and summer. The ventilation is perfect, and the system for supplying fresh air is not excelled by any mine in the world. In some of the passageways the air rushed through with such velocity as to extinguish the lights.

The experience going up the shaft is somewhat different from that while going down. The signal is given from below after you have been safely stationed in the car, and away she goes, your hat sinks down firmly on your head, and your clothing seems to sit right down tight where it belongs. A person who is a little weak in the knees would also have a tendency to sit right down tight on the bottom of the car. The roar of the wind as you hustle up toward daylight is about all that can be heard. When near the top the speed is lessened, and it is then that one imagines that he is going down again at the rate of about 1,000 miles a minute, but finally the daylight begins to peep down at you and you are landed safely on top, only a few seconds having elapsed since you walked upon the car below.—Genesee Democrat.

HE DID A TALE UNFOLD.

An enterprising canned goods packer sold a Toronto retailer a quantity of his products and they turned out to be inferior in quality. The retailer asked the packer to take the goods back. The packer agreed to do so on condition that the retailer in question would go to one or more wholesale houses, ask for this particular brand of goods, and if the jobber had not any to urge him to buy them telling him they were the finest on the market. The retailer went to the jobber, but he told him instead of the little scheme the packer was putting up on him.

NEW VARIETY OF ORANGE.

Great is art, when it comes in to supplement and assist the processes of nature! A scientific horticulturist of Duarte has succeeded, by a system of hybridization and cross-fertilization, in producing a new variety of orange. It is a cross between the Washington Navel, the Malta Blood, the paper-rind St. Michael and the Mediterranean Sweet. The method by which he accomplished this feat is his own secret, of course, but the result is the property of the orange growers of Southern California when trees of the new variety are disseminated and furnish facilities for further propagation by budding, says the Orange Belt. We were shown the other day an orange of the new variety. The sample examined was of medium size, indicating a considerable modification of the large Washington Navel, which is a desirable change. The skin was of a close, fine texture and soft as a kid glove; navel mark clearly but not prominently shown. The fruit was firm and heavier than the average. On opening the rind proved rather thick, but the pulp was of fine and delicate texture and juice abundant. It proved to be sweeter than the average Washington Navel, but possessed of its characteristic winey flavor. There was none of the interior markings of the Malta Blood. The fruit was entirely seedless. If it be possible to procure a finer fruit than the Washington Navel, we should say that here is a variety which excels it in several particulars. First, it is of smaller size; second, it is heavier and probably carries a higher percentage of juice; third, it is sweeter without sacrificing the sub-acid flavor. We would suggest that the fruit might be still further improved by additional crossings with the paper-rind St. Michael, or the Malta Blood, to reduce the thickness of skin, though care would have to be taken not to reduce the size of the fruit too much.

That the owner of the new variety prizes it highly is attested by the fact that he has refused to sell buds from his tree at the rather tempting price of one dollar a bud. The new orange has been before the public two or three years, and in time we suppose the variety will become generally disseminated.

CASH AND CREDIT.

A grocer in Knoxville, Pa., on the south side, adopted the cash system a few months ago, but finding it would not work, has given it up. His customers are mostly iron and glass workers, who receive their pay every two weeks, at which time they square their bills.

This explains the difficulty of selling for spot cash in a large manufacturing city like Pittsburgh. Workmen receive their wages at stated times. When they get their money they generally pay it out, and have no more until the next pay. In the meantime they are compelled to run bills with the grocer and butcher.

The cash system will eventually be adopted as a matter of economy to both dealers and consumers, but the change will have to be made gradually, as the people become educated up to the importance of paying cash for what they buy.—Pennsylvania Grocer.

We trust the prediction of our esteemed contemporary will come true, that: "The cash system will eventually be adopted." We believe it to be the best plan, but are in doubt as to its displacing the credit system, which can be made a success quite as readily as a business on the cash plan. The success of either system depends upon the man and not the method.

It is exceedingly difficult to change a credit to a cash business, and thousands who try it do just as the Knoxville grocer, go back to the old way. They lack the qualifications requisite to transact a paying credit business. They have not acquired the art of saying "no" in a decided way, without giving offence. They do not supervise credits—inquire into the worthiness of applicants; nor do they render accounts or collect systematically. They dislike to drum a delinquent—they foster balances and carry customers along for fear of giving offence.

In some localities in Pennsylvania there has been an attempt to get the retail grocer to sign an agreement to adopt the cash system. This will never be reached in that way. Our entire commercial system is based on credit, which tends to develop business, besides being a great convenience.

We have recorded the failure of those doing a cash business, quite as often in proportion to their numbers, as we have the bankruptcy of those pursuing a credit plan.

Every grocer should adopt that plan which he can best master. If he cannot make money by selling goods on credit, it is doubtful if he will for cash. Some men will make money by either method. Location has much to do with the policy chosen, and yet we have recorded the success of the cash plan in places where there was little or no promise of its being put in operation. This emphasizes our proposition, that it is the man rather than the method which determines success.—American Grocer.

SMYRNA CANARY SEED.

We had occasion some time since to call attention to the booming market for canary seed and the strong statistical position of the article, but the past two or three weeks has brought about a change which has seriously altered the prospects, and raised some doubt as to the future course of the staple. When the value of an article is forced beyond its normal limit the sale and consumption receives an immediate check. Buyers are willing to follow an advance to a reasonable limit, but when the cost of an article of merchandise is carried to a point that many in the trade regard as extreme, there begins a hunt for substitutes that usually proves successful, and in the end the boomed article drops back into the position it should properly occupy. In our previous article we pointed out the rapid advance in the price of canary seed, influenced by the short crop of last year, and speculative interest which led to the concentration of the world's supply, particularly of the Smyrna product. Though the greater portion was brought under close control, some few parcels were secured by outside holders, who proposed to benefit by the action of the leaders by following up, and taking advantage when the opportunity presented itself for a good turn. As the leading operators engineered the move to gather and control the supply, the price was certainly forced upward at a rapid rate, but when they came to look around for the customary buyers to materialize and relieve their hands of the high cost goods, they searched in vain, for instead of a busy and animated condition of affairs, they were compelled to face a stagnant market, for those in the trade who were previously interested in the goods suddenly became indifferent, and all efforts to draw them out were productive of no good results, the business dropping off to proportions of a retail character. This condition of affairs prevailed up to a few weeks ago, when some few in the trade, tiring of the inaction, began to sound the country for orders. Intimations were at first put forth that certain holders had stock for sale, and that bids a trifle below the quotations of the market might be favorably entertained. This soon became noised about, and it required but a short time to acquaint other holders that efforts were being made to realize, and with the example set, the downward course of prices became rapid, until, as represented by to-day's quotations, the decline has reached fully 33 1-3 per cent., bringing the current value down to 3c. Foreign markets have also receded somewhat, but not to the extent witnessed here. A recent London letter stated, "although our stock of Turkish seed continues extremely small, some holders have taken fright and offer-

ed at reduced prices, hence a considerable business has been done. The quotation standing 60s. to 65s. per 464 pounds." It may be remarked that the present position of the article is looked upon by many as a product of bearish influence, and that a change for the better is likely to develop at any moment. The stock the world over is indeed light, London having no considerable quantity, and the primary market almost bare of supplies. The consumption, it is true, is at present very small, packers, from what we are able to gather, having substituted many of the cheaper varieties of bird food in preparing their mixtures. There is yet several months to the new crop, and the principal holders hope that within that time the trade requirements will increase, and more remunerative prices be obtained, while on the other hand there are those in the trade who are free to say that unless the next crop proves an unusually small one, present holders may find it a difficult matter to force an advance to a point materially above the present. As viewed to-day, the situation appears to favor buyers, but a sudden increase in the consumption would probably drive the smaller holders from the market, and give the speculators another hand to regain control of the situation.—N. Y. Bulletin.

FROSTING OF SHOW WINDOWS.

Although rather late in the season, the following extract from the Engineer of London, in regard to the prevention of frosting on show windows may be read with profit by those who have not yet discovered an effective remedy for the nuisance of obscured panes in frosty weather. The journal referred to remarks as follows: In order to prevent the frosting of windows they may be painted with a solution of glycerine in 63 per cent. spirits of wine. Glycerine, like chloride of lime, has the property of absorbing water, and this action overcomes the difficulty. For small show windows sulphuric acid may be employed, as is done in Russia, in the following way: Double windows having two plates of glass with a space of 1-4 inch to 1-2 inch between them. The cracks between the two window frames and around the edge are kept tightly sealed, while several small vessels of proper form, half filled with concentrated sulphuric acid, are left in the space between the plates of glass; any small amount of moisture that may penetrate to this space is absorbed by the strong acid and the air thus kept perfectly dry, rendering the undesirable condensation and freezing of moisture on the cold outside glass entirely impossible. From the outside the double thickness of glass is scarcely perceptible, while the vessels containing the acid may be concealed by skilful decoration. The expense incident to the doubling of the windows limits the application of this method to small windows, however, and, further, a contemporary remarks, the painting of the larger windows with the glycerine and spirits of wine solution answers the desired purpose.

DIAMOND CRYSTAL SALT

THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

Lucas, Steele & Bristol, AGENTS
HAMILTON, ONT.

BENSNDORP'S ROYAL DUTCH COCOA

COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all temperate drinks on the World's Fair grounds.

CITY OFFICE, 76 WABASH AVENUE,
Ground Office.

CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bensndorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa, both foreign and domestic, we unquestionably give BENSNDORP'S COCOAS and CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSITION at our Soda Fountains.

Yours truly,

COLUMBIAN EXPOSITION SOFT DRINK CO.

E. F. CULLERTON, President.

Awarded
World's Fair
Contract

JAMES TURNER & CO.
AGENTS,
HAMILTON.

The Gray Mineral Water

From Cambridgeboro' Springs, Pa.—The Leading Table Water in the United States—Is gaining for itself a world-wide reputation.

Write the Agents for Canada.

BALFOUR & CO., Wholesale Grocers, Hamilton

THE CANNED PEA POSITION.

Advices by cable from Bordeaux state that the drought continues in France, and that the outlook for the pea crop there is disheartening; so much so in fact that some packers have instructed their agents to take no more orders for the canned article. French canners have facilities for packing a great many peas in a short time, should the proper supply of the desirable class of stock be at hand. One firm, for example, has a capacity of 600 cases per day. Hence it can readily be imagined that the prospective shortage would be unlikely to materialize in full should there be a week of full receipts of

stock at the factories. According to last accounts, however, the vine has suffered so severely from drought that there is hardly a chance of the necessary supply being secured from the first crop. Should the weather turn for the better a second crop might be planted and the shortage relieved to some extent; but second crops as a rule are not only very late, but undesirable for packing purposes. A significant fact in connection with the reports regarding the crop outlook is that a portion of contracts placed in this market early in season by some agents have been purchased by others very recently, and that spot goods have also been picked up quietly by a few prominent handlers of the goods. This means nothing, if not that well-informed

merchants whose interest in peas is considerable are preparing, in a practical way, to guard against the inconvenience of short supplies the coming season. Some varieties of the smaller sizes of American canned are becoming a little scarce also. Certain packs that were unusually fine in quality last year are particularly in request, and the more desirable sizes are so closely sold out from first hands that jobbers find it necessary to "borrow" from each other. By this it is not intended to convey the impression that a pea "famine" is imminent, but facts warrant the statement that the new season will open with no great surplus of old goods, French or American, on hand. Doubtless the opportunity will be offered for American canners to give particular attention to high grade goods the coming season, and be rewarded for so doing.—N. Y. Bulletin.

ATTENTION TO DETAILS.

The details of business are irksome, and the natural desire of the head of an establishment is to escape attending to them. He naturally and rightfully feels that his time is too valuable to devote to these minor matters, but it seems almost impossible to find men to attend to them without the direct oversight of the superintendent or manager.

Subordinates who can and will attend to details thoroughly and reliably will always be highly esteemed, but those who are contented to do so year after year have not the stuff in them of which successful men are made. They lack the breadth of mind essential to the filling of executive positions, or else they lack ambition, and one is as fatal as the other. On the other hand, a man who cannot or will not attend thoroughly and promptly to business when in a subordinate capacity is deficient in one of the most important qualities needed in more advanced positions.

A great deal has been written about the necessity of a close attention to details on the part of the head of the establishment, whether it be mercantile or manufacturing, but there is ground for the belief that not only has this belief been aggravated, but that in a certain sense a close attention to details on the part of the chief is detrimental to business success, in some degree at least.

The successful man is he who knows how to get the details of his business looked after without giving them his personal attention, for it is undoubtedly true that his time and brains can be more advantageously employed in looking after the important general features. It is the worst kind of folly for a five-thousand-a-year man to busy himself continually about work an eight-hundred man can do just as well, and a careful study of the successful man will disclose the fact that he is a man of rare judgment in the selection of subordinates, and makes it his constant aim to get rid of all the details and routine work possible.

The attention of a successful executive to detail must, however, go this far: He must have a thorough knowledge of it in every department of his business, and, while ignoring it as a general thing, must make it a practice occasionally to devote the strictest attention to it, going over it with the subordinate in such a way as to let him understand that the manager is a thorough master of it. In this way he will secure proper attention to it by the subordinate, and if things do not run smoothly and economically he will be able to set them right.

More than two-thirds of the half-way failures in business are due to the fact that the chief fritters away valuable time in watching over trivial things

when his attention ought to be devoted to weightier matters. A man has but a certain amount of energy and available working time, and it needs not very deep reasoning to see that if he devotes a large portion of it to minor affairs he will not be able to give the attention which he ought to the work that he is best fitted for.

To be thoroughly successful in a large way a man should be free to watch the situation, to keep a general oversight of all departments, and to make plans for the increase and proper conduct of the business. Ideas are the germs of success, and good ones properly worked out will be found to constitute the difference between the successful and the unsuccessful man.

Time devoted to the study of the market, to learning the tastes of customers, and to noting the tendency of this or that brand of goods is not time thrown away, and neither is time devoted to a proper cultivation of the trade. The successful man must keep abreast of the times, and to do this he must look into the future as far as in him lies, for the future will soon be the present, and not to be prepared for it is to court commercial death.—Commercial Enquirer.

DON'T WORRY.

"A man's business life is too short," says the Grocers' Criterion, "to waste any portion of his time in fretting over any trifling matter of business. If a man has a mind to be annoyed by every little mishap that occurs in his establishment he can keep himself in constant hot water by worrying is neither sense nor reason in flying into a fit of passion because some careless clerk breaks a stone fixture, leaves a fancet running, smashes a jug, or commits some other trifling blunder. Constant fretting on the part of employers makes clerks and bookkeepers nervous, and in this condition of mind and body they are far more apt to make mistakes than they otherwise would be. Business worry wears a man out very rapidly, and when the habit of fussing is once acquired, it is extremely difficult to rid oneself of it. There are men who work themselves into perfect fits of passion over little insignificant matters not worthy of serious thought and consideration. There are other men who fret because they fear something unpleasant is going to happen to their business career. They may have obligations to meet, a note due at the bank, while their customers cannot be depended upon to help them out of a tight corner, but there is no earthly use in borrowing trouble until trouble comes, and then every enterprising merchant should manfully meet it. There is a great difference in merchants. Some wear themselves out before middle life, become irritable, morose, snappish and disagreeable in the conduct of a

very small business, while other men, with vast interests and great responsibilities who are calm and well poised, patient and nervy, live to a good old age without borrowing trouble or shattering their nerves over trifles."

REJECTED TEAS FOR CANADA.

It seems that for some time Canada has been made the dumping ground for all teas rejected by the United States and English tea inspectors. During the past ten days the tea inspectors have rejected some 4,200 packages of pingsneys. It was the vilest kind of stuff, and the arbitrators at New York refused to allow it to enter there. It is understood that it is the purpose to also throw these teas on the Canadian market. The Minister of Finance's attention was drawn to the matter a couple of weeks ago, and it is imperative in the interests of the trade that some stringent measure should be taken to prevent a continuance of the pernicious custom.

A WELL ARRANGED STORE.

One of the finest grocery stores between Toronto and Kingston is said to be that of James Craig & Co. of Trenton. THE GROCER is at the moment in receipt of a large photograph showing the arrangement of the interior, and judging from this picture the store is well worthy of the reputation it has attained. The shelving is spacious and unique and the store is shown to be fitted up with the conveniences of a modern first-class grocery and crockery store. Notwithstanding the large stock of goods displayed there is no disorder, for there seems to be a place for everything and every is in its place. The number of seats that there are in view demonstrates that Craig & Co. are anxious for the comfort of their customers as well as their patronage. Merchants can gather some pointers on the arrangement of a store even from a glance at the photograph. The store is 90 by 22 feet.

ENDORISING THE AUTHORITIES.

A meeting of the Canadian Canned Goods Packers' Association was held at the Walker House, Toronto, last Thursday, with W. Boulton, Picton, president, in the chair. The majority of the factories were represented. A number of matters were discussed and a resolution was adopted practically endorsing the action of the authorities in prosecuting those packers and dealers who have been selling "soaked" goods. It was reported that the packers were a new firm and put these goods on the market in ignorance of the law. Considerable discussion took place on the advisability of reducing the canning season's pack, but no definite agreement was arrived at. Many of those present expressed their intention of doing so whether the Association as a whole agreed to it or not.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

THE smaller lines of
 our manufactures,
 such as Herbs,
 ground or rubbed;
 Curry Powder; Celery
 Salt; Borax and Cream
 Tartar in packages are
 worthy of your atten-
 tion.

The Snow Drift Co.

BRANTFORD



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada. BRANTFORD, ONT.

SEEDS - Everything for the Farm and Garden

Choicest Quality. Closest Prices.

Dealers Requiring

Clovers, Grasses, Seed Grain, Carrot,
 Mangel, Turnip, Ensilage Corn or Gar-
 den Seeds, Oil Cake, Flax Seed, Meal,
 Etc.

Will find it to their interest to
 write us for supplies.

Trade Prices on Application.

The STEELE, BRIGGS, MARCON SEED CO.

(LIMITED).

TORONTO, ONTARIO.

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon
 Application.

Wm. RENNIE,

Toronto,
 Ont.

Butter Tubs .

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.

HAMILTON.

MONEY INVESTED IN ADVERTISING.

No matter how hard you try to drive it into the craniums of some business men, you can't make them believe that millions of dollars are invested annually in advertising. Here are a few facts and figures, that can be easily verified. For instance, there is Harper's Magazine, which derives a yearly income of \$350,000 from its advertising patrons in its twelve issues. Hear's Soap pays \$9,000 a year for a single page in the Century. Enoch Morgan's Sons spend annually \$300,000 to keep "Sapolio" before the public. As for John Wanamaker, it has long been known that he pays a man \$10,000 a year only to write his advertisements. In 1888, no less than \$110,000,000 went into newspaper advertising. Perhaps advertising does pay, after all.—Exchange.

THINK THRICE.

Think thrice before you embark in any commercial enterprise, says a contemporary. The decision to engage in a certain trade is but the preparation for the battle, and no hotly contested battle was ever won without the victorious army having perfected all its plans in advance. The merchant's primary object in trade ventures is, of course, the making of money. If he selects a certain branch of trade, he must have well defined reasons for his selection, and unless he knows in advance all the possibilities of failure, as well as the probabilities of success, the prospects will be unfavorable for him. An intelligent and comprehensive idea of the requirements of any line of trade should be obtained before the investment of capital is made.

Think thrice before you decide upon a location. Think first how many people you will have a chance to sell to; think second

how many competitors you will have in selling to those people; and think third what kind of goods those people are used to buying. A physician does not locate in a new country where there are but a dozen or so families, nor does he hang up his shingle in a town where it is so healthy that they have to kill a man to start a graveyard, and the wise merchant does not open a store at a point where there is not enough trade to support him.

Think thrice before you purchase your stock. In nearly every store in this country are goods that are practically unsaleable, which were purchased in hopes that a trade could be created for him. It is well to make a test of such goods once in a while, but it is time to purchase in large quantities after the demand has been actually demonstrated.

Think thrice before you fix your prices. You know about how much your annual sales will amount to; you can tell within a few dollars of what your annual expenses will be; you know the personal cost of your living; you have, or ought to have, a very fair idea of your percentage of losses, and you therefore can easily ascertain what percentage of profit you have to make in order to protect yourself. If you can't get prices that will support you, it will be better for you to move to some other town, or close out your stock of merchandise. A slight loss now is immeasurably better than a partial or entire failure after a while.

Think thrice before you grant credit to new customers. Think three times thrice before you grant credit at all. The more readily you adhere to a cash system, the easier you will find it to utter the potent "no" when a doubtful customer wants thirty days' time on ten dollars' worth of merchandise.

Think thrice before you employ a new clerk. Upon the courtesy of your employees a great deal depends. It is better to pay an able, conscientious, energetic and polite clerk fifteen dollars a week, than to pay two incompetent clerks seven dollars and a half a week each.

Think thrice before you decide upon your advertising methods, but don't hesitate a moment when it comes to laying away certain sums for advertising. If you are now so located that advertising is not necessary, you are especially fortunate, but the time will come when you will have to spend money in printers' ink. It is not a question of the efficacy of advertising, but of mediums. Before you invest your money determine what class of people you want to reach, how you want to reach them, and what mediums have the most influence with them.

Think thrice, three times over, before you "dun" a customer by mail, or before you seek to collect by the process of law. There may be some satisfaction in forcing a "dead beat" customer to pay by resorting to legal procedure, but there is very little money in it, and an infinite amount of annoyance.

Ninety-nine per cent. of those who will go to law before they will pay their just bills are law-proof, and a judgment against them is practically valueless.

Think thrice before you discuss your private affairs with your customers. They want to hear about the goods you have to sell, and do not come to your store seeking information about your competitors, or to learn the latest home cure for measles.

Think thrice before you give your promise to "do all in your power" for a friend. If you do all in your power for friends you will have to neglect your own business, and they will never be able to repay you, nor will some of them be willing to repay you.

Think thrice before you ask a favor. If you do everything in reason for yourself, you will have very little occasion to ask others to do anything for you. Think three times thrice before you take money out of a legitimate business to invest it in an uncertain speculation in hope of immense profits, and think thirty times thrice before you indorse the paper of an acquaintance.

WHAT ASSOCIATIONS NEED.

Under the above heading the Engineer has a long article in which a great deal of practical wisdom is displayed. It is shown, and it is the stand we take, that an association must have some definite object in view, which should be adhered to strictly under all circumstances. Associations of business men are formed for the single purpose of advancing the welfare and interests of the members and not to gratify the ambitions of individuals. They are business organizations, co-operating for the common need, and should be carried on precisely as any successful mercantile house conducts its affairs.

Leaders are few; like poets, they are born, not made. Men who have executive ability; sufficient personal popularity to carry the members with them and insure the execution of plans are very few, and when found every means should be taken to retain them. The presiding officer of an association is not to be envied; he cannot expect to please everyone, and should never be elected solely because he is popular. He must have capacity and executive ability, and sometimes the most disagreeable individual has the largest head.

The membership must be loyal to the general welfare. Some measures which have been instituted may bear hardly upon individuals; the benefits of any particular course or policy are not always felt at once, but if the members of the organization are satisfied with the zeal of the presiding officer, they should strengthen his hands in every way and maintain discipline. Unless this is done the best officer it is possible to find will be rendered useless, and the association itself will waste its time and money.

You can lose more than we do by not subscribing for this paper.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

SPECIAL VALUE In FRUITS

PRUNES---Atlas, in Cases.

VALENCIAS---Fine Off-stalk and Layers.

CURRANTS---Good Quality in all Kinds.

Write us for quotations. We are doing the fruit business right at present

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

FOR COOKING PURPOSES



STERILIZED.

It makes the most delicious

Puddings

Custards

Ice Creams

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,

Calcutta, India,

Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

COWAN'S
COCOAS ^{AND}
CHOCOLATES

Are Standard, and sold by
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples ^{One Gallon}
Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, ^{WHOLESALE} ^{GROCERS} **Montreal**

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

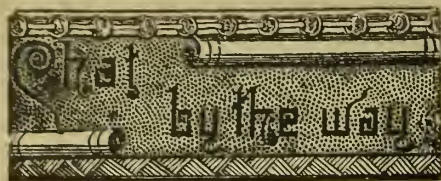
Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - **Montreal**



CAVERHILL, ROSE, HUGHES & CO., MONTREAL.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

Mr. Carson of Barrie, has sold out his business to an Aurora man.

A new cheese factory has been opened at Blackstock under the presidency of James Parr

The Toronto Retail Grocers' Association will hold its annual excursion August 2 to Niagara Falls.

Smilie & Co of Sterling, have gone out of groceries and are devoting their attention to dry goods only.

The British Columbia Sugar Refining Co. is calling for tenders for pile driving and making wharf repairs.

T. A. Cole, grocer, Wilton avenue and Parliament streets, has refitted the interior of his store, giving it double its former capacity.

John Campbell having retired from farming is keeping store at Eldon station. "The work seems to agree well with him," says the Lindsay Warder.

The Fredericton board of trade has adopted a resolution to the effect that business men make twenty-five per cent. discount on American silver after this month.

With a barrel of sugar, another of chlorate of potash and a little sulphuric acid, a certain Boston genius proposes to drive a 5,000 ton ship across the Atlantic in three days.

Broom corn promises to be dearer. Two large warehouses—one in St. Louis and one in Cincinnati for storing broom corn—with their entire contents, have been burned.

V. H. English has opened out in the grocery trade at Barrie. He was formerly a clerk for Grocer Vair in the same town. He has a good stand, has a high class of groceries in stock, and his friends say he will do well.

E. J. Vincent of South River, has sold out his store to the South River Lumber Co. Mr. Ard, who was formerly a partner with Mr. Vincent will be manager. The former sold out his interest in the store about three months ago.

Hon. Messrs. Foster and Bowell paid a visit to Eby, Blain & Co.'s wholesale grocery warehouse while in Toronto. They have been visiting several manufacturing establishments in the city, and wanted to see a representative commercial house. Eby, Blain & Co.'s is held to be one of the best

appointed wholesale grocery establishments in America. It was first laid out by Hon. Frank Smith, than whom there was no more thoroughly practical man in the trade. When Eby, Blain & Co. bought his business they visited the best establishments in the States for pointers. The ministers expressed pleasure at what they saw.

Mr. Meacham, in moving the second reading of his bill in the Ontario Legislature to amend the Pharmacy Act, said that the clause making retail dealers register the sales of paris green was a dead letter, and he wanted the clause struck out.

California claims third place in the order of the yield of petroleum for the year 1892, with a production of 500,000 barrels of crude oil. Santa Barbara County produced 250,000 barrels; Los Angeles County, 185,000 barrels.

These officers were elected at the annual meeting of the Ingersoll dairymen: President, Wm. Fewster; secretary, W. R. Smith; auditors, T. Winders, J. F. Williams; executive committee, R. Facey, B. Hopkins, L. A. Price, C. W. Riley, John Podmore, J. W. Cook.

Mr. Jaffary of Bolton, has moved his store across the street. None of the stock was removed and the combined weights of the goods and building made it very heavy, the task was completed without even a pane of glass being broken.

In the House a few days ago Sir Oliver Mowat, in answer to a question, said that whilst the matter had been under consideration, still it was not the intention of the Government to introduce a bill during the present session for the purpose of taxing mortgages as requested by the deputation of the Patrons of Industry.

Joseph Fee, grocer, Sumach and King streets, has put a new glass front in his store, and has otherwise improved and beautified his establishment. In consequence of the increase in business Mr. Fee has found it necessary to add another young lady to his staff of clerks, and her good looks are said to attract the young men just as the store and its stock do fastidious housekeepers.

Seven charges were brought against G. J. Schrapnell at the Toronto Police Court Monday, in connection with the canned soaked peas prosecution, but they were laid over for a week until the canners, who carry on business at Springville, can be summoned. Mr. Schrapnell simply sold the goods as an agent.

By a law passed in July last by the Greek Chamber, it is a punishable offence to mark any package containing currants for shipment to any foreign market with any name other than that of the district where they were produced. The British consumer can, therefore, now depend upon getting "Vostizza," "Gulf," or "Patras" currants, should he buy a package which has been so marked in Greece. Formerly all kinds of rubbishy

currants, grown on the western coast of the Morea, were branded as "Vostizza," "Gulf," etc., in order to deceive foreign consumers.

THE CANADIAN GROCER has published the canned goods law several times. It is a remarkable fact that not one of the retailers who have been fined for selling "Soaked" goods are subscribers. Several subscribers were approached but refused to handle them when they found what their contents were, though offered at less than the regular market price.

The following officers have been elected by the Guelph Board of Trade. President, Col. Higinbotham; vice-president, James Watt; secretary-treasurer, A. Scott. Council—J. Hallett, H. Murton, T. J. Day, Col. Macdonald, J. E. McElderry, James Innes, M.P., James Goldie, J. M. Bond, A. W. Alexander, G. B. Ryan, James Millar, Charles Raymond.

At a recent banquet of the Manchester, (Eng.), Commercial Travellers' Association, the chairman said that in 1851 there were estimated to be 9,734 commercial travellers in the United Kingdom. In 1881 there were 42,000, and at the same rate of increase would now be 56,000. In the States there were in 1888 between 250,000 and 300,000 commercial travellers.

How few grocers there are who take the trouble to obtain the first name of their customers, and how many there are who fail to charge the items on their day-books, contenting themselves with the fact of having entered them on the cash-book of the customer. Many grocers keep no cash or invoice books and, in fact, if it was to come to the point, could not prove anything about their affairs.

This is a good story from the South. A Savannah drummer says a drummer who had a great dealings with the Macon lawyers went out recently to Rosehill Cemetery and amused himself reading the inscriptions on the tombstones. He finally came across one that read: "Here lies a lawyer and an honest man." Turning to his friend, he said: "Bill, what made them bury those two fellows in the same grave?"—St. Joseph Journal of Commerce.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

"What say you to a piece of Roast Beef and Mustard?"

—Shakespeare.



(Above Cut is Fac-simile of Jar.)

Everybody uses Mustard—

It is a staple—constantly in demand—called for every day. Something so generally called for should be attractively and conveniently put up. We have placed on sale the best value in Mustard ever put into jars at the price—a SCREW TOP, handsome jar, 1 lb. and 2 lbs. Every consumer will take it in preference to the old style jar. TRY THE CHANGE.

"Only This and Nothing More"



is required by every first-class grocer and merchant. **Chase & Sanborn's** "Seal" brand Coffees. We were the first house in Ontario to handle these goods, nine years ago this month, and have never had reason to regret our choice. Follow our example and buy "Seal" brand Coffees.

EBY, BLAIN & CO., Wholesale Grocers **Toronto, Ont.**



IF YOU WANT
SOMETHING
GOOD

WE
MAKE
IT

This Favorite
Brand Sells
At Sight

+

Send for
a Package



EMPIRE
TOBACCO
Co.

MONTREAL

DRY GOODS.

(From the Dry Goods Review.)

This week has seen a brightening in the dry goods trade. The dullness of the last two weeks in April and of the first week in May has been displaced by a normally active trade. More buyers have been in the market from the larger towns, while the city dealers have placed many orders for immediate delivery. The rural trade has not awakened to any great extent, but a continuation of the present weather for even a short time will work a favorable change.

Then there has been a steady movement in staples, such as cotton goods, and wash fabrics. Men's furnishings, such as summer underwear, collars, shirts, and neckwear, have been perhaps the most active branch of the trade. Small wares are extremely quiet. Laces continue to be shown in large range of patterns and qualities with a fair demand, and with the bright weather, parasols, which have been slow, have begun to move freely. The movement in dress goods has been very fair, though hardly up to expectations. Prints have been also in fitful demand. In dress goods the plain goods find the greatest favor. Some very fair orders have been executed in household linens, such as napkins, tablings, etc.

So far May has been much better than April with regard to payments. But even yet money is not forthcoming as promptly as it should be, especially from the country merchants. Wholesalers are hoping that another week will see an improvement in this matter.

Fall and winter goods are receiving very scant attention from the retailers.

Mr. P. H. Burton has just returned from his European trip. He looks well and hearty. Mr. Dingwell, buyer for the silk department of John Macdonald & Co., has also returned. So has Mr. J. Fraser Macdonald.

NOTES.

A strange sight in the hosiery, underwear, and glove department of W. R. Brock & Co. is a solid pile of ladies' ribbed cotton vests, eight feet square and twelve feet high. It is composed entirely of the goods themselves, no boxes being used, and is the result of an extraordinary purchase of a job line of goods, which probably comprises more dozens than any order ever placed in Canada. This firm seem to know when to make a venture in an extraordinary way, and their success with the line shows careful judgment. They are sending out sample dozens to all merchants who request them to do so.

Alexander & Anderson have opened up repeats of Nottingham lace curtains, Nottingham nets, and coin spot muslins. These goods are the latest productions, and especially suitable for the general trade. In art muslins they are show-

ing an excellent range of especially attractive lines. Cretons and furniture satens are also shown in great variety.

A shipment of flannelette shirts is to hand with W. R. Brock & Co., being a repeat of their leading line, F. 20, which can be retailed at 40 cents. This line seems to be extra value, as they report having received orders for as high as 50 dozens from one customer.

Gordon, Mackay & Co. are clearing out off lots of from one to four pairs of a pattern in lace curtains at 33 1-3 per cent off regular prices. This no doubt will be sufficient inducement to merchants to send in their orders immediately and thus have first choice.

A case of gauntlet gloves in lisle and taffeta is just being opened up by W. R. Brock & Co. These are active goods at present. Another case of the popular lines of Irish Pointe, Guipure, Chantilly and other fancy laces, also veillings and complexion nets are to hand.

The range of black and colored half hose shown by Gordon, Mackay & Co. is one of the best in the trade in point of quality and value. This firm is also showing unsurpassed value in Balbriggan and natural wool underwear.

John Macdonald & Co. are showing a full range of ladies' circulars and men's rubber coats. These goods are of the best quality and at proper prices. Ladies' Windsors are in good demand at present and they are showing good ranges. Blue grounds with white spot, cream grounds with a colored spot, plain creams and whites are the leading novelties.

W. R. Brock & Co. are showing a very large range of embroideries in cambric, namsook, and Swiss effects in edgings, insertions, setts, flouncings, allover, etc. These goods were purchased early in the season before the heavy advances in the Swiss market some months ago.

Wyld, Grasett & Darling are opening up a magnificent range of cretons, art furniture styles, very effective goods. A line of bleachers' jobs in linens is to hand, and they are able to offer it at cut prices. A range of sizes in American quilts is shown, and are attractive goods. Box cloths for dress goods are in good demand, and they show a nice range.

Previous to stock-taking John Macdonald & Co. are offering clearance drives in summer underwear, braces, and top-shirts. These are all this season's goods.

Gordon, Mackay & Co. are showing something new in American white crocheted quilts in the way of an extra heavy weight in floral designs, 1-14 only.

In staples John Macdonald & Co. are cleaning out odd lines. Broken lots of prints are being offered at clearing prices, Ceylon flannels are also being run off; as are also a few gingham. Awning cloths are shown in great variety and in numerous qualities.

John Jamieson & Co's LOCHFYLE HERRINGS

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
Ont.
JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

1/4 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
Manchester,
England.

Also at

Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros
Liverpool England, Sunlight Soap; Ireland Na-
tural Food Co., Toronto, Ont., Breakfast Cereals
Leonard Bros., St. John, N. B., and Montreal
Boneless Fish; Wright & Copp, Toronto, Ont.
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are firm and in good demand, at 12c.;
butter is easier, at 17 to 20c.; dried apples, 4 to 4 1/2c.;
green apples, \$1.50 to \$2; beans, \$1 30 to \$1.50;
potatoes, 5c. to \$1 per bag; cheese, 10 1/2 to 11c.

Consignments of Above
Solicited.

Full lines of Jams, Jellies and Corned Beef, for
which we solicit your order.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.

TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S.
S. "Charrington," 1500 Boxes Extra Fancy Mes-
sina Lemons; ex S. S. "Fremona," 3000 Boxes
Extra Fancy Messina Lemons; ex S. S. "Dra-
cona," 300 Boxes Extra Fancy Messina Lemons.
These are all Extra fancy November-cut Mes-
sina fruit, among them being 2000 Boxes of the
celebrated Santi de-Pasquale brand, which is so
well known for their long-keeping qualities.

Write for quotations.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.

Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, May 11, 1893.
GROCERIES.

Trade exhibits a little more life this week. The country roads, although improving, are still bad in some sections, and travellers are still more or less inconvenienced in getting over their routes. Sugars continue to be the feature of the market. There was another advance of 1-8c. a pound on all kinds Monday, and the market is strong at the advance. A better demand has also sprung up, and there may now be said to be a fairly good movement. This is the only line, however, in which increased activity is perceptible. At the same time, however, business generally is fairly good, and the outlook still favors a good healthy spring and summer trade. Canned goods continue steady and unchanged, and much the same applies to coffee. A quiet trade is being done in dried fruits, with the feeling in currants rather easy. The position of the tea market continues strong for low and medium grades. Green fruits are still moving briskly, with pine apples in much better supply and lower. The butter market is weak on account of liberal supplies, while cheese remains quiet and uninteresting. Payments are not yet up to the mark.

COFFEES.

There is no change on the local market. Demand continues light, and stocks of good Rio small. Jobbers have been freer buyers this week. The New York market is a little steadier and the foreign is firm. We quote: Rio, 20 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Mocha, 26 to 30c.; Santos, 21 to 22c.

DRIED FRUIT.

Demand is on the whole fair, and the only new development is an easier feeling in currants. Advices report that the currant crop in Greece and the Sultana crop in Turkey have been both damaged by frost, in some districts 20 per cent. In France and Spain drought and hot weather is said to be making mischief. On the local market the movement in Valencia raisins is fair at unchanged prices. Some fruit can be obtained as low as 4c. per lb. The idea seems to be 4 1-2c. for seconds off-stalk and 5 1-2c. for fine off-stalk, fancy selected 7 1-2c., and layers 6 1-2 to 7 1-2c. Currants are a little easier, although the fruit offered here at lowest prices is of inferior quality; 5 3-8 to 5 1-2 is the idea for good sound fruit. For prunes the

ruling figure is 7 1-2c., and the demand is fair for the season. Dates are quiet and unchanged, with 5 1-2 as the idea.

NUTS.

Much as before. We quote: Brazil nuts, 11 to 11 1-2c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12 1-2c. for green; cocoa nuts, \$5 to \$5.50 per sack.

Rice remains quiet and featureless, with 3 7-8c. the ruling figure for ordinary quality. Spices continue in fair demand at unchanged prices. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c.; and pure black at 14 to 16c.

SUGAR.

The market continues to gather strength. The refiners advanced prices another 1-8c. on Monday last, making a gain of 1-4c. in a fortnight. For granulated the idea is now 5 1-2c., and the lowest quoted for yellows is 4 7-16c. The refiners won't make concessions, will not sell for future delivery, and, in fact, will not sell anything but what they have in stock, and that at full prices, which are something like 1-4c. below New York. Beets-to-day are 18s. 9d. in London, when about six weeks ago they were quoted at 13s. 6d. It is acknowledged on all hands that the advance in refined has not been in proportion to that of the raw article. Demand is improving, and the movement is now fairly good. One of the features of the week has been the awakening of the Maritime Province refineries, who now that prices have reached their ideas, are beginning to offer sparingly the stocks they have had in store here for the past two months. It is held that there are very few holding sugar here that was contracted for at low prices. This naturally tends to strengthen the feeling on this market.

SYRUPS AND MOLASSES.

Syrups are in good supply, with demand small; 2 1-4 to 3 1-2c. is the idea. Much about the same as before applies to molasses. There is not much doing, and prices range from 32c. for Porto Rico to 38 to 48c. for New Orleans.

TEAS.

The position is much about the same, except it be that low grade Japans and black teas are getting stronger. Nothing in the way of black teas can be bought in England and laid down here under 14 1-2c. a pound, while in low grade Indian and Ceylon teas the minimum is around 18 1-2c. Even in the way of futures the lowest at the terminal market, according to latest mail advices is 13c. August. Clearances in England for home consumption have been very large since the budget speech was delivered, and the question as to whether there would be a change in the duty settled. The local market is in good shape. Jobbers have been buying more freely during the week, and there has been more enquiry from the retailers. Merchants are evidently beginning to appreciate the excellent value offering in medium grades of India, Ceylon and China congous. Low grades of all kinds, except young hysons, are neglected on account of the poor value compared with the higher grades. Japans quiet and neglected. We quote: Japans—Low grade and common, 13 to 13 1-2c.; Medium, 17 1-2 to 19c.; fine to finest, 28 to 35c. Blacks—Low grade congous, 14 1-2 to 16 1-2c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

BUTTER AND CHEESE.

Receipts of butter during the week have been liberal, with the tendency of

prices downward. Buyers will not take any more beyond what will supply their wants from day to day. Business is, therefore confined to small but numerous parcels. A satisfactory feature to jobbers is the scarcity of pastry butter, which necessitates bakers falling back upon large rolls, for which 16c. is the idea for this purpose. Receipts are largely confined to large rolls, for which 16 to 17 1-2c. is the range of prices. Receipts of dairy tub are confined to an odd one here and there. Farmers' pound prints are plentiful at 18 to 19c. There is no creamery of any kind offering. Some pound prints are coming in, for which 24 to 25c. is obtained, but dairy butter is given the preference on account of the difference in price. There was a little old creamery tub on the market during the week, and it was cleaned out at 17c. The quality of the butter coming in is as a rule good.

In cheese there is simply a retail trade being done. Old stock seems to be pretty well sold out, and only a few boxes of new are arriving yet. Prices remain much about the same, 11c. being the idea for old and 10c. for new.

COUNTRY PRODUCE.

Beans.—Dull. Jobbers are selling good navy hand-picked beans at \$1.45 to \$1.55 and paying \$1.40 to \$1.50.

Dried Apples.—Without any material change, jobbers paying 4 1-2 to 4 3-4c. and selling at 5c.

Evaporated Apples.—Dull and unchanged. Dealers are as a rule paying 8 1-2 to 9c., and quoting 9 to 9 1-2c.

Eggs.—In good demand and steady at 11 1-2 to 12c., the outside figure being for five and ten case lots.

Honey.—Still no improvement. Extract is quoted as before at 8c. for clover and 5c. for dark.

Poultry.—Still scarce and wanted. We quote chickens as before at 80 to 90c., turkeys at 13 to 14c. a pound, and geese at 8 to 10c. a pound.

Potatoes.—The feeling is firmer at the moment. Deliveries are light on account of farmers turning their attention to seeding, and some dealers here have been caught short. In consequence of this prices are higher. Cars here have changed hands at 80c. on the track during the week, but to-day it is likely 5c. more than this could be obtained. For lots out of store dealers are getting all the way from 90 to \$1.

Onions.—Not much doing, and prices are unchanged. We quote: Red, \$1.10 a bag, \$2 per barrel; yellow, \$1.20 per bag, \$2.25 per barrel.

Hops.—Not many moving. Jobbers are getting 18 to 20c. for '92's and 14 to 15c. for yearlings.

HOGS AND PROVISIONS.

The market is firmer on dressed hogs, \$8.25 to \$8.50 being the idea. Arrivals however are not altogether satisfactory as to condition. Smoked meats are in good demand and firm. Barrel pork is scarce. Lard is quoted a little higher. There have been some shipments of hams during the week, but it was said to be to fill contracts previously made.

Bacon.—Long clear, 10 1-2 to 11c.; smoked backs are 13c.; bellies, 13 1-2 to 14c.; rolls, 10 1-2 to 10 3-4c.

Hams.—In good demand and firm at 13 to 13 1-2c. for smoked.

Lard.—Pure Canadian is 13 1-4c. in tubs, 13 1-2c. in pails, and 13 to 13 1-2c. in tierces. Compound 10 to 10 1-2c.

Barrel Pork.—Canadian heavy mess

(Continued on page 20.)



ORDER A Sample . Package

We would ask you to order from your whole-sale grocer a **SAMPLE** Case (2 doz) of **KENT BOTTLED PICKLES**, (full 20 oz. Bottles) or a 5 Gallon Pail of Bulk Pickles. We are satisfied of the result of your investigation. We invite comparison with other goods.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, **LOWEST PRICES.**

L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manu-
facturers,
TORONTO.

Do not Buy Poor Goods

THE Lakeport

PRESERVING CO.

Pack the Best

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

**Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.**

Keep your

EYE



on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

The market remains in about much the same condition as a week ago, as far as the volume of business and prices are concerned. A little more interest has been drawn to it in consequence of some shipments of tomatoes that have been made to the Old Country. If these shipments turn out satisfactory, as from present prospects they will, further consignments will be forwarded. The probable result on a market that is firm is obvious. At any rate the next couple of months will probably determine whether there will be any surplus pack of vegetables. As far as salmon is concerned it is conceded that the stock will be about exhausted by the time the new pack arrives. Demand for tomatoes keeps up. We quote 80c to \$1, but the inside figure is for an article of rather inferior quality. Demand is still principally for a medium tomato that will retail three for 25c. There is nothing new regarding peas. Demand continues good at 85c. to \$1.40, the outside figure being for the sifted article. Stocks of corn are getting lower and there is little chance of there being a surplus, and some people expect prices to go 10c. higher before the season is out. The packers are said to have practically no stocks on hand. Prices are unchanged at 85c. to \$1 for ordinary brands and at \$1.40 for honey sweet. Beans, if anything, are in rather better demand, and unchanged at 90c. to \$1. Stocks of salmon are getting low and demand is good and prices firm for the better brands. We quote \$1.55 to \$1.65 for talls and \$1.70 to \$1.80 for flats, good quality, while light pink can be obtained as low as \$1.30. Lobsters are in good demand for the season at \$2 to \$2.10 for talls and \$2.50 for flats. Canned meats are beginning to be more enquired for. Peaches are in fair demand at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Plumbs are going out fairly well at \$1.45 to \$1.55. Stocks of apples are light but demand here is slack. Prices are unchanged at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons.

MARKETS—Continued.

mess \$20.50, Canadian short cut \$21 to \$21.50.

Dressed Meats.—Beef fores are 4 1-2 to 5 1-2c., hindquarters 6 to 8 1-2c., veal, 8 to 9 1-2c., lamb 8 1-2 to 9 1-2c.

GREEN FRUIT.

Business continues brisk, principally in bananas and pine apples. Arrivals of pine apples are free, and prices in consequence are considerably lower, although the demand is increasing. Bananas are

SURPRISE SOAP

PAYS THE RETAILER THE CONSUMER

Costs \$5.00 a Box

The St. Croix Soap Mfg. Co.,

Branches :

MONTREAL : 17 St. Nicholas St.

TORONTO : Wright & Copp, 40 Wellington St. East.

WINNIPEG : E. W. Ashley.

St. Stephen, N.B.,

also a little easier. Oranges are quieter, other fruits taking their place, but there is no change in prices. California apricots are in fair demand at 20c. per box. Apples are a little firmer in consequence of smaller receipts and light stocks of good fruit. A few cars are being shipped to the United States, but the season is over as far as European account is concerned. Prices are higher at \$1.75 to \$2 for ordinary stock and \$2.25 to \$3 for choice to fancy. We quote: Oranges—Valencias, \$6.50 to \$7 per case; ditto, Jumbos, \$8.50 to \$9 per case; Floridas, \$3.25 to \$4 per box; Messinas, \$3.25 to \$4 per box; California seedlings, \$3 to \$3.25 per box; ditto, Navals, \$3.75 to \$4.25; lemons, \$3 to \$4; bananas, \$1 to \$2; pineapples, extras, 15 to 17c., No. 1, 13 to 15c., No. 2, 10c., No. 3, 8c., California apricots, 20c. per lb, 25-lb. boxes.

MAPLE SYRUP.

The market is overstocked with maple syrup, while the demand is not so brisk. Prices in consequence are easier at 65 to 80c. a tin and 85 to 90c. per imperial gallon. Proportionately there is more doing in sugar than in syrup, and prices are unchanged at 9 to 10c.

SEEDS.

Demand has been gradually falling off during the week for alsike, timothy and red clover, all of which is lower in price. Hungarian, millet and ensilage corn are, on the other hand, receiving more attention. Prime red clover is quoted at \$7.80 to \$7.90; extra choice, \$7.95 to \$8, and \$8.10 to \$8.25 for Mammoth or Large Lake. Alsike runs all the way from \$8

to \$9.15 for choice. Timothy sells at \$2.35 to \$2.40 for choice, \$2.40 to \$2.45 for extra, and \$2.60 to \$2.75 for unhulled flail threshed.

FISH AND OYSTERS.

Receipts are more satisfactory, and business is beginning to look up. Demand is principally for trout, whitefish and herring. In fact, if customers can get these they usually take no other. We quote as before: Fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6 1-2c.; Labrador herring, \$3 per half barrel; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12 1-2c.; boneless fish, 4c.; boneless cod 7 to 8c.; pike, 7c.; ciscoes, \$1.35 a hundred; finnan haddock, 7 1-2c.; perce, \$2 to \$3 per hundred, as to size; suckers, \$3 per cwt.; blue back herring, \$2 to \$3 per hundred; oysters, \$1.25 for stds., and \$1.75 for selects.

HIDES, SKINS, WOOL, TALLOW.

Hides.—There is a weakness in the United States market, but the demand keeps the local market from exhibiting any sympathy. Good selections are quoted at 5 1-4c.

Skins.—There is no change. Jobbers are paying 7 to 8c. for calfskins and selling at 8 to 9c. Sheepskins are nominal at \$1.35 to \$1.45.

Tallow.—Not much doing. Dealers are paying 5 1-2c. for rendered and selling at 6 to 6 1-4c. Rough is unchanged at 2 1-2c.

Wool.—Fleece is not offering, and there is not much doing in pulled wools. The mills are reported to be still well employed. Fleece wool is nominal at 17 to 19c.; clotting, 25 to 26c.; Canada Southdown,

SYMINGTON'S

COFFEE

ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S

ENGLISH

MALT VINEGAR.

Oranges
Lemons
Bananas } Just
Received
Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

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TORONTO

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods
Agency.

The Norton Manufacturing Co.

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Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.

**STERLING
SOAP : : :**

THERE is no end to the good things grocers and consumers are saying about our **STERLING SOAP**. If quality is considered worth anything, **STERLING** is the cheapest **SOAP** because it is the **BEST**.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

GRIMBLE'S English Malt
Six **GOLD** Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and **"NEW"** Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed.

An excellent food for Infants.

We make only the one quality—**THE BEST**.

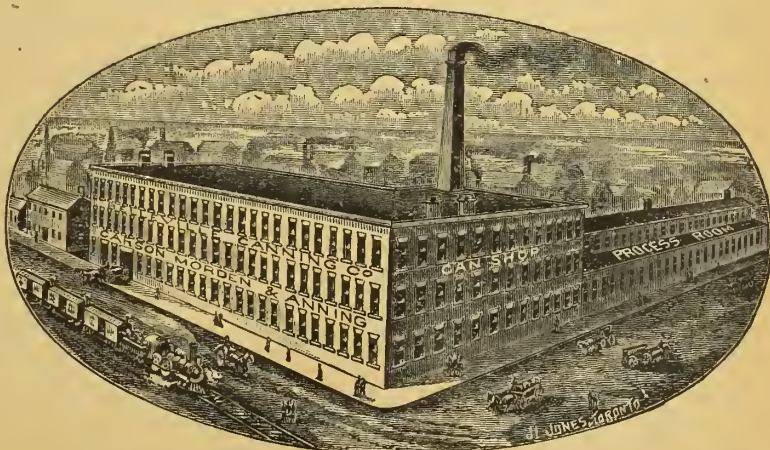
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued

27 to 28c.; white Indian, suitable for blankets, 17 to 19c.; grey East Indian, 11 to 13c.; B.A.'s white clothing, 32 to 34c.; cross breeds, 26 to 28c.; Canada extra, 25 to 27c. Canada super is scarce and good selection would readily fetch 23c.

PETROLEUM.

The Petrolea Advertiser, in its weekly Review, says: "While the engagements of refined in barrels and bulk were not so large during the week past, it is no indication of a falling off in the demand. The requirements of the illuminating oil trade of the Dominion appear to be increasing, especially as this year, in consequence of the emigration veto of Uncle Sam, a much larger influx of consumers is expected to take up their abodes in Canada; and it is therefore more than probable that this year's business will show a very fair increase over the years preceding in the matter of consumption of illuminants and lubricants. Prices remain about the same, 10 cents per Imperial gallon, f.o.b. here. The crude market also remains in statu quo, and drilling operations are not so brisk, partly of course, on account of the very bad weather we have had for the moving of rigs and tools, and there are dozens of derricks that have been laid low by the terrific wind storms which by all reports have been universal in their force and destruction all over this continent. Prices for the raw material f.o.b. refinery are \$1.15 per barrel, with the Imperial Oil Co. being the only parties that are re-receiving any large amount of crude oil." Refined, 10c. in barrels, and 7 1-2c. in bulk.

There is no change in the Toronto market. We quote: Canada refined oil, 13 to 13 1-2c.; carbon safety, 17 1-2 to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

MARKET NOTES.

Apples are dearer on the Toronto market.

Surprise soap is quoted lower at \$5 per 100 cakes.

McWilliams & Everist have a consignment of 5,000 boxes of lemons on the way.

Smith & Keighley, Toronto, have an inquiry out for one or more cars of evaporated apples.

J. W. Lang & Co. have a line of Ontario tomatoes which they are placing at figures below the market price.

T. Kinnear & Co. have a lot of "Clover Leaf" lobster, an imported article, which they are selling at reasonable prices.

Clemes Bros. have just received a consignment of their famous Mikado and Hercules brands of November cut lemons.

Perkins, Ince & Co. received on Monday some very fine currants in cases, but which were all gone before the day was out.

Thomas Nesbitt & Co. of London, England, in their circular of April 24, report warm summer weather and business fairly good.

Sloan & Crowther have received a shipment of fancy Japan rice, which they quote at 5 3/4 to 6c. It is meeting with a ready sale.

It is said that Ebenezer Roberts, the English confectioner, determined at the begin-

ning of his career that his confectionery should be of the purest possible quality and most delicate manufacture, and the result has proved the wisdom of his resolve.

As a result of showing at the Jamaica exhibition the Delhi Canning Co. is now shipping its fourth order of assorted goods to that market.

Smith & Keighley report the arrival of another shipment of their famous brand of Turkey prunes in cases, which they are selling at 7 3/4 to 9c. according to quality.

The first new (1893) catch Irish mackerel arrived in New York last week. In all, about 50 bbls. were received. The fish counted 170 to 180 per bbl. Some have been resold at \$18.

Eby, Blain & Co. have a couple hundred boxes of fancy selected Valencia raisins which they are offering to the trade. It is claimed they are the finest ever imported here.

Delhi Canning Co. have booked orders for 1,000 cases gallon apples for fall delivery in Glasgow. Their agents there write that Delhi goods are bringing 6d. more than any other pack. Our of 3,000 cases there were only two blown tins reported, so that their production has secured a strong foothold on that market.

J. Hunter White of St. John, N.B., having severed his connection with the firm of White & Titus, has opened a brokerage and commission business at 61 Dock street, in the same city. His father, H. B. White, well-known throughout New Brunswick and Nova Scotia, will superintend the business. solicits consignments of all kinds of produce, fruits and manufactured goods.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., May 11, 1893.

A slight improvement is noticed in trade the past week, though the cold stormy weather has interfered somewhat with business. Sugars hold firm. Molasses seems inclined upward. Flour does not show the firmness some anticipated. Oatmeal is higher. The butter supply is hardly equal to demand. Eggs also are easily disposed of.

Rice.—There is not anything new to report; small sales at regular prices have been made at 3 5-8 to 3 3-4c.

Sugar.—Has not been very active, although another advance of 1-4c. is reported. The quotations given are: Granulated, 5 1-4 to 5 3-8c.; extra, 4 1-2 to 4 5-8c.; yellow, 4 1-8 to 4 3-8c.

Dried Fruits.—Prunes are lower and in spots more so: 4 1-2 to 5c.; Valencia off-stalk, 5 to 5 1-2c.; Valencia layers, 6 1-4 to 6 1-2c. Currants are easier at 5 to 6c.

Dried apples, 6 to 6 1-2c.; evaporated apples, 9 to 11c.

Butter.—Market bare of choice stock, which would sell readily at 20 to 22c.

Eggs.—are in demand at 10 to 11c.

Cheese.—A fair enquiry; prices are 11 to 11 1-2c.

Potatoes.—Very few offering, and prices are some higher at \$1.75 to \$2.40.

Onions.—New Bermuda crates, \$2 to \$2.25.

Beef plates, \$14.50 to \$15.50. Pork, P.E.I. mess, \$22.50 to \$23; American clear mess, \$25 to \$26. Lard, 11 to 13c.

Fish.—All dry fish are quoted: Codfish, large, \$4.25 to \$4.40 per cwt.; medium cod, \$3.40 to \$3.50 per cwt.; pollock, \$2.15 per cwt.; pickled herring, Shelbourne, \$3.90 to \$4.00 per bbl.; \$2.25 to \$2.30 per half bbl.; smoked herring, 8 to 10c.

PERSONAL MENTION.

B. G. Davis, secretary of the Windsor Grocers' Association, is going on an extended trip to the old country.

William Horner, London, has been on a brief visit to Toronto. If he is as prosperous as he looks he must be making money.

The friends of F. Dean, grocer, Parkdale, will be pleased to know that he has recovered from his recent illness and is now rushing the spring trade.

A. Neilson, Manltowanning, and D. Bickell, Gore Bay, ran down together to make their spring purchases, and as usual did not forget THE GROCER.

Harry Sharp will open out in the grocery business at Oshawa Saturday. Mr. Sharp was formerly manager for J. S. Beaton, of the same place, who absconded recently.

W. Hutchinson, Huron street and Grange road, Toronto, is offering his business for sale. He has found it necessary to do so on account of ill health, and contemplates taking a trip to Europe.

A. H. Scott, manager of the Montreal branch of the firm of Lockhart Watt & Scott, was in Toronto this week. He says that since the opening of navigation there has been a good deal of activity shipping back orders, while immediate business is quiet.

Wm. Atkinson, who has been in business since 1863 in Richmond Hill, has retired, and his place has been taken by his son, W. D. Atkinson. He has been one of the most successful merchants in the country, and has quite a fortune to his credit. He bought his first bill of groceries from Reford & Dillon, who were succeeded by Smith & Keighley. His son is about 28, and has had a lifelong experience under his father, which should be invaluable to him in the future.

A board of trade has been formed at Mission City. About thirty-one persons declared themselves members. H. B. French was elected president for first year; J. McLearn, vice president, R. Peake, secretary, M. DesBrisay, treasurer. The board will work in committees, one for manufactories, one for the streets and roads, and one in the interest of agriculture.

BURNHAM'S CLAM BOUILLON.

FLOUR AND FEED.

TORONTO.

There is a slightly better feeling in flour, but it has not yet led to any increase in business, buyers and sellers being apart. Oats are firm and wanted. Bran is quiet and irregular.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.40; strong bakers' \$3.80 to \$4.10; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.75.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.40; Manitoba strong bakers' \$3.85 to \$4.10; Ontario patents, \$3.25 to \$3.50; straight roller, \$2.90 to \$3.00; extra, \$2.70 to \$2.75; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00 to \$4.20. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$13.00, do (on track) \$12 to \$12.50, shorts (ton lots) \$16, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 36 to 36½c.

HAY.—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

ST. JOHN, N. B.

The market on breadstuffs is rather uncertain, an advance in wheat is reported in foreign market, while locally flour has rather an easier tone and is in good demand at present prices, which are: Manitoba \$5.00 to \$5.10, high grade Ontario \$4.15 to \$4.25, medium patents \$4.00 to \$4.10.

Oatmeal.—Is reported up, 10 to 15c. per bbl. and in fair demand at \$4.40 to \$4.50.

Mill Feed.—No change in values and sells readily at \$2.70 to \$2.75; Middling bags from \$22.50 to \$23.50; oats 45 to 48c.; split peas \$3.90 to \$4.00; pot barley \$3.90 to \$4.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1726.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,
STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.
114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

CARD'S CELEBRATED Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbourn, Ralston & Co., Montreal; Bate & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
GUELPH

The Western Milling Company (Limited.) REGINA, ASSA.

Manufacturers of all kinds of
**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
**ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.**
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oat hulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

WHOLESALE

PROFIT
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A Good Margin FOR PROFIT

To both Wholesalers and Retailers
is allowed on

ROBINSON'S PATENT BARLEY

AND

ROBINSON'S PATENT GROATS

"The Best foods on Earth for Invalids and Children."

For Prices and Samples, write

FRANK MACOR & CO., 16 St. John Street, MONTREAL
Sole Canadian Agents.

SALESMEN AS COLLECTORS.

Jacob Furth in the Inter-State Grocer writes as follows:

Why is it in business, and in the grocery business particularly, we should ask men to attend to more than one duty, to perfect themselves in more than one branch? We employ porters to pack, bill clerks to make out invoices, shipping clerks to get the goods off, bookkeepers to post, cashiers to handle money, credit men to take care of the credits, but we employ salesmen to sell, attend to reclamations, pass on credits, and do almost everything necessary to the successful run of the business. Can this be doing business in the spirit of the times? Must this not lead to a state of affairs that ultimately turns out to the discredit of both buyer and seller, employer and employee?

Why is it that some houses still continue to collect through salesmen, and why is it that some salesmen still insist on collecting for their houses? The fact is that cancerous growths have engrafted themselves on the body politic of our business, and sham, fraud and hypocrisy are being resorted to on all sides to do business and attract custom in order to avoid obligations and contracts entered into with manufacturers and neighbors. The contract system which when honestly and properly carried out furnishes a living profit to the jobber, and places all retailers on an equal footing, has brought in its wake a system of rebates and allowances which have been degrading and demoralizing.

To our sorrow we are obliged to confess that employers have been willing parties to practices by their salesmen which have made it necessary to cover up evasions that would, if detected, subject them to either penalty or public disgrace. The salesman, in course of time, comes to be at the mercy of the buyer, who refuses to buy anything of him unless a rebate is promised or a cut is made. The poor salesman finds himself in a dilemma.

The devil is on one side of him, the deep sea on the other. If he refuses to comply with the request of the buyer he may lose some trade; if he plunges indiscriminately into the evil of rebating, he loses his own money first, his employer's next, and then finds himself in the clutches of the law. Time and again we have had this trouble, and found that one reason why our men insisted on making collections was that they might hide from us their system and practices of rebating, and buy the favor of their customers by disgrace, attendant on dishonesty and evil practices. Another reason for some country dealers being anxious to settle with salesmen is the cupidity of those who place the knife to the throat of the salesmen, and compel them to make unnecessary, unjust, and dishonest allowances, or lose the order that is tempt-

ingly held out to them. On the one hand, the duplicity of the jobber, on the other, the cupidity of the retailer, what is the poor salesman to do? Where shall he find protection and strength against the onslaught made on his honor and on his manhood?

If the merchant objects and stamps his billheads "pay no money to salesmen," it reflects on the credibility and honesty of the salesman; if on the other hand he does not do so, the salesman in the majority of cases is morally too weak to decline receiving money, and the system continues as it has been to the discredit and unprofitableness of the business. There are some salesmen who can be trusted in this respect, but they are exceptions, and they become so after years of training, and after a long practice of the difficult task of saying "no."

Salesmen are subject to temptations which are hard to resist, and when they err and fall, the blame is not theirs alone but must, or should, be shared equally by the buyer who tempts, and by the employer who tempts, and by the employer who tolerates. It is so easy to shrug shoulders, and plead ignorance of practices that are going on in your own house, but is it manly, and is it honest? Let us begin our reformation at home, and if each of us has the moral courage to introduce, and maintain reforms in our own houses, it will not be long before others will follow, and the minority who stay out will do a business so unprofitable, and so unpleasant that the others need not envy them.

NEW PINES.

Three weeks ago the first of the new crop of pines were brought to this port from Havana. Since that time some 40,000 have been landed. Though this quantity may seem large to those not directly interested in the trade, yet it is a very small percentage of the quantity that will be brought forward from the various growing districts during the next sixty days. What are called Havana strawberries are usually first in the field, but Bahama or Nassau fruit is a close second, with Jamaica or Florida following. The crop of Havana this season promises large, in fact, the quantity expected will considerably exceed the average annual importations. The Jamaica crop is not a heavy one, yet an increase from this source is also anticipated. Florida is increasing her acreage annually, and promises to lay down a stock in this market that will top any previous year. The Bahama crop, it is said, will be about three-quarters that of last year, but the importations of the fruit in its natural state will show a heavy falling off for reasons hereinafter stated. The receipts to this time have been well taken care of, as with the opening of spring the heavy western demand sets in, and

this, coupled with the requirements of local sections, absorbs the current arrivals. Pines are a fruit that may now be found in this market the whole year round. During the past winter there has been stock carried by those who make a specialty of the goods, with the range of prices standing \$5 to \$20 for strawberry. With the coming of new crop this range has got materially changed, the first arrivals being held at \$10 to \$20, the market subsequently easing off to \$7 to \$17, while at auction some stock has sold down to \$5 for the more ordinary grades. The demand as at present experienced is wholly for store purposes, but by the middle of the coming month the canning industry is expected to start up, the packers usually awaiting the height of the season, and full receipts, when they consider it to their advantage to step in and cover wants. Baltimore is the chief centre of the canning industry, and to that market a considerable quantity of this luscious fruit will find its way direct. Those who pack the goods in this vicinity are credited with putting up a higher grade of stock, the leaders making a specialty of glass packing. It is claimed by those in interest that fruit packed at the point of growth is superior in every way to that put up at a distance, the stock not being selected until it has thoroughly ripened, at which point it is handled instantly, thus retaining its full flavor. The company will also have under its control a large percentage of the area planted to pines, and for this season the imports of the raw fruit from that section are expected to show a material falling off this season. The industry, however, appears to be steadily growing, and taking the cue from the Nassau packers, it will probably not be many years before the plantations of Florida will each have a canning annex, with an enterprising Northerner in full command. This has been the secret of the success in the packing of California fruit, and great stress is laid upon the fact that the goods are packed in the midst of the growing crops. If the method of packing peaches, pears, cherries and apricots works well in the orchards of the Pacific Coast, certainly similar good results should be obtained from pines in Nassau and Florida.—N. Y. Bulletin.

A certain grocer who lives within a thousand miles of Vernon had the misfortune the other day to lame his horse. The animal's leg was quite badly swelled, and the genial owner bathed it in liniment. Next morning the clerk was cleaning the horse and noticed a peculiar smell. On going into the store he asked his employer what he had been putting on the horse. "Liniment," laconically answered the boss. The liniment was produced, and proved to be a very fine article of rose water, which he had thoughtlessly abstracted from his wife's closet. He is a little absent-minded, and this accounts for his overlooking the odor of the stuff he was applying. He says he will be "Moore" careful next time.—Trade (Los Angeles, Cal).

We Take Stock in May

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the New Era and Columbian assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

JAMES A. SKINNER & CO.

54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,

HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .

Syrup . . .

Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East

TORONTO

TEAS !

Full lines of finest values in Congous, Assams and Ceylons, also some choice lots of Young Hysons, Japans and Orange Pekoes ; including an assortment of the most delicately flavored blended Teas in packages under our special brands.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

SUGARS

Special Quotations
Carload Lots.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,

TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUES

—: IN :—

TEAS, SYRUPS and NEW
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—

VALENCIA RAISINS.



Smith and
Keighley

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND

Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS

& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

T. KINNEAR & CO.,

TORONTO,

Are offering special value in

BROOMS

—AND—

BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

TRADE CHAT.

(Continued from page 14.)

North Bay has adopted the compulsory early closing by-law.

The Toronto Board of Trade has approved of the bill before the Ontario Legislature to tax all capital on the net income.

A. O. Cantin, grocer, Quebec, has assigned. His liabilities amount to about \$2,500, and the assets are estimated at about \$5,000, nearly the whole of which consists of book debts.

McDougald & Brandon and Arnold & Graham, general merchants of Fenelon Falls, have amalgamated. They intend carrying on a general business, and are putting in a large stock of dry goods.

The Court of Appeal has upheld the Toronto by-law which excludes pedlars from selling on the principal business streets. The matter has been in litigation for over a year, and the city by-law has been upheld all the way through.

As illustrating the close margin upon which wholesale grocery business has been carried on in this city of late, a well informed gentlemen in the trade stated that one concern last year realized but \$100,000 net profit on a business of \$10,000,000.—N. Y. Bulletin.

William Burley, grocer, Simcoe street, Toronto, has been committed for trial on a charge of fraud, preferred against him by Matilda Brown, a domestic servant. The girl entrusted \$350 to the keeping of Burley on the strength of an understanding that they were to be married. Burley meantime, according to the evidence, appears to have had a wife and child living in Detroit.

The Court of Appeal has decided that section 9 of the Ontario act respecting assignments is ultra vires of the Ontario Government and invalid. It provided that assignments should take precedence of judgments and executions. Now, the creditors who can get an execution or judgment out on quick time will not be knocked out by a subsequent assignment.

The sugar Refining Bill which has caused so much discussion in the House of Assembly during the past few weeks was thrown out a few days since, and it now lies as dead as Julius Cæsar. The bill from the outset was a comparatively harmless one, but the dread of creating a monopoly whether real or imagined lurked in the minds of many legislators, and under those circumstances it was little wonder that it was finally tabled, to be heard of no more. The sugar refineries in the Maritime Provinces through their directors and stockholders have asked for legislation to enable them to compete successfully with bigger establishments in the upper provinces, but the Nova Scotian legislature assures them that it is a matter of indifference to the people's representatives whether the people's tea be sweetened by Montreal or

Halifax sugar. The sugar stockholders will now have to put their heads together and decide upon the next best thing to be done. —Critic.

CANNED GOODS GOSSIP.

Some authorities reason out that the low price of sugar induced housekeepers to put up their own fruits last year much more largely than before, and that this accounts for the lack of demand for canned fruits the past six months. We doubt this, although these are some suggestive facts in connection with it. Statistics published recently show that with sugar at 7c. per lb. retail, the consumption was 25 lbs. per head per annum, but when the price fell to 5c. per lb. retail, the consumption rose to 60 lbs. per capita. It is difficult to believe that there could be an annual increase in consumption of 35 lbs. per capita, in the short space of two years, or 140 per cent. Yet such an increase would call for about \$1.25 per head expense in sugar—or \$5 per family, which is rather heavy. The probability is that the factory use of sugar greatly increased with the reduction in price. It will be well for fruit packers to keep well informed on this matter, for if cheaper sugar means an injury to the canning business, it will be the very reverse of what was anticipated. — The Trade.

"Carrying coals to Newcastle," or something akin to it, is the latest novelty in the market for canned tomatoes. The novelty is nothing less than the return of several thousand cases of fine Jersey tomatoes from England to new first class American tomatoes have gained a footing in the foreign market of late and, according to some accounts, are likely to meet larger sale there in the future, providing prices are kept within certain bounds. At present, however, \$1.15 per dozen in New York pays the foreign holders a better profit than do current selling prices in their own market. Hence shipments thence to this side of the Atlantic. As far as could be learned, the shipments will not exceed a few thousand cases and it is not believed that the entire quantity is heavy

enough to have much force as a factor in regulating prices for spot goods.—N. Y. Bulletin.

Anxiety as to what prices the Alaska packers combine will make for 1893 season pack salmon remains unsatisfied, says a contemporary. It is rather early for any anxiety on that point, however, since the season's expeditions to the packing points have been but partially sent out, while facts are not wanting to show that there is enough salmon on hand to supply a good average demand for several months ahead. Aside from this, the combine must necessarily keep a watchful eye upon the "outside" Alaska canners, upon the doings of their friends on the Columbia River, and last, but not least, gain a fair idea as to the probable pack in British Columbia. The latter is a very important matter in connection with export business, since nearly all the Fraser River fish is sold in foreign markets. The "outside" Alaska and the Columbia River goods have more or less bearing in both foreign and home markets, so that the pack of the two, along with the British Columbia pack, deserves serious attention, and the fact that the combine refrain from quoting prices indicates that they are alive to the situation.

HOW HE SHOWED HIS LOVE.

In these days of business women as well as of business men, it is becoming evident that a readjustment of certain social and economical questions is necessary. It has in fact taken place in at least one family, where each side of the house earns an income.

The husband was ill not long ago and his wife was his devoted and untiring nurse. On his first outing upon his convalescence he felt that he would like to testify to his gratitude and appreciation in some tangible way.

What did he do? Pick out a bunch of roses, a book, or a trinket for her adornment? Not at all. He bought a box of candy and paid the gas bill, which, in the division of the household expenses, fell to her share.—Boston Globe.

A customer secured is a promise of greater salary in time.

IT'S TIME TO BUY

HIRES

Order a supply . .
from your
Wholesale house.



T. J. COOKE & CO. - AGENTS, MONTREAL.

A . . .
Few . . .
Reasons
Why . .

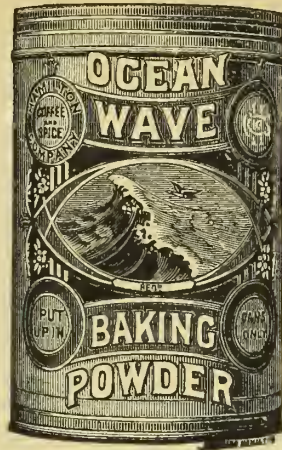


Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



Best Value!



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

CHARLESTON, S.C., 13 April, 1893

THE HUNGERFORD CO., 67 Pearl St., New York.

Gentlemen:—It affords us great pleasure to testify to the merits and efficacy of your Portable XL Coffee Roaster which we now have had in use for over six months. We work it with electric power and the coffee it turns out is wonderfully even and well and quickly done. It is the best Roaster we have ever had. JOHN HURKAMP & Co.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,

Write for Samples and Quotations.

CRITIQUES ISSUE MAY 5.

The man who writes on marking down slow sellers, rather than goods in constant demand, may be all right theoretically, but, as a fact, do you not think that people recognize more readily a cut they know to be genuine, rather than a stranger's?

The fact of the matter is this: Your systematic and reckless cutter soon quits business; and the man who remains is he who does his cutting in a business like and discriminating way. Cutting is a fine art and worthy of all study. For instance, goods cut ~~one week~~ need not be kept down always. None surely will object if a leaf from bargain-day usages is taken in this matter.

I really think that a plentiful supply of butter is to be preferred by the grocer, as it is consequently low, a good seller, and a first-class drawer of trade.

I have again offended, apparently when before is not stated, but this time I have evidently wounded the feelings of the mixer who goes around making glad the hearts of the various grocers upon whom he calls. I apologize. If it is done, it can be done, and even if the whole twenty-four hours are taken up, I have no doubt but that everyone is satisfied. If I expressed a wish to have him call I recant, as his time must be all too short even now.

It is just such rot as is contained in a letter in this issue anent tea-testing that makes one weep, not only for the lamentable lack of common sense and courtesy, but also for the evident want of a common school education in some so-called grocers. A more miserable specimen of scribble does not exist. I have no desire to attack anyone except under my own name, but this is such a flagrant case of illiterate nonsense that I could not in justice pass it.

Indigo blue used to be all the go. Now how many sell it as it comes?

I am glad to see that our old friend Sontum of Norway is in this country again. He is a splendid fellow all round.

Curious errors in asking for goods continue to crop up. A person asked this week for "Canterbury" cocoa. "Exaggerated" sugar and "consecrated" lye are common requests. Once Early "ohoho" potatoes were wanted, as were also yellow "daniels" onions, and only once "Patagonian" rice was the article required. Biscuits with "bugs" in them and "lively" sugar are in constant demand. These may seem extreme cases, but nevertheless they are all true. Probably the woman who thought that a little box of boneless codfish would make

nice wedding present takes the palm for comicality. Truly one's life is full of variety behind the counter!

STRAIGHT MOYUNE.

FIDELITY AN ELEMENT OF SUCCESS

"I have the entire political backing of the machine in this country," said a deputy to his chief because he had been upbraided for not attending to his work properly. "Machine or no machine, you will do your work satisfactorily; be here on time, and not leave before your desk is cleared of its daily work, else I will get someone else," was the chief's response.

It has always been supposed that a political office was a sinecure, which meant large pay and no work. The utterances of Secretary Carlisle not to have in his department any drones or those who did not earn their money has been found to be contagious, as the above conversation shows. A man holding a political position should be as faithful in the discharge of the duties connected with that position as any one holding a secular position.

One of the vital mistakes so many young men make, and that wrecks, so to speak, their whole future, is in just such cases as this. They see nothing wrong in pilfering a few minutes, morning, noon and evening, from their employer, and if asked to remain overtime do it with a grace which indicates they ought to be paid for it.

A prominent grocer was asked what had become of his errand boy, and the answer was: "Discharged. He spent too much time loitering when he was sent out with orders." Now, it will not be a difficult matter to follow that boy's course. When he grows older he gets a position as a clerk he will be of the kind we have already described. A clerk who is late in getting to his duties and forever watching the clock while discharging those duties, is not going to make a successful business man. We care not what his abilities may be, this one evil, figuratively speaking, will kill him.

Take the case of any one of the successful merchants in this country to-day and it will be found that as boys they were always promptly on hand and the last to leave at night. We know men to-day in this city who are now merchant princes. Time was when they were clerks, then salesmen, and in that position when evening came did not feel their work was ended, but late at night they could be found selling goods, filling up their order book. The employers of these men needed not to be told that these men were working late into the night. Was their work appreciated? The number of partners in business to-day proves that it was. Take the early life of any successful business man as a guide and one of the very first things that will be noticed will be punctuality in fulfilling all duties, and that was the chief corner stone upon which a successful business career was built.—American Grocer.

GENEROUS DEALING.

Be generous to customers in the matter of exchanging goods. They may be very mean, and unreasonable about it, but do not let them know you think so. If they are dissatisfied—often because of their own lack of taste and judgment—try to please them with something else. Talk generously—be anxious to do the fair thing—and they will in many cases be disarmed and get over their exacting mood. I know a lady who bought cloth for a dress; when she got it home and spread it out and studied its possibilities, she was disappointed. She was afraid it wasn't the latest style; that it would not be becoming to her, and a score of other vain worries. The more she thought of it, the more discontented she became. She resolved to take it back. She went over in her mind the conflict she would have with the salesman. It would be a row, and she would have a very unpleasant time, of course. But she would never, never wear the thing if she had it made. She screwed her courage up to the point of a scene, and in the most stubborn and defiant spirit took the bundle and went down town. She was met in a very affable way by the man who sold her the dress.

"Didn't like the gown?" he asked, "that is curious."

"No—not at all. I want you to take it back."

"Very well," opening the roll, "we shall have no trouble in selling the pattern. It is really one of the most desirable ones we have. Madam Y—" (naming a fashionable woman) "has just bought one—only of another color."

The critical and disgruntled woman began to feel she had made a mistake. Instead of a fight with the salesman, he was almost too willing to take the goods. She began to think she wanted that very pattern more than any other. It ended in her having the same goods sent again to her house. Now, if that merchant had been obstinate or reluctant, she would have moved heaven and earth to compel him to do as her changing whim dictated. He was obliging, generous, willing and anxious to please—the wisest way always to deal with a difficult customer.—American Storekeeper.

SITUATION WANTED.

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address BROKER, care of this paper. 19

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

World Renowned



Batty's . . .
Nabob Sauce

If you like the Pickles, prithee try the Sauce.
If one the palate tickles the other will of course !!!

FOR SALE BY

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.

WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES
& Co.

HUDON, HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.

KINGSTON: A. GUNN & Co.

WRIGHT & COPP, Dominion Agents.
TORONTO.

"FIT FOR KINGS"



MacLaren's

IMPERIAL CHEESE

In Glass Jars

TRY IT

WRIGHT & COPP, Dominion Agents.
TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGAR

GENERAL AGENT

.. AND ..

BROKER

CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.

A COMMON FAULT.

When a person enters a store with the evident intention of "looking around" let him look around to his heart's content. Many clerks when they see a possible purchaser looking at books or at toys, novelties, etc., will step forward and ask in an almost impertinent manner:

"Anything wanted?"

The natural reply is, "I don't know whether there is or not; I'm trying to find out."

Instead of privileging the customer to examine the various articles at his leisure, merely remaining near enough to answer his questions promptly, these inexperienced salesmen stand over him and act as a sort of sentinel on all his actions. They manifest impatience, and almost say, by their look and attitude, "Well, hurry up! If you don't want anything, move along, and get out of my sight."

A customer does not always want to be haunted by a clerk at his elbow. There are times when he prefers to wait on himself, and there are times and places when the clerk should understand that it is best to let him wait on himself. Above all things the clerk should avoid giving offense. Don't do anything to irritate a customer. Simply try to please him. Study his present humor, and gratify it. Make him feel that he is welcome—that you are pleased to have him examine the stock in your department. Do this, and maybe you will win a steady patron and gain a friend.—Commercial Tribune.

A grocer tacked upon his door a bit of paper; this it bore, "Boy wanted! At the desk apply, pay sure—at first not very high" within two days at early morn a grocer baby boy was born. His little brother wild with joy, said to his father "Here's your boy! Take down the notice on the door, for you won't need it any more." Then added this: "We've got a prize! Now don't it pay to advertise?"

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON, HAMS, BACKS, BELLIES and SPICED ROLLS.

Write for Quotations.

P. G. . French .. Blacking ..

For

Gentlemen's Boots.
Gives an Excellent Polish.
Preserves the Leather.

Pure Gold Mfg. Co., - Toronto



Crosse & Blackwell

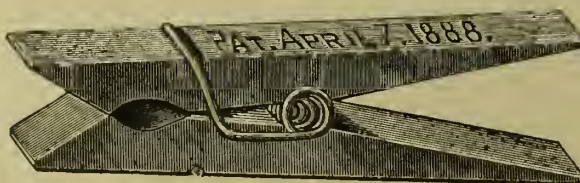
CELEBRATED FOR

**Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.**



—SOLD BY—

All Grocers in Canada



Dominion Clothes Pin

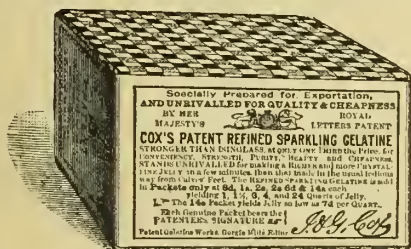
They are the Best.
Send for Prices in Case Lots.

**C. C. BROWN,
DANVILLE, QUE.**

STANDARD GOODS ARE THE BEST TO HANDLE.

COX'S

1725.



1893.

Always trustworthy
Full weights

ARTHUR P. TIPPET & CO., Agents.

LAZENBY'S . . .

TABLE



JELLIES

Made only from the Finest Quality of Gelatine.

98 ⁵⁰/₁₀₀
PER CENT.
PURE

Highest Test
BI-CARBONATE
OF SODA.

98 ⁵⁰/₁₀₀
PER CENT.
PURE

Extra Refined, Packed in Drums, Barrels or Casks, also

Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Refined Alkali and Kindred Products

THE UNITED ALKALI CO., Ltd., of Great Britain.

ARTHUR P. TIPPET & CO., Canadian Agents,

FRY'S

If you have
not tried this

SEND FOR
A FREE
SAMPLE
TO



CONCENTRATED . .

COCOA

Wholesome
Pure

THE STRONGEST FORM
OF COCOA MADE.

ARTHUR P. TIPPET & CO., - - - 43 1/2 WELLINGTON STREET EAST, TORONTO.



"THISTLE" BRAND CANNED FINNAN HADDIE.

To secure the Highest Grade of Fish Order this Brand.

NEW PACK READY 1st JUNE.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

William Warren, tanner, Oshawa, has assigned to the sheriff.

J. N. Thornton, of Yorktown, Man, is offering to compromise.

T. Sothorn, hotel-keeper, Montreal, has assigned to David Seath.

Freres McKay, general merchant, Papineauville, Que., has assigned.

Lewis Wilson, dealer in teas, Stratford, has assigned to J. T. Glassco.

J. H. Massey, grocer, Toronto, has assigned to Eckhardt & Young.

J. H. McMillan, grocer, Nanaimo, B.C., has assigned to Mayor & Eldridge.

Edward O. Brook, general storekeeper, Greenbank, has assigned to William Ross.

Charles Smith & Co., general merchants, Chester, N.S., are offering to compromise.

Wigle Bros., general merchants, Essex, have assigned to C. B. Armstrong, of London.

Mrs. A. Hardy, storekeeper, Bridgewater, has failed, with liabilities of \$4,000; assets small.

R. Hilbert, boots, shoes, and men's furnishings, Nanaimo, B.C., has assigned to P. J. Martin and J. Gauner.

SALES MADE OR PENDING.

Patrick Foy, liquors, Allston, is advertising business for sale.

Mrs. J. Marleau, hotel keeper, Hull, Que., is advertising her business for sale.

The general stock of Buchanan & Co., Salteoals, Man., has been sold out at 50 cents on the dollar.

The general stock of Johnston Bros., Walkerton, Warton, Tara, Paisley and Chesley, is advertised for sale by auction May 16.

The crockery stock of John Braden, Woodstock, has been sold at 65 cents on the dollar. James Scott, of the same place, was the purchaser.

CHANGES.

John Walsh, cigars, Kingston, has sold out to D. Egan.

A. G. Williams, general store, Lakeside, has sold out to William Daupe.

Wolf & Dunbar, hotel, Nanaimo, B.C., has been succeeded by Otto Wolf.

Charles Clark, hotel keeper, Sprucedale, has been succeeded by R. Raafland.

F. Peck, hotel keeper, East Wellington, B. C., has sold out to Graham Peck.

D. Smith, hotel keeper, Richmond, Elgin county, has sold out to Henry Kimber.

James T. Walsh, manufacturer of ginger ale, Barrie, has been succeeded by Thomas McMann.

A. A. MacKenzie is retiring from the firm of MacKenzie & Mills, grocers, Winnipeg. R. G. C. Mills continues under old style.

J. M. O'Brien, grocer, Springfield-on-the-Credit, is out of business. J. W. Miller, of the same place, is removing to Brampton.

Dunlop & Robicheau, wholesale grocers, Moncton, N.B., are reported to be closing up business. A. B. Gray & Co., wholesale liquors, Victoria, B.C., are said to be doing the same thing.

PARTNERSHIPS FORMED AND DISSOLVED.

Anderson & Hetherington, commission agents, Montreal, have dissolved.

R. Fless and F. Helsey have been registered as partners to carry on a business as dealers in teas and coffees, Montreal.

T. Lafortune, of Montreal, has been registered proprietor of the firm of Chas. Dube & Co., boots and shoes and wall paper.

Cleophas Dignaud and Ignace Moquin, of Montreal, have registered as partners to carry on the grocery business under the firm name of Dignaud & Moquin.

Lewis Delatisky, and Joshua Delatisky, of Montreal, have registered as partners to carry on the business of general trad-

ers under the firm name of Delatisky & Son.

A. Brulot and Louis Cicconelli, of Montreal, have been registered as partners to carry on the manufacture of boots and shoes under the firm name of Brulot & Cicconelli.

FIRES.

Jacob Belzner, grain, Breslau, has been burned out.

J. P. Alport, general merchant, Alder Grove, B.C., has been burned out.

P. Gervais, hotel keeper, Cowansville, Que., has been burned out; insured.

The stock of C. E. Clark, grocer, Toronto, has been damaged by fire; insured.

DEATHS.

D. H. Taylor, general merchant, Cathcart, is dead.

Benjamin Bavin, general merchant, River Hebert, N.S., is dead.



LICORICE LOZENGES

• • • • •

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLYE

Brooklyn, N. Y.

• • • • •

These goods can be obtained
from any of the leading first-
class houses in Canada. . . .



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

'It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLETT.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advrtise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo., Extra Cloth, \$1.50.

300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75. This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in streetcars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.

10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

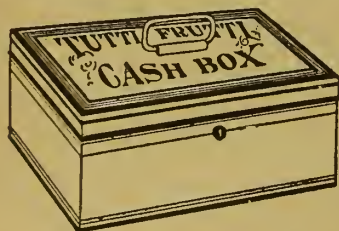


NONPAREIL DE GUICHE

Parisian Polish
For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

- Tutti Frutti Cash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. HIGHEST EXHIBITION HONOURS.

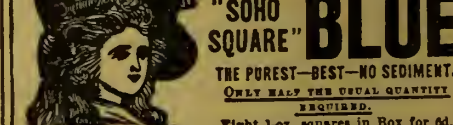


FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE

"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.



Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.

Won't Wear the Blades like others.

6d. and 1s. Tins.

NIXEY'S

"CERVUS" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives:—Mr. W. Matthews, 7 Richmond St. East, Toronto. Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

MANUFACTURED BY

	Per doz
Apples, 3's.....	\$0 95 \$1 00
" gallons.....	2 10 2 20
Blackberries, 2.....	2 00 2 25
Blueberries, 2.....	1 00 1 10
Beans, 2.....	0 90 1 00



TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,

One Box - - - 60 cents.

One Case, 10 Boxes, \$5.25.

Tanglefoots is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue

Tanglefoot is the Perfection of Sticky Fly Paper.

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure.....	1 15	1 15
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	2 10
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	1 40
Pears, Bartlett, 2's.....	1 75	1 75
" Sugar, 2's.....	1 50	1 50
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard, 2's.....	1 50	1 60
" Damson Blue.....	1 50	1 60
Pumpkins, 3's.....	0 95	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	1 40	2 10
Strawberries, choice 2's.....	2 15	2 25
Succotash, 2's.....	1 65	1 65
Tomatoes, 3's.....	0 85	1 00
" Thistle" Finnan Laddies.....	1 50	1 50
Lobster, Clover Leaf.....	2 75	2 75
" Star (flat).....	2 20	2 20
" Imr'l Crown flat.....	2 60	2 70
" tall.....	1 90	2 00
" Other brands.....	1 80	2 00
Mackerel.....	1 10	1 15
Salmon, talls.....	1 45	1 60
" flats.....	1 70	1 80
Sardines Albert, 1/2's tins.....	1 75	1 75
" 1/2's.....	1 20	1 20
" Sportsmen, 1/2 genu- ine French high grade, key opener.....	12 1/2	13
Sardines, key opener, 1/2's.....	10 1/2	10 1/2
" Martiny, 1/2's.....	10 1/2	10 1/2
" 1/2's.....	17 1/2	18
" Other brands, 9 1/2.....	11 16	17
" P & C, 1/2's tins.....	23 25	25
" 1/2's.....	33 36	36
Sardines Amer, 1/2's.....	6 1/2	8
" 1/2's.....	9 11	9 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	11 00	11 00

CANNED MEATS.

(CANADIAN)		
Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2.....	2 70	2 80
" 4.....	4 80	5 00
" 6.....	8 75	9 00
" 14.....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	2 60
Roast Beef.....	1 50	1 50
" 2.....	2 60	2 75
" 4.....	4 75	4 75
Par Ox Tongue, 2 1/2.....	9 50	9 50
Ox Tongue.....	7 85	8 00
Lutef Tongue.....	3 25	3 25
" 2.....	6 75	6 75
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	2 50
" 2.....	4 00	4 00
Soups, assorted.....	1 50	1 50
" 2.....	2 25	2 25
Soups & Bouilli.....	1 80	1 80
" 6.....	4 50	4 50
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	1 60
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	1 35
Deviiled Tongue or Ham, 1/2 lb cans.....	1 40	1 40
Deviiled Chicken or Turkey, 1/2 lb cans.....	2 25	2 25

Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.		
To Retailers		
Tutti Frutti, 36 5c bars.....	\$1 20	
Pepsin Tutti Frutti, 235c. packets	0 75	
Orange Blossom.....	150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo.....	180 pieces...	1 30
(with brilliant stone ring)		
Sappota.....	150 pieces...	1 00
Sweet Fern.....	230 ".....	0 75
Red Rose.....	115 pieces.....	0 75
Magic Trick.....	115 ".....	0 75
Oolah.....	115 ".....	0 75
Puzzle Gum.....	115 pieces.....	0 75
Bo-Kay.....	150 ".....	1 00
Mexican Fruit, 36 5c. bars.....	1 20	
Flirtation Gum (115 pieces).....	0 65	
Automatic.....		
Tutti Frutti Girl.....	800 pieces.	6 00
Sign Box (new).....		
Tutti Frutti cash box 800 ".....	6 00	

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars ..	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery.....	0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell.....	1 00
Cracker.....	1 00
O-Dont-O.....	1 00
Little Jap.....	0 70
Dude Prize.....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S		
Chocolate—		
French, 1/2's.....	6 and 12 lbs.	0 30
Caracas, 1/2's.....	6 and 12 lbs.	0 35
Premium, 1/2's.....	6 and 12 lbs.	0 30
Sante, 1/2's.....	6 and 12 lbs.	0 26
Diamond, 1/2's.....	6 and 12 lbs.	0 22
Sticks, gross boxes, each.....		0 00
Cocoa, Homeopathic, 1/2's, 8 & 14 lbs	30	
" Pearl.....	25	
" London Pearl 12 & 18 ".....	22	
" Rock.....	30	
Bulk, in bxs.....	18	
EPP'S.		
Cocoa—	per lb	
Case of 112 lbs each.....	0 35	
Smaller quantities.....	0 37 1/2	
BENS DORP'S ROYAL DUTCH COCOA.		
1/2 lb. cans, per doz.....	Boxes each 12 lbs	\$2 40
1 " " ".....		4 50
1 " " ".....		8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb	
Carracas, 1/2's, 6 lb. boxes.....	0 40	
Vanilla, 1/2's.....	0 40	
" Gold Medal" Sweet, 6 lb bxs.....	0 30	
Pure, unsweetened, 1/2's, 6 lb bxs.....	0 40	
" Fry's" Diamond 1/2's, 6 lb bxs.....	0 26	
" Fry's" Monogram, 1/2's, 6 lb bxs.....	0 26	
Cocoa—	per doz	
Concentrated, 1/2's, 1 doz in box.....	2 40	
" 1/2's.....	4 50	
" 1 lbs.....	8 75	
Homeopathic, 1/2's, 14 lb boxes.....	0 34	
" 1/2's, 12 lb boxes.....	0 34	
JOHN P. MOTT & CO'S		
R. S. McIndoe, Agent, Toronto.)		
Mott's Broma.....	per lb	\$0 30
Mott's Prepared Cocoa.....	28	
Mott's Homeopathic Cocoa (1/2's)	32	
Mott's Breakfast Cocoa.....	45	
Mott's Breakf. Cocoa (in tins)	45	
Mott's No. 1 Chocolate.....	30	
Mott's Breakfast Chocolate.....	28	
Mott's Caracas Chocolate.....	40	
Mott's Diamond Chocolate.....	23	
Mott's French-Can Chocolate.....	18	
Mott's Navy or Cooking Choc.....	26-27	
Mott's Cocoa Nibbs.....	35	
Mott's Cocoa Shells.....	5	
Mott's Vanilla Chocolate stick 22 & 24		
Mott's Confec Chocolate.....	23c-43	
Mott's Sweet Choc. Liquors.....	21c-31	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz	
Hygienic Cocoa in 1 lb. tins, 12		
24 and 36 lbs in box.....	7 25	
Hygienic Cocoa in 1/2 lb tins, 12		
24 and 36 lbs in box.....	3 75	
Hygienic Cocoa in 1/2 lb tins, 12		
24 and 36 lbs in box.....	2 25	
Cocoa Essence, pkgs, 2 and 4 doz		
in box.....	1 40	
Iceland Moss, in 1/2 lb pkgs, 6 and		
12 lb boxes.....	0 35	
London Pearl, in 1/2 lb pkgs, 6 and		
12 lb boxes.....	0 30	
Soluble (bulk) No. 1 in 10 to 30		
lb boxes.....	0 21	
Soluble (bulk) No. 2, in 10 to		
30 lb boxes.....	0 19	
Soluble (bulk) No. 2 in 5 to 10		
lb tins.....	0 21	
Nibs, any quantity.....	30-35	
Shells, any quantity.....	0 05	
Chocolates—		
Queen's Dessert, 1 and 1/2 in 6 and		
12 lb boxes.....	0 40	
Diamond, 1/2's, 6 and 12 lb boxes.....	0 25	
" 8's.....	0 28	
Mexican Vanilla, 1 and 1/2 in 6		
and 12 lb boxes.....	0 35	
Sweet Ceylon, 1 and 1/2 in 6 and		
12 lb boxes.....	0 25	
Chocolat Parisien, 5c. cakes, in		
6 lb boxes.....	0 30	
Royal Navy, 1 and 1/2, in 6 and		
12 lb boxes.....	0 30	
Pure Caracas, (plain) 1 and 1/2, in		
12 lb boxes.....	0 40	
Confectioners' in 10 lb cakes.....	25-35	
Powder, in 15 and 30 lb boxes.....	0 25	
Creams, in 3 lb boxes.....	0 28	
Icing, 1 lb pkgs, per doz.....	2 25	
" 1/2 lb ".....	1 25	
Pudding, 1 lb pkgs, per doz.....	2 25	

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12	
bx in case.....	40
Best Sweet in bxs, 6 lbs. each, 12	
boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6	
lbs each.....	30
48 Fingers to the lb., in cases 12 bxs	
12 lbs each.....	30
48 Fingers to the lb., in cases 24 bxs	
6 lbs each.....	30
8 Cakes to the lb., in cases, 21 bxs	
6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1/2 lb.	
papers.....	35
Cracked, in bags, 6, 10 and 25 lbs.	
each.....	30
Breakfast Cocoa—	
1/2 bxs 5 & 12 lbs., each, 1/2 lb., tins	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.....	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisel.		
Per 120 lb. Per 12 lb.		
case lot.	box.	
per lb.	per lb.	
Yellow wrapper.....	\$0 34	\$0 36
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42
Fancy Chocolates.		
Fingers—		
40 in a box.....per box }	\$0 36	\$0 40
20 ".....		
Croquettes—		
Yellow wrap.....	2 70	3 00
Pink.....		
Green.....	3 75	4 20
Croquettes are packed 12 lb. pack- ages in a box, and 8 boxes in a case.		
Pastilles—		
Yellow wrapper per lb	\$0 40	\$0 45
Pink.....		
Green.....	0 55	0 60
Each case contains 54 1 lb packages or 108 1/2 lb packages.		



Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

Headquarters } In 1 lb. and 1-2 lb. Glass Jars — FOR — JAM. } 5 lb. and 10 lb. Tins 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

OHAS. BEECH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " " "	1 25
" 4 " " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 26
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODRUNKER, MITCHELL & CO.'S	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03	
Borax	0 12	0 14	
Camphor	0 80	0 85	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 02	0 02	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
" boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	6 00	
Insect Powder	0 30	0 35	
Saltpetre	0 08	0 09	
Soda Bicarb, per keg	2 50		
Sal Soda	1 00	1 25	
Madder	0 12		

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dailey's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 2 oz.	1 75
" " " " 3 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more.	

FLUID REEF.	
JOHNSTON'S, MONTREAL, per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currents, Provincial, bbls.	5 1/2
" " bbls	5 1/2
" Filiatras, bbls	5 1/2
" " bbls	5 1/2
Currents, Patras, bbls	6 1/2
" " bbls	6 1/2
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	7 1/2
" 5-crown Excelsior (cases)	8 1/2
" " case	8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14oz., per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Turkey, bgs abt 6 lbs, finest grade grown	10 1/2
Prunes, Bosnia, casks	7 1/2
" " cases, new	7 1/2
Raisins, Valencia, off stalk	4 1/2
" old	6 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanas	6 1/2
" Eleme	6 1/2
Malaga	2 25
London layers	1 60
Loose muscatels, Califor	1 60
Imperial cabinets	3 50
Connoisseur clusters	4 50
Extra dessert	4 50
Royal clusters	3 50
Fancy Vega boxes	3 40
Black baskets	3 40
Blue " qrs	3 40
Fine Dehesas	3 40
" qrs	3 40
Lemons	3 00
Oranges, Jamaica	2 75
" Valencias	4 50
" Floridas	3 00
" Seedlings	3 50
" Navels	3 50
DOMESTIC	
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 09 0 09 1/2

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickarel	0 06
Pike	0 07
White fish	0 07 1/2
Manitoba White fish	0 7 1/2
Salmon Trout	3 00
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00
Shore herring	2 75
Salmon trout, per 1/2 bbl	6 00
White Fish, 1/2 bbl	6 00
Dried Fish:	
Codfish, per quintal	5 25
" cases	6 00
Boneless fish	0 04 1/2
Boneless cod	0 06 1/2
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Bloaters	0 12
Digby herring	0 12
Sea Fish: Haddock, per lb	0 05
Cod	0 05
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 55



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box doublesheets and 2 holders	69
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 67	0 68
" Red Winter	0 65	0 68
" Goose	0 61	0 62
Wheat, Spring, No 2	0 62	0 64
" Man Hard No 1	0 85	0 86
" No 2	0 83	0 84
" No 3	0 74	0 75
Oats, No 2, per 34 lbs	34	35
Barley, No 1, per 48 lbs	43	44
" No 2 extra	39 1/2	40
" No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn	...	...

HAY & STRAW.

Hay, Pressed, "on track	9 50	10 10
Straw Pressed	5 50	6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30

HORSE NAILS:	
" " 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65
SORES: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 70 p.c.	
WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap	0 04 1/2
" Screw, hook & strap	0 04 1/2
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	4 1/2
No. 1	4 1/2
No. 2	4 1/2
No. 3	4

TURPENTINE Selected packages, per gal	0 52	0 53
LINSEED OIL per gal, raw	0 60	0 62
Boiled, per gal	0 63	0 65
GLUE: Common, per lb	0 10	0 11

INDURATED FIBRE WARE.

1 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 00
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb	0 13
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
" Cervus" boxes of 1 doz.	
6d. London 5s., Canada, \$2 00	
" Cervus" boxes of 1 doz.	
1s. London 10s., Canada, \$1 00	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" Acme" Pellets, Fancy boxes (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs	0 25
p lb	

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHLEY'S	cts
Durham, Fine, in 1/2 and 1 lb tins	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex Sup., in bulk, per lb	30
Superior, in bulk, p. lb	20
Fine,	15

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1/2 lb. tins.....	0 42
Pure in 1/4 lb. tins.....	0 44

NUTS.

per lb

Almonds, Ivica.....	14 1/2	15
" Tarragona.....	16	16 1/2
" Fornigetta.....	14 1/2	15
Almonds, Shelled Valencias.....	23	32
" " Jordan.....	45	50
" " Canary.....	28	30
Brazil.....	14 1/2	15
Cocoanuts.....	5	6
Filberts, Sicily.....	11	15
Pecans.....	13	14
" green.....	11	12 1/2
Walnuts, Grenoble.....	15	16
" Bordeaux.....	10	11
" Naples, cases.....	12 1/2	13
" Marbots.....	12 1/2	13
" Chilis.....	12	13

PETROLEUM.

bbl lots, Toronto.....	Imp. gal	0 13	\$0 13 1/2
Canadian.....	0 17 1/2	0 18	
Carbon Safety.....	0 19	0 19	
Canadian Water White.....	0 21	0 22	
Amer'n Water White.....	0 25	0 25	
Photogene.....	0 25	0 25	

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

per doz

Home Made Tomato Catsup, qts.....	6 00
" " " 1/2 pts.....	3 50
" " " 1/4 pts.....	2 00
Chili Sauce.....	4 50
" " " 1/4 pts.....	3 25

Soups (in 3 lb cans).

Tomato.....	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery, Asparagus.....	4 50

Fancy — Chicken Gumbo, Or Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable..... 4 25

Worcester Sauce, 1/2 pts.....	\$3 60	\$3 75
" pints.....	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" quarts.....	6 00	
Harvey Sauce—genuine—half, pts.....	3 25	
Mushroom Catsup.....	2 25	
Anchovy Sauce.....	3 25	

PRODUCE.

DAIRY.

Per lb

Butter, creamery, tubs.....	\$....	\$....
" dairy, tubs, choice.....	0 19	0 21
" " medium.....	0 15	0 20
" low grades to com.....	0 05	0 15
Butter, pound rolls.....	0 20	0 22
" large rolls.....	0 19	0 20
" store crocks.....	0 19	0 20
Chesese.....	11	0 11 1/2

COUNTRY

Eggs, fresh, per doz.....	0 10 1/2	0 11 1/2
" limed.....	1 40	1 80
Beans.....	2 00	2 50
Onions, per bbl.....	80	0 90
Potatoes, per bag.....	0 13	0 15
Hops, 1891 crop.....	0 17	0 20
" 1892.....	0 05	0 08
Honey, extracted.....	0 10	0 15
" section.....	0 10	0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 10 1/2
Pork, mess, p. bbl.....	0 21
" short cut.....	22 00
Hams, smoked, per lb.....	0 13
" pickled.....	0 12
Bellies.....	0 13 1/2
Rolls.....	0 10 1/2
Backs.....	0 13
Lard, pure, per lb.....	0 12 1/2
Compound.....	0 10
Tallow, refined, per lb.....	0 05 1/2
" rough.....	0 02 1/2

RICE, ETC.

Per lb

Rice, Aracan.....	3 1/2	4
" Patna.....	4 1/2	5 1/2
" Japan.....	5	5 1/2
" extra Burmah.....	3 1/2	4
" Java extra.....	6 1/2	6 1/2
" Genuine Carolina.....	9 1/2	10
Grand Duke.....	6 1/2	6 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	5	5 1/2
Goathead (finest imported).....	5 1/2	6

ROOT BEER.

Hire's (Liquid) per doz..... \$2 00

SPICES.

GROUND

Per lb.

Pepper, black, pure.....	\$0 14	\$0 16
" fine to superior.....	10	15
" white, pure.....	20	25
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	16	18
Cassia, fine to pure.....	18	25
Cloves.....	14	25
Allspice, choice to pure.....	12	15
Cayenne.....	30	35
Nutmegs.....	75	1 20
Mace.....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5 1/2
Ditto.....brls., 175 ".....	5
Ditto.....kegs, 100 ".....	5
Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartoons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb " ".....	8 1/2
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " 1/2 lb. package.....	9 1/2
40-lb " 1/4 lb. ".....	10
40-lb " assorted 1/2 and 1/4 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
20-lb " ".....	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivoryine Starch in cases of 40 packages.....	\$3 00

SUGAR.

c. per lb

Granulated.....	5 1/2	5 1/2
Paris Lump, bbls and 100 lb. bxs.....	6 1/2	6 1/2
" " 50 lb. boxes.....	6 1/2	6 1/2
Extra Ground, bbls.....	6 1/2	6 1/2
" " less than a bbl.....	5 1/2	6
Powdered, bbls.....	5 1/2	6
" " less than a bbl.....	5 1/2	6
Extra bright refined.....	4 1/2	4 1/2
Bright Yellow.....	4 1/2	4 1/2
Medium.....	4 1/2	4 1/2
Brown.....	4 1/2	4 1/2
Dark yellow.....	4 1/2	4 1/2

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40
Common, fine car lots.....	0 75
" small lots.....	0 95
Rock salt, per ton.....	13 00
Liverpool coarse.....	0 75

W. C. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

THE VITAL PRINCIPLES OF

BEEF and WHEAT
With HYPOPHOSPHITES



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AND
A TONIC

PUT UP BY

The Johnston Fluid Beef Co.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

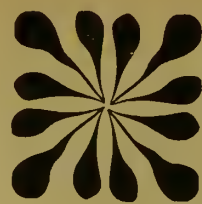
Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing

Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

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Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

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MERCANTILE AGENCY
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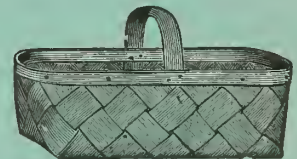
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1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
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Hoops, sunk in grooves in the staves and cannot
possibly fall off. The hoops expand and contract
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SOAP

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For a few cents, Only have them try the board and your reputation is made. Manufactured only by

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ASSORTMENT OF VASE LAMPS

Cheap and Beautiful.

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ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

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Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

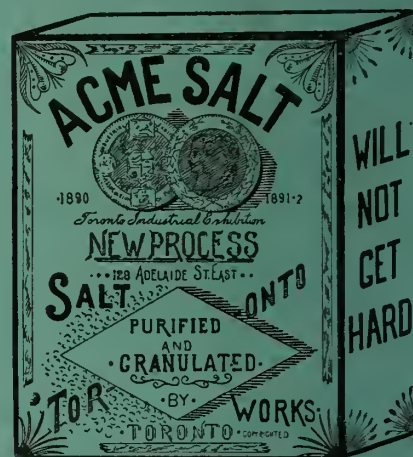
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Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

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Manufacturers of Emery, Black Lead,
Emery and Glass Cloths
and Papers, &c.,

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PUBLISHED
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VOL. VII.

TORONTO, MAY 19, 1893.

No. 20

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EL PADRE AND CABLE.

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**BROOMS,
BRUSHES,
WOODENWARE,
MATCHES,**

AND

**GENERAL GROCERS' SUNDRIES
BUTTER TUBS,**

Best Quality Spruce, 20, 30, 50 lbs., at
Lowest Market Prices.

H. A. NELSON & SONS

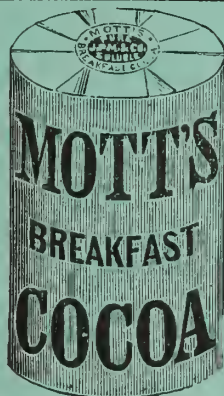
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MAKE SIMPLY WITH BOILING MILK OR WATER
FOR SALE BY ALL GROCERS.

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BAKING
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

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**MENIER'S
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ANNUAL SALES EXCEED 33 MILLION LBS.

**TO HAVE IT ADVERTISED
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IN YOUR OWN NAME AMONGST
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THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

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OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

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NEW and GENUINE.
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Packed in assorted Boxes, 5-lbs., 10-lbs.,
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Bricks, also

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Packed in 100 lb. Boxes, Whole Fish.

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Orders can be filled at short notice after this.

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Compressed Corned Beef.

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Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
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Handled by retailer
as shelf or counter
goods. No waste.
Gives general satisfaction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

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Is appreciated by your Customers, to make
a Neat Parcel you must have Good

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Which you can obtain at Lowest Mill Prices and
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THE E. B. EDDY CO.,

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MAMMOTH WORKS:

HULL, - - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannerymen, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MAY 19, 1893.

No. 20

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.
HEAD OFFICE: 10 Front St. E.
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NEW YORK OFFICE: Room 41, Times Building.
Roy V. Somerville, Manager.
EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

To do business without books is about as senseless as to navigate a ship without a chart. Yet there are men in business to-day who evidently do not think so. One has recently been discovered in an English grocer and provision dealer. And it was at a meeting of creditors that the revelation was made. He started into business two years ago with a capital of about \$50 and no books. The only wonder is that under such circumstances, he kept his head above water so long. But the poor fellow was badly buffeted about by persistent creditors and numerous judgment summonses. He seems to have been honest, but he was never destined for business, and the creditors, in refusing to grant him a discharge, acted wisely. Men who do not think books a necessity in business court failure by becoming merchants; and when the inevitable happens it is only fair to the business community that they shall be prevented from repeating the experiment.

* * *

What is within a degree of being just as unbusinesslike as keeping no books at all, is not to make duplicate entries of customers' pass-books. Only a few weeks ago an instance was published in this journal of a customer that systematically rubbed out some of the entries in her pass-book, to what extent the

grocer never knew, for the simple reason that he had no entries whereby he might make a comparison. Other instances are not wanting where storekeepers have trusted wholly to the honesty of their customers in this particular. It is all very well to account a man honest before he is found to be otherwise, but it is unwise to carry it so far in business as to allow credit customers to be their own bookkeepers.

* * *

Paper is being turned to many uses and many things into paper. The latest to be appropriated for the latter purpose is sugar cane. The fibres of the cane are said to give a paper of superior quality, and the mechanical manipulation is of the simplest. The best quality of the paper costs less than two cents a pound, and an authority estimates that as one ton of sugar cane will produce forty pounds of paper that a surplus value of about 80 cents per ton can be drawn from the sugar cane. The study of economical methods, so characteristic of the present day, is ever revealing means for the turning of waste into dollars and cents.

* * *

It is beginning to look as though caraway seed was going to follow in the wake of sugar and other markets that have an upward tendency. At any rate advices received from Amsterdam under date of April 29 indicate as much. The new crop is already in blossom, but it is only half the usual height of the plant, which is considered unfavorable to the further development. Present stocks are 20,000 bags, against 40,000 bags a year ago, while this year's crop is expected to be 35,000 bags, against 50,000 in 1892, or, an estimated decrease all round of 35,000 bags. The market is firm in consequence of these unfavorable conditions,

and quotations for August and September are higher.

* * *

A pleasant demeanor is capital to a business man, and none realize it more than the live merchant. He may feel cross and disgruntled because of the many little annoyances that fall, more or less, to every business man's lot; he may take satisfaction out of his clerks or—his pipe; but the moment a customer enters his store the clouds vanish and he is all attention, with smiles and sunshine playing about his features, although within him may be the rumblings of a storm. There are many men possessing the qualifications of capital, experience and enterprise, who never make business anything more than an ordinary success at the best, because lacking in this particular. When customers enter a store, be they men, women or children, they expect to be waited upon pleasantly as well as promptly. And there is scarcely anything that jars on their feelings so much as to be disappointed in this respect. If it be a woman she stamps her pretty little foot and vows she will never enter Blank's store again. And when a woman says "she won't, she won't." If it be a man who has been offended he will probably say some strong things to his better half when he gets home and inform her that when she wants any more goods from Blank's she had better go for them herself. If he "rules his own household" he will not only refuse to go to Blank's himself but will, in all likelihood, abjure his wife from going there. A pleasant manner towards customers is a qualification that every merchant should demand of his clerks. Merchants and their clerks have no doubt a good deal to bother them. Here is a customer that will keep you trotting attendance and then not make a purchase. There is another who

is always finding fault, and without apparent reason, while another persistently tries to beat down in price, telling you probably that it can be got for so much at your nearest competitor's. Under such and similar circumstances it is difficult to preserve the spirit of an angel or the patience of a Job, but that is what is demanded, nevertheless.

* * *

A bill to shorten the limit of time to ten years when action may be taken upon the covenant in a mortgage has been read a second time in the Ontario Legislature. The limit is now twenty years. And the promoters of the bill have no doubt been influenced by the experience of Toronto during the past year or two. To every mortgage there is a clause in which the maker covenants to see that the conditions there entered into are carried out. As everybody knows Toronto has during the last two or three years been reaping the whirlwind of a real estate boom. When the slump in values occurred many men found themselves burdened with property they could not realize upon, or for which, even did they find a purchaser, they could not get enough to retire the mortgage. Hundreds of them could not pay interest let alone principal. Then there was the consequent foreclosures. In many instances the land had passed through more or one hands since the mortgage was made. In such instances the mortgagee often looked to the original mortgagor for indemnity. If he failed to comply the land would be sold, usually at a sacrifice, and then a demand would be made upon the latter for the difference in the price obtained by the property at a forced sale and the amount of the mortgage, plus interest, costs, etc. In the event of non-compliance there was the inevitable writ. By this means numbers of men who thought themselves even wealthy suddenly found themselves penniless. Never dreaming in the boom-time, that there would be any difficulty, some speculators were on covenants for, in the aggregate, enormous sums. One well-known legal man was reputed to have his name to covenants to the extent of over a million dollars. But whatever the amount might have been he found it necessary to take a trip to England to get the necessary assistance to tide him over. In other instances, where the prospects were good, the banks came

to the rescue by granting periods of extension spreading over one, two and three years. In the avalanche were swallowed up numbers of business men.

* * *

Then it was that the innocent-looking covenant clause, of whose existence some had forgotten and others considered old-fashioned and harmless was found to be a pretty effective weapon when mounted and put into operation. With this discovery came an agitation for an amendment to the law. Some went to the extreme of advocating the expurgation of the covenant clause. But no law could prevent two parties entering into an agreement, one of whom covenanted to pay the other for value received. Even, however, did it come within the province of the law capitalists would demand higher rates of interest to compensate them for the decreased security. Some of those who took the radical view boasted that they did not care even if the rate of interest was increased so long as they got the obnoxious covenant clause wiped out. Others again desired that the clause should remain as at present, but that its life should be limited from five to ten years. The men who took this view were usually of the more responsible class of citizens, and it is their views that have been crystallized into the bill now before the House. Ten years seems to be a reasonable limit to the life of a covenant, especially in view of the fact that a note is outlawed at the expiry of six years, and, as the Hon. Mr. Fraser, who at first strongly opposed the bill, is now in favor of it, there is a probability of its being adopted. It will, of course, not be retroactive, and those whose names are already on covenants will receive no benefit. It is future covenant makers that will reap the results of the present sowing.

* * *

All the honest men have not departed yet, and one of them was revealed the other day in the person of a Portsmouth (England) grocer. His name is Dexter. In 1876 he failed and his creditors accepted a compromise at 7s. 6d. on the pound. After this fortune smiled upon him, and the other day he paid up the balance, aggregating about \$4,000. The departure was unique, and it was not to be wondered at that his former creditors should present him with a beautifully chased silver cruet as a token of their esteem.

"TREATING" CUSTOMERS.

Customs are ever changing. It is noticeable in the commercial as well as in the social world. In the one the process may be slower than in the other, but it is nevertheless going on with irresistible force. One instance will at the moment suffice. Not many years ago the idea was common that treating customers was part and parcel of a commercial traveller's duties. A glass of grog or a bottle of wine or beer was necessary to wash away obstacles that may have been in the way of securing an order. The greater the obstacle or the more porous the customer the greater was often the quantity of liquor consumed, and this usually had to be topped off with a choice Havana or two. Not unfrequently this would be the introduction to a drunken orgie, and sometimes a night of gambling. The condition of both seller and buyer the next morning to do business is obvious. The custom was even then looked upon as pernicious, but it was thought to be a necessary evil which, like a dose of bad medicine, had to be swallowed. But with the spread of the temperance sentiment came a movement to at least curtail the liberality of the traveller, and the result is a marked change compared with even ten years ago. True, the system still obtains, and, to a more or less extent, always will, but its excesses are by no means as frequent.

Houses to-day would not—in fact, they could not—countenance the excesses of the past. And for more reasons than one. Competition is keener, and, what always follows, profits smaller. To meet this falling off in the profits there must of necessity be a pruning of expenditure, and of the "mouldering branches" none are probably more accessible than that of treating customers. Then the country is overrun with an army of commercial travellers. They are usually the best men the respective houses can put on the road, and are well-trained, wide-awake, and pushing. In the face of this it stands to reason that every house demands sobriety and strict attention to business on the part of their travellers. If the first does not obtain, it is obvious that the second cannot. And it is plain that tarrying long at the wine cup with customers does not tend to cultivate either of these desirable qualities.

When the wholesale house is putting a price on goods a certain percentage has to be allowed for travellers' expenses. Although treating customers is being frowned down, yet the amount still spent in this way is, in the aggregate, large. It is obviously then in the interest of retailers themselves that the practice should become obsolete, for it is they after all who have got to pay the piper. In other words, the merchant who shares a bottle of wine or beer ostensibly at the

traveller's expense is in reality paying for it himself. There are probably some merchants who will not agree with this. In fact we have in mind at the moment at least one country dealer whom we fancy will not. "Ain't you going to buy us a bottle of wine?" or, "Ain't you going to buy us a bottle of beer?" is the stereotyped query he keeps hung up for every drummer. And as he is a big buyer he invariably succeeds; but, of course he pays for it himself in the not drink help him and all who do to not drink help him and all who do to reimburse the house that provided the means for tickling his palate. Some may say that the wholesaler would reap all the benefits from a decrease in expenditure. But the keenness of competition may be trusted to prevent him from appropriating at least the whole of it. Aside, however, from this view of the matter, the practice of treating customers is unbusinesslike and pernicious in its results, and the sooner it becomes obsolete the better for all concerned.

CHATS WITH BUSINESS MEN.

During the last few days I have had chats with drummers whose routes lie east, west, and north. They all tell me that the farmers are busy seeding, and that the country towns and villages are in consequence practically deserted, causing trade to be at the moment decidedly quiet. "But the crops, they are looking fine, and the prospects are good for the summer trade," was in effect what about the whole of them said to me.

"They are likely to have some fun over the compulsory early-closing by-law in North Bay," said a traveller the other day. "There is one firm there that runs a confectionery and ice cream business in connection with the grocery store. For some time it has closed up the grocery department early in the evening and has refused to sell to anyone. The confectionery, fruit and refreshment department was, however, kept open till a later hour. Now, the greater part of the latter business is done at night, and the firm in question consider it an injustice that it should be compelled to close at 7 p.m. So when the by-law came into force it decided to keep open, and keep open it did. A case in the police court was the result, but how it came out I have not yet heard."

"Say, you didn't get the sequel to that piano which you stated J. W. Borsberry, of Eby-Blaine's, had won in a prize-package of hair-crimpers," remarked a friend of his to me. "Well, when he went up to the office of the firm that offered the prize he found that the piano was one of those small pianos for children, and that he would have to pay \$6 for a package to ship it in. The whole

thing was a skin game, and Mr. Borsberry, of course, refused to take the thing, as it was probably just what was anticipated he would do. That gives one an idea of what these prize fakes are, and I think the sooner they are suppressed the better for the public," indignantly concluded my informant.

"Say, would it not be a good idea if the wholesale and retail trade of the city could be induced to go in for a joint picnic or excursion sometime during the summer," ventured a well-known grocer to me a few days ago. "I think it would. It would bring the two branches of trade into closer contact, would foster a better feeling, and would result in the removal of many of the existing little misunderstandings. Let us all shut up on a certain day and go to the States—No, by Jove, let's spend our money in Canada. We can have just as good a time here as across the line," he enthusiastically concluded, vigorously thumping his desk and jumping to his feet.

"Well, neither business nor money were so bad during the winter," said a prominent east end retailer to me the other day. "But I must say that things are not now so satisfactory in either respect. I have just now in my mind one of my customers, a mechanic. He did not do a stroke of work all winter, but notwithstanding this he paid cash for all his goods. As there is little or no work doing yet his surplus cash is running low, and he is in consequence getting behind in his account. That is I guess about the way with lots more, and may be fairly accredited the cause of the present scarcity of money."

"I shan't forget my first and only experience with soaked peas," said a retailer to me the other day. "I had placed an order for some canned peas, but when they arrived there was nothing on the labels to denote what the cans contained or whose pack they were, but accompanying the consignment was a bundle of labels on which were printed the words: 'Soaked Peas.' I had never heard of such a thing before. I was in a quandry. Just then a friend of mine—a commercial traveller, by the way—came in, and I told him about the matter. 'Why, man, dear,' he said, 'get them out of your store as fast as you can. If you are found with them in your possession you'll be fined.' And you can just bet I did get rid of them. I put them back in the cases and shipped them off to the packers, accompanied by a pretty strong letter, telling them to keep their representatives away from my store in the future. You can safely bet that I'll never get caught that way again."

BYSTANDER.

POISONED BY CANNED PEAS.

Dr. David Armstrong, a physician in the west end, thus writes the Toronto World:

"On March 5 three members of my family, including myself, were poisoned by eating canned peas. The fourth member disliked the taste and did not eat them, and escaped the consequences. The effect was very violent, but in my case was longer delayed, burning the coating of the right side of the stomach and producing spasmodic pains, which felt as if the stomach was distended on the points of a hundred knives, and each knife red hot. For three weeks any kind of solid food would produce the spasmodic pains, compelling me to diet on milk, beef tea and grapes. Enquiring among my patients and others I find that poisoning from canned peas is more common than from other kinds of canned goods.

"A College street grocer tells me that a family, his customers, in the North end, was poisoned by canned tomatoes, put up by the same company whose peas poisoned my family, and since then he does not sell them. A Yonge street grocer told me that the poison is mostly from the acid used in soldering the can, and that some firms put a label on the can, saying, 'This can is not soldered with acid.'

"I went to the plumber's and ascertained that the cans are soldered by a powerful poison—muriatic acid saturated with dissolved zinc, one drop of which they consider deadly in the stomach. The cans could be soldered, as tin has always been done, by use of resin, but the acid is quicker and saves a trifle in making the cans at the risk of poisoning the customers of the goods.

"I have no doubt that in hundreds of cases of stomach and abdominal pains from this source neither doctor nor patient guesses the cause.

It should be stopped. Let something be done to protect the public. Raise the price but give us a pure and safe article. Let some enterprising firm put up their goods in glass bottles, which will command a big price in Toronto, one-third of whose citizens never use the tin-canned goods through fear of getting poisoned. The Legislature should certainly take protective measures."

In case of the appearance of cholera, it is understood that sugars shipped from Europe to the United States are to be inspected and a certificate of their clean condition is to be issued by the medical inspector attached to the consul's office. In case of absence of suspicious sickness on the vessel during the voyage the sugars can be discharged in the usual way, without unusual detention in quarantine.



STRAIGHT MOYUNE'S IDENTITY.

DEAR GROCER,—At last we have the key which unlocks "Straight Moyune's" identity. It is not necessary for him to recant from his original intentions concerning the invitation for me to call upon him: I could not spare one moment out of the twenty-four hours" allotted to me to talk politics, combines, etc. Most of the "boys" know the vicinity, much better than I do, even Montreal is not ignorant nor unacquainted, and occasionally a special trip is made from there here, to be present at a private tea contest. The affinity between the letter "How to purchase tea," and "Straight Moyune's" opinion of it, and subsequent dissertations is so glaringly perceptible one can almost imagine they were twins. We are anxiously waiting further contributions promised from the same pens, particularly so, as it is openly reported on street that both parties are in joint partnership in a new book brought out especially from England, giving much information about tea, its growth, number of acres under cultivation, amount of pounds shipped annually, marks and names used in packing and shipping teas, etc., all of which is to be dished out to us piecemeal in THE GROCER. I hope the author will not be forgotten and given credit for his work, and that "Straight Moyune's" criticism of it will be "modest and unprejudiced." Yours, etc.,

A CITY TRAVELLER.

("A City Traveller" is on the wrong scent. "Straight Moyune" and the writer of the article on "How to Purchase Tea" are separate and distinct individuals.—Ed. GROCER.)

RE BUYING TEA.

DEAR GROCER,—Pardon me for again intruding on your valuable space. How a stray shot will sometimes bring down the game! Your aspiring retail critic I see got hurt; I hope not badly. The majority of us retail grocers haven't need of much education to sell sugar and canned goods at cost; we require a little more though than ordinary education to know how to buy tea if we must believe what some people tell us. In answer to "D. S. Macorquodale's Rejoinder" I may say I understood his letter to refer to the retail trade generally, and not especially to his customers. However, his "rejoinder" explains his difficulty and I forgive him, as he says he did not mean to include me in his category. When I

want to purchase tea I am not prejudiced in favor of the highest price quoted; I try to use my judgment, and buy tea on its merits, and not on the price asked for it. The idea is too ridiculous. I have had too much experience in the tea business to allow myself to judge tea on the price asked for it. Go back a few months and see what fabulous prices were paid for Ceylon tea at auction in London, Eng. Is there a sane person living today who can tell us that Ceylon tea as a commodity is worth over one hundred dollars a pound wholesale? Why, the thing is absurd. And are there not many teas being offered at the present time in Toronto not worth the money asked for them in comparison to others of the same grade? I heard of a case only last week at one of the best retail houses in this city, where the retailer was sampling fine Darjeeling teas. He had a number of samples from different wholesale houses ranging from 35 to 63c. per lb. shown to him, and on liquoring them he found only two samples in the draw worth buying; one was at 52c. per lb., the other, the best tea in the crowd, and all that was asked for it was 45c. This sample was acknowledged by some of the competitors to be the best tea in the crowd. How is this for our friend? Something similar to this has often happened in my experience, except sometimes an excuse has cropped up, and I have not got the tea selected. It is quite true that our friend is not personally acquainted with me; at the same time I know him, like most of the city travellers, by reputation, and if he knew me better he would know that I do not do my business by proxy, nor do I sell my name for trash! And I am not an isolated being without friends and business acquaintances with whom I can sometimes meet and discuss matters pertaining to our general welfare, and counsel together on business relations. Whatever other retailers may do, this I do: When I want a 16c. Congou I ask for it, and I would be surprised at a salesman showing me a tea for which he asked 25c. a pound if I ask for one at 16c. I should quite likely take him for a fool, or perhaps think he took me for one.

Yours, etc., W.F.P.

Toronto, May 15, 1893.

THE TEA DISTRICTS IN INDIA.

DEAR GROCER,—According to promise I give you the first of a series of short letters regarding Indian and Ceylon tea, and, for the assurance of your readers, I may say that I am partly indebted to Edward Money's prize essay on tea, also to Thacker, Spink & Co.'s Indian and Ceylon trade marks in tea, coffee, silk lac, chinchona, etc., to date. The districts in India where tea is grown to any considerable extent are, in the order of their acreage, Assam, Cachar, Sylhet, Darjeeling, Dooars, Madras, Dhera Doon, Chittagong, Chota Nagpur, Kangra, Kumaon.

Assam has much the largest acreage under tea, with Kumaon bringing up the rear. I find the total acreage surpris-

ingly small. No doubt there are many tea gardens devoted to home consumption whose area is not known, but what estates are registered and have agents in Calcutta, Madras, or London, comprise only 330,538 acres, about 513 square miles, or less than the county of York. The smallness of the area is not more surprising than the largeness of the yield. This small area will export about 110,000,000 lbs., or about 55,000 tons of tea, exclusive of what will go to the interior, and through Cashmere to Persia, and Russian-Turkestan. This should furnish a lesson on agricultural economy to our land-poor American farmers, such as could not be expressed in words.

It is probably not news to say that Indian tea (called Assam) began to be introduced in this country about 1865. Tea was not first grown in Assam, but in Dhera Doon, a district lying between the head waters of the Ganges on the east and the Jumna on the west, and south of the native state of Garwal. Tea from Dhera Doon is always inferior. Probably the great desert of Thar to the west with its rainless belt has some effect on the climate of Dhera. Madras is probably the newest district to grow tea. Here, while the elevation is not sufficient for the finest flavors, yet it would be an excellent tea country but for the cost of transportation. This will in a few years be overcome, with the result that land will rise in price and leave the tea planter with little profit save what he can squeeze out of the native worker on a wage of 2 annas (about four cents) per day, showing that the hand of the land grabber and the trail of the serpent is over us all. While the Kangra valley grows tea where the snow lies in the winter, in latitude 32 north, Madras, in latitude 10 north, or about 1,600 miles further south as the crow flies, yields the same plant where snow would be looked on with the same curiosity as a palm tree might be looked on in Greenland. Chittagong, on the west coast of Burma, is as far removed from Madras as is Madras from Kangra.

The tea flavors of the several districts are as widely different as the districts are geographically apart. Yet it is not safe to conclude that because if tea comes from a district noted for fine flavors that therefore that particular sample is good tea.

Assam, Cachar, and part of Sylhet are under such similar conditions in relation to latitude and rain-fall as to render the samples of each difficult to distinguish, while Darjeelings, Kumaon and Dooars are readily distinguished, yet a tea may come from Darjeeling or Chittagong, where fine flavor is to be expected, and yet lack it sadly. I have been asked: "Where can we get a book that will teach us how to sample and distinguish one kind of tea from another, and also tell how to blend?" My reply is that the only teacher is long practice. It would be as reasonable to try to find a book that would tell you when pie or hash tasted right, as to look for an arbitrary rule in the blending of teas. In my next letter I hope to deal further with this aspect of the tea question.

Yours, etc.,

D. S. MACORQUODALE.

SENSIBLE GAME COMMISSIONERS.

This year the game and fish commissioners want \$10,000 to enable them to carry on their work. In their report, which was presented to the House Friday, they make the following suggestions for amendments to the law: The clause prohibiting the killing and sale of fawns should be struck out, because when taking long or snap-shots sportsmen cannot distinguish between a fawn doe or young buck; the law should provide that wood-hares may be killed at sight if found damaging fruit trees or other property; trapping of musk rats might be permitted during April; a bounty of \$1 per head should be paid for the destruction of full-grown foxes, and fifty cents per head for young ones; the clause of the Game Act providing that no person shall take or kill more than one hundred ducks in a season should be repealed, for the reason that it cannot be enforced; the commissioners should control the issue of permits for the killing of insectivorous birds and collections of eggs for scientific purposes; the game and fishery laws should be consolidated; masked hunters should be prohibited; foreign sportsmen should be required to take out a license, no matter for what they desire to hunt, and wardens should not be allowed to issue permits.

THE SALT TRADE.

The demand for salt usually shows some improvement at this time of the year, and although the present season is a little backward, orders are coming in in fair volume. The trade has undergone some change, however, in recent years. Formerly the demand went by seasons; that is, the farmers would come in and buy a six-months' supply, but now they purchase in small lots, and the sales are distributed throughout the year. The demand thus far is equal to last season's, although it should be remarked that the average last year was not a large one. There is plenty of salt on hand for the demand, and there is likely to be no shortage of any kind. Prices are steady as a general rule, although in dull times some concessions have been granted.

The fishing season has commenced, and with it comes the demand for fishing salt. At this time of the year Gloucester, New Bedford, and the other ports engaged in fish catching fit out fleets of vessels to fish at the Grand Banks, and in curing the fish a certain kind of salt is usually employed called Trapani salt. The first cargo of this salt since last year arrived at this port a few days ago, and will be followed by others.

This season, the prospects are, that as many vessels will go out as last year, when the number was not large. Last year the fish commanded a fair price,

but the fishermen did not get the fish; and the year before the catch was not only small but the prices were low. It only needs another good catch to stimulate interest in this industry. When large catches can again be made more vessels will be fitted out, and, of course, more salt will be consumed. At present Trapani salt is selling for about \$1.62 1-2.—Boston Commercial Bulletin.

SHORT BUSINESS POINTERS.

The best credit is no credit. But when you cannot do a strictly cash business, truthfulness is next to cash. Ability and integrity are corner stones. Laying ever so deftly is no sign of enterprise.

Watch the market and all its changes as the seasons go by, and try to be first in the introduction of new goods that promise well.

Build up your paying and payment trade by selling such goods as reasonable as you can afford. Then your patrons will tell their neighbors and friends.

Do children readily recognize you as one who is interested in them, and will they remember you as one who has treated them kindly? Such are good advertisers. Can't promise profits on the other treatment.

It is nice to have credit at the bank, to be able to get your note discounted any time, but far better is discounting your bills for net cash, even though they be not so large.

Be courteous, there's wealth and comfort in it. Be natural but be courteous, even to parting with an impudent employee as though he were a gentleman.

Steady advertising in reliable channels has the test of the best and the longest experience to back it.

ABOUT PEARS.

It is remarkable, says an agricultural paper, that, although new fruits come to the front every year, there is not a pear yet that has been able to take the place of the Bartlett or the Seckel. The Bartlett is a European sort, originating in England, and named there William's Bon Curetien. It was introduced into this country, and its name getting lost, it was named Bartlett, after the men in whose garden it was when its excellent qualities were discovered.

The Seckel is a native, a chance seedling, found growing near the Schuylkill River, Philadelphia, and the original tree still stands and bears fruit. The Bartlett is in season throughout September, the Seckel from the close of September and through October. These two kinds are no exception to the rule that the quality of all pears increases in value as the trees get older. The fruit from a full-grown Seckel pear tree, for instance, is far superior to that of a tree fruiting for the first time.

THE MOLASSES SUGAR INDUSTRY.

The Boston Commercial Bulletin draws attention to the decay of the molasses sugar industry since the enactment of the Tariff Act of 1890. Since that time it has been a losing business to American refiners, and they are giving it up. The industry was not many years ago in a flourishing condition. Millions of gallons of boiling molasses were imported from the West Indies, especially Cuba, and turned into sugar. At times, when centrifugals and muscovados were high, refiners saw it to their advantage to buy these molasses sugars. For opportunities 1892 was a better one than the previous year, as the cholera in Europe kept out beet sugars for quite a while and prices on all kinds of sugar advanced. The refiners, however, operating as a unit under a Trust have had raw sugar matters so much their own way of late that they did not become at all apprehensive, and their hold-off policy spoiled what opportunities the cholera scare afforded, so that on the whole the refiners of molasses sugar were very little benefited, if any. The year 1893 is apt to see a much different state of affairs from '92 and '91. Now there are six refiners in Cuba to use the molasses at home; then there were but one or two small houses that did not amount to much. That these plants should be transferred from our soil to Cuba was inevitable and refiners realized it; hence they lost little time in making the change. It took almost two years to build these refineries, which was one reason why those here were continued in operation in the past two seasons. The situation to-day is that Cuba has sugar refineries for using boiling molasses, some of which are very large. Two are situated at Havana, two at Matanzas, one at Cardenas, and one at Sagua. Of our refineries there are seven or eight: three at Philadelphia, one in Brooklyn, two or three in New York, and one in Boston.

HAVE YOU A BANK ACCOUNT?

Some excellent advice was given to grocers in an address recently delivered before the Grand Rapids Retail Grocers' Association by a cashier of a bank in that city. He said—we quote from the report in The Michigan Tradesman—"Right here I would urge every grocer who has not a bank account to open one at once, and to pay all bills by check, and not with money from the till, as not only is that no way to build up your credit with the commercial world, for they look upon you as small potatoes, but neither can you expect to have credit with the banks by doing business that way, as they have no means of finding out about you, besides a check, when properly endorsed, is in itself a receipt of the amount paid, which sometimes is very convenient when a bill is presented the second time for payment."

A DROP IN MATCHES.

Competition in the match trade of Canada has been pretty brisk of late, and the E. B. Eddy Co., of Hull, Que., have added new interest to it by announcing a substantial reduction in price and an important change in the matter of deliveries.

In "Telegraph," "Telephone" and "Tiger" a reduction of 20 a case is ordered, usual discounts and terms. But the most important change of all is the announcement that the firm will pay freight on five case lots of their own make, where heretofore the privilege was only accorded purchasers of 25 case lots. Carnivals, Dominions and Stars will be sold to meet any and all competition. Circulars will be in the hands of the trade in a few days. Further particulars can be obtained from Thomas A. Weldon, manager of the Toronto branch, 29 Front street west.

OHIO WHOLESALE GROCERS.

The Ohio Wholesale Grocers' Association held its annual meeting at Columbus on the 9th inst., with about one hundred members in attendance. The report of the secretary showed that twenty-seven jobbers in the state, who are not members of the association, have fallen into line and are selling sugar on the equality plan. A resolution was adopted to have the chair appoint a grievance committee to secure promises from manufacturers not to sell to retailers. Another resolution protesting against manufacturers paying commission to salesmen of wholesale houses for "pushing" their products was adopted. A long conference was held with the tobacco men, but no decision was reached, the association desiring the manufacturers to establish the equality plan so successfully applied to sugar. These officers were elected: President, James Ulrick, of Columbus; vice-presidents, H. H. Eavey, of Xenia, and H. T. Sinclair, of Toledo; treasurer, Samuel Stevens, of Columbus. Executive Committee—H. A. Bishop, of Cleveland; Robert J. Smith, of Cincinnati; Charles C. Higgins, A. S. Hammond and E. E. Shedd, of Columbus.

CALIFORNIA RAISINS.

There is a striking similarity between the present attitude of jobbers regarding California raisins and the position they assumed a year ago. With very few exceptions, the tendency then was to carry as little stock as possible, and the same policy is popular at the present time. Last year there was a quite liberal stock on the Pacific Coast, and more than enough to go round in Western distributive markets, while New York and other Eastern points struggled under quite a heavy load. But the goods eventually passed into consumption, and the season of 1892 opened with comparatively light stock of old raisins on hand. All advices are to the effect that the stock on the Coast is very

small at the present time. From Western markets it is reported that the stock there is far below the quantity usually carried at this season of the year. The East has the bulk of supply, yet, according to well informed authorities, a smaller quantity than was distributed in June and July last year. It is figured out to the satisfaction of some firms that not over 150 carloads remain in commission merchants' and jobbers' hands in territory east of the Allegheny Mountains.—N. Y. Bulletin.

SMOKING HER OUT.

A company of Harvard students were starting for Springfield to the football grounds last fall, and meant to have a car to themselves. At the last moment, however, just as the train was starting, in hastened an old woman.

One of the young fellows, thinking to get rid of her easily, remarked:

"My good woman, this is a smoking car, don't you know?"

"Well, well," answered the old woman; "never mind, I'll make it do," and she took a seat.

As the train started, the word was passed around, "Smoke her out." All the windows were closed accordingly, and every student produced a pipe, and soon the car was filled with a dense cloud of tobacco smoke. So foul became the air that at last one of the boys began to feel sick. As he took his pipe from his mouth and settled back into his seat, the old woman leaned toward him.

"If ye are done, sir," she said, in a wheedling tone, "would ye kindly give me a draw? I came away in such haste I forgot mine." —Quipps.

VEGETABLE FOODS.

George W. Johnson, in his *Chemistry of the World*, says, in describing the "Vegetable Food of the World": "The grateful acid of the rhubarb leaf arises from the malic acid and binoxalate of potash which it contains; the acidity of the lemon, orange, and other species of the genus *Citrus* is caused by the abundance of citric acid which their juice contains; that of the cherry, plum, apple, and pear from the malic acid in their pulp; that of gooseberries and currants, black, red and white, from a mixture of malic and citric acids; that of the mango from citric acid and a very fugitive essential oil; that of the tamarind from a mixture of citric, malic, and tartaric acids; the flavor of asparagus from aspartic acid, found also in the root of the marshmallow; and that of the cucumber from a peculiar poisonous ingredient called fungin, which is found in all fungi, and is the cause of the cucumber being offensive to some stomachs. It will be observed that rhubarb is the only

fruit which contains binoxalate of potash in conjunction with an acid. It is this ingredient which renders this fruit so wholesome at the early commencement of the summer; this is one of the wise provisions of nature for supplying a blood purifier at a time when it is likely to be most needed. Beetroot owes its nutritious quality to about 9 per cent. of sugar which it contains, and its flavor to a peculiar substance containing nitrogen mixed with peptic acid. The carrot owes its fattening powers also to sugar, and its flavor to a peculiar fatty oil; the horse-radish derives its flavor and blistering power from a volatile acrid oil. The Jerusalem artichoke contains fourteen and a half per cent. of sugar and three per cent. of inulin (a variety of starch), besides gum and a peculiar substance to which its flavor is owing; and, lastly, garlic, and the rest of the onion family derive their peculiar odor from a yellowish volatile acrid oil, but they are nutritious from containing nearly half their weight of gummy and glutinous substances not yet clearly defined."

COURTESY PAYS.

A prominent city retailer recently desired some concert programmes printed within twenty-four hours. He was recommended to a well known firm of printers, who were to him strangers. He not only was received courteously, but was aided in the arrangement of his matter and made to feel as if the printers were under obligations to him. The man was so much pleased with the manner of his reception and the readiness to meet his wishes, that he publicly acknowledged his indebtedness before a large audience and gave the printers further large additional orders. Courtesy made a paying customer in that instance.

Mr. D— is a retail grocer in ——. One rainy day a strange woman entered his store and asked to be directed to the residence of Mr. B—. It was raining hard, and the grocer said: "Madam, my wagon is under the shed, and if you will ride in it, I will send one of the clerks to take you where you desire to go." The offer was accepted, and nothing further heard of the affair until a few days later, the wife of Mr. B. entered and said: "You were so kind and courteous the other day to my friend, to you a stranger, that my husband says he would be pleased to give you his patronage," and he did. Another instance where courtesy made a paying customer.

Courtesy costs nothing. Its exercise enriches whoever makes it a part of his daily life. Aside from its power to help a man along in trade, it is always a sign of the true gentleman and everyone can be that, regardless of his station in life. —American Grocer.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Competition is keen and active and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

DIAMOND CRYSTAL SALT

❖ THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

Lucas, Steele & Bristol, AGENTS
HAMILTON, ONT.

BENSNDORP'S ROYAL DUTCH COCOA

COLUMBIAN EXPOSITION SOFT DRINK COMPANY.

Having the exclusive privilege for soda water and all temperate drinks on the World's Fair grounds.

CITY OFFICE, 76 WABASH AVENUE,
Ground Office.

CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ., Sole Importer of Bensndorp's Cocoa, Boston.

DEAR SIR:—After a thorough competitive test of the different brands of Cocoa, both foreign and domestic, we unquestionably give BENSNDORP'S COCOAS and CHOCOLATES, of AMSTERDAM, HOLLAND, the preference, and desire you to book our order for 80,000 lbs., for use at THE WORLD'S COLUMBIAN EXPOSITION at our Soda Fountains.

Yours truly,

COLUMBIAN EXPOSITION SOFT DRINK CO.

E. F. CULLERTON, President.

Awarded
World's Fair
Contract

JAMES TURNER & CO.
AGENTS,
HAMILTON.

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

“St. Olaf” **Norway Condensed Milk** “Viking”
Pronounced the finest of its kind. Unsweetened — Really Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.

SUMACH.

The best kind of sumach which occur in commerce and are used for tanning and dyeing come from Sicily. It has recently been shown that the amount of tannin contained in the leaves is different at different stages of growth, and is greatest when the leaves have just reached their fullest development. The color imparted to the leather also depends upon the stage at which the sumach is collected. For example, if it is gathered too late it imparts a yellow color, which is due to quercetin present in the wood as well as in the root-

bark of the shrub. It is not always possible to judge from the color of the sumach itself what color it will impart to the leather tanned by it. Thus a green color which is exhibited by dry sumach arises from the chlorophyll present in the leaves; this is quite insoluble in water and therefore cannot dye the leather. Young leaves especially show the green color, whereas leaves which are ripe or over-ripe contain yellowish or brownish coloring matters. These latter also occur in the young leaves if they are exposed in a moist state to bright sunshine; or if they are stored in a moist state, in which case fermentation sets in. The color of sumach and

the proportion of tannin contained are affected by admixture with foreign substances, which are either added intentionally or are introduced by careless treatment. Of all the kinds of sumach found in commerce, only the Sicilian undergoes a proper and suitable treatment, the natural result being that it is more highly valued than any other.

At a meeting of the Toronto Pedlars' Protective Association Monday night it was decided to go to the Supreme Court against the decision of the Court of Appeal, in which the by-law against the pedlars was upheld.

WHY NOT REGULAR SALES ?

The sales of Mediterranean fruit which have been held at Montreal recently demonstrated plainly that the St. Lawrence route is quite favorable to this trade, and that there is no reason why, if proper steamship and railway facilities are afforded, it should not be carried on regularly throughout the entire season similar to the sales that are held at Boston, New York and Baltimore. That the trade can be made to pay is plain from the fact that the sales this year have realized prices fully equal to those made on the American markets. Those of last year were if anything higher, and the same would no doubt have been the case this spring but for the entirely unusual delay which the steamers experienced owing to the ice at Quebec. There is no possibility of any such delay now, however, and it seems curious that our fruit, railway and steamship men cannot devise some means whereby Montreal will be enabled to reap some of the rich toll which this trade now pays into the coffers of the American ports further south. If the railway and steamship men only have the enterprise to offer sufficiently enticing through rates from points of growth to the western and north-western states our importers can easily compete successfully for some of the enormous business now done in this line via American centres. When the fact is known that the monthly receipts of fruit at Boston and New York aggregate 100,000 to 300,000 boxes per month it is easy to see how valuable if only a portion of this trade could be diverted to our Canadian port. If Montreal is placed on the same terms as regards rates of freight as Boston or New York the advantages of the cooler northern route will be sure to tell in her favor. It remains for the steamship companies to show whether they have sufficient enterprise to reach out for this business.

SHIPPING UNCURED CHEESE.

According to reports some of the factorymen west of Toronto are doing the very worst thing possible for the good of their districts as cheese producing centres. It is alleged that cheese not three days old has been shipped from the Ingersoll district, and sufficient is known to prove that the allegation is a fact. Now, these shipments cannot be anything else than curd, for if in the usual course of events it takes more than a fortnight to cure good gross stock it will surely take more than that a cure a cheese made from flat lean fodder milk. The factorymen, therefore, have no excuse at all. They may claim that the price was bid and that they would be fools not to sell, but this is a cynical way to look at the matter, and bound to react upon themselves. It is more than likely that the generous buyers who paid them figures away up for unmarketable cheese had some ulterior motive for their course, the effect of which,

if their schemes work out, will mean that the very factorymen who got the high figures will be made to pay for it later on in the season on cheese that is really worth more money. Besides, when these curd cheese are sold in England as Ingersoll what will the Britishers think of the banner district of Canada as a cheese centre? No, it is a foolish policy whatever way one looks at it, and the factoryman is more to blame than the buyer for the reason that such a course leans to the suicidal in his case.

WHERE THEY GET THEIR POTATOES

The first new potatoes of the season received in the New York market came from Bermuda about the first of April, and as the season advances the market is supplied from Florida, Savannah, Charleston, North Carolina, Norfolk, Eastern shore, Long Island, Jersey, New York State and the West, mainly Michigan and Wisconsin; and when the state and western yield is light, as for instance last year, large quantities are drawn from Europe. The crop of old potatoes was not only light last year, but quality was poor, and the severe winter caused large quantities to be frozen, many only slightly, which were worked into consumption. This was particularly the case with foreign potatoes, and, as the local trade had been supplied largely with them consumers have had to put up with inferior potatoes for some time, and new potatoes were never more welcome than this year. The arrivals so far have been moderate and mainly from Bermuda, but last Monday, with over 2,000 barrels from Florida, Charleston and Savannah, and nearly 2,200 barrels from Bermuda, the season may be said to have fairly opened, and with arrivals increasing every week as stock gradually matures from nearer points, it will only be a short time when the old potatoes will have to give way to the newer and better stock. Advices from nearly all southern points report the acreage about the same as last season or a trifle larger. In North Carolina the yield is usually very large, but last season the market here was glutted, owing in a great measure to growers all sending in their potatoes about the same time, and shippers lost heavily, many receiving nothing for their crop, the result being that most of the small growers were wiped out or ruined, and unable to plant this season, which it was thought would make a light crop this year; but the larger growers have taken advantage of this and have planted increased quantities, bringing the acreage fully up to last year, and some estimate the yield will be larger. Most people, other than those directly interested consider potatoes a comparatively safe article to raise, and in this state and the westerly sections, where they are allowed to thoroughly mature and ripen, and are afterwards properly taken care of, they can be carried for a favorable market, but the way the southern business is carried on makes it different. Just as soon as the potato reaches a size sufficient in the grower's mind to market, they are hastily dug and shipped to market so green that they are even more perishable than many other vegetables which arrive from the south, and not only require immediate sale, but often commence to deteriorate while in transit, as growers know they have only so many days before a

nearer point will commence shipping, and consequently the market suffers serious breaks at times early in the season, as a comparatively small quantity above buyers' wants will often cause a serious decline. Last season North Carolina was the unfortunate State to get caught in the glut, when thousands of barrels sold down in the neighborhood of \$1 per barrel. As previously stated, new Bermuda commenced to arrive about April 1st, and about May 1st Florida appear, followed in about ten days by Savannah and Charleston, and ten days later, or about May 20th, first North Carolina are in market, followed by Virginia in about three weeks. Long Island and Jersey do not arrive until about the first of July, then southern have to give way, and near-by stock supplies the market until about September 1st, when stock arrives from points up the Hudson river and the interior of the State, and later from the west and Europe. Potatoes planted in this state and west are not growing well at present; advices from nearly all sections report the stock sown showing rot; but it is too early as yet to give any idea of the future outlook of the yield in these sections, although considering the short crop last season, and comparing with previous years, the coming yield will probably be sufficient, which would prevent any important importations from Europe next fall. A few are still being received from there, but the season is practically over, and we give the total quantity since the first of last October to date as follows: Great Britain, 658,600 sacks; continent, 146,360 sacks; in all 804,960 sacks.—N. Y. Bulletin.

PERSONAL MENTION.

Senator Ogilvie of the Ogilvie Milling Co. was in Toronto last week.

Mr. McAuliffe, grocer, York street, is opening out at King and Princess streets.

Sam. McQua is again back with his old firm, J. W. Lang & Co., and is filling the position of city traveller.

W. W. Sneath, of A. Sneath & Son, Penetanguishene, will retire from the firm June 1. He will leave for California shortly.

J. W. Richardson, one of Orillia's leading merchants, was in the city last week picking up goods for spring and summer trade.

Henry Lake, buyer for J. Playfair & Co. of Sturgeon Bay, has returned from a trip to the United States much improved in health and ripe and ready for business.

G. W. Furnival, formerly city traveller for J. W. Lang & Co., of Toronto, has been appointed city traveller for a Boston house. He writes encouragingly of his prospects at the "Hub."

W. J. Forrestall, representing the "Sterling" soap, has been in Toronto for some days past. He carries with him the same old time hustle that placed so much of the "Surprise" soap.

Head of firm: That new clerk seems to have lots of spare time on his hands.

Manager: No, that isn't it; he's got so much to do that he spends half the day scheming how to get through.—New York Herald.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

THE smaller lines of
 our manufactures,
 such as Herbs,
 ground or rubbed;
 Curry Powder; Celery
 Salt; Borax and Cream
 Tartar in packages are
 worthy of your atten-
 tion.

The Snow Drift Co.

BRANTFORD



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada. BRANTFORD, ONT

P. G. .

French

..Blacking..

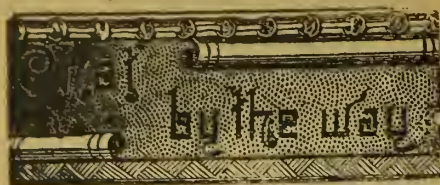
For _____

Gentlemen's Boots.

Gives an Excellent Polish.

Preserves the Leather.

Pure Gold Mfg. Co., - Toronto



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

J. G. Gibson, of Yonge street, is making extensive improvements in his store.

John Waddell has been running a grocery store in Harriston for some fifteen years. Now he has decided to pack up and settle in Chesley.

The difference between a daily and a trade paper is that the one tells the man of commerce that something has happened, and the other why and how it happened.

A Yorkshire grocer two years ago took over his stepmother's business and her liabilities. He was unable to collect accounts owing her, and now he is in the bankruptcy court.

England is threatened with an invasion of "vegetable butter" made from cocoanuts at Amsterdam. This would be a business-like way of accounting for the milk in the cocoanut.

A bright and pushing young man named Herbert Stuckey is starting a grocery store at Grand Valley. He will make a specialty of fancy groceries, and prospects are that he will do well.

There are 7,783 drinking places in New York. They are for the most part Democratic campaign bureaus, open 365 days in the year, and averaging nearly 24 hours a day of active business.

Halifax Critic says that the building at Aylesford Station, used as a canning factory, is to undergo extensive repairs. The building will be raised three feet. An addition, 36 x 52, will be built, with a frost-proof cellar underneath.

A Chicago retail grocery firm estimates that the fellow who comes in and sociably helps himself to a piece of cheese or a bit of candy and sometimes nibbles away until he has had a substantial lunch, costs them about a thousand dollars a year.

The Bank of Montreal statement for the year ending April 30th was issued Friday. The profits for the year ending April 30, 1893, after deducting charges of management, and making full provision for all bad and doubtful debts, was \$1,325,810, or \$77 less than the profits of the previous year.

There is a contest in prices between brewers of Toronto and outside brewers. The Toronto men by a combine have kept the price for a dozen of bottled ale up

to 90 cents, but have sold cheaper after paying freight in distant parts of the province. The country brewers are retaliating on some of them by underselling Toronto brewers in the city.

Pending the action of the International Commission on the question of destructive methods of fishing, the fishery regulations adopted by order in council of March of last year, relative to the setting of mackerel nets, have been suspended on the whole Atlantic coast from Cape St. Lawrence to the boundary line between New Brunswick and the State of Maine.

W. G. Walton left Hamilton Saturday for England. He intends visiting Denmark to acquire further information on the subject of butter making, and intends to bring back with him 150 head of Jersey cattle for breeding purposes. Twenty-five of these he will keep himself, and the others will be distributed amongst Ontario creamery men. It is probable also that Mr. Walton may purchase a steamboat whilst in the Old Country for summer traffic on the lake.

Advices from Cuba announce great depression and distress in the island owing to the heavy deficit in the sugar crop; Dalziel, telegraphing later, says that the reports regarding the Cuban sugar crop are very conflicting. It is practically conceded that there will be a heavy shortage this year, but the leading authorities are apparently unable to arrive at an agreement on the amount. The receipts are beginning to decrease.

"Notes for Cheesemakers for May," is the title of a bulletin just issued by Prof. Robertson, Dominion dairy commissioner. It contains an excellent treatise on spring dairying, and concludes with the advice to every cheesemaker in the country to brand or stamp the word "Canadian" in large plain letters, surrounded by a stencil border of maple leaves. The bulletin contains also a reprint of the Act passed last session "To prevent the manufacture and sale of filled or imitation cheese and to provide for the branding of dairy products."

Potatoes that were taken from the earth in the autumn of 1891 have just been exhibited to the members of the French Agricultural Society. They are as good as when they were first dug up, having lost none of their freshness and all their nourishing qualities being perfectly preserved. The method of their preservation consists in steeping them in water which contains from 1.5 to 2 per cent. of commercial sulphuric acid. It is the invention of the agricultural chemist, M. Schribaux.

It is common, especially at teas, to serve lemon in slices for those who wish it, and it is well known that the lemon with tea is the usage throughout Europe, and especially in Russia, the great tea-drinking country. Of course

milk and lemon are not used together. To those who have been accustomed to taking milk with their tea the change is not often a success. The probable cause is that the slice of lemon is served too thick, whereas the slightest shaving of peel and pulp is sufficient for an ordinary cup. Just enough should be used to correct the flavor and not enough to injure the taste.

English grocers are experiencing a good deal of difficulty with co-operative stores. This movement, which began a great many years ago, has now reached very considerable proportions, and it is, therefore, worthy of careful study on the part, not only of those traders whom it is intended that the stores should displace, but also of the public, remarks a local paper. In considering the question, it is well that a broad distinction should be drawn between this movement generally and a few large stores in the west end of London, which are frequented either by rich people who have a passion for small economies, or by those in society who are not particularly well off, and who desire to make money go as far as they can.

Dairying operations are evidently booming in the Maritime Provinces. To-day Prof. Robertson, dairy commissioner, wired the Department of Agriculture that 23 cheese factories and creameries will be in operation in New Brunswick this season, and 12 in Prince Edward Island. This is an unprecedented increase over last year, as on the Island only one factory was in operation. So keen is the desire of the Maritime Province farmers to receive instructions in the best methods of making cheese and butter that the professor is in need of more assistants, and competent cheese and butter makers in Ontario and Quebec, who would like to spend the summer down by the sea can obtain good situations by applying to Prof. Robertson, at the Experimental Farm, Ottawa.

A brutal husband—Mr. Newed: There is one virtue about these biscuits, my dear. Mrs. Newed (blushing with pleas-

To Grocers - -

Teas of all kinds, repacked into Half Chests and Cattles of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,
17 Common St., MONTREAL.

HERE'S A FACT . . .

WE ARE OFFERING

Special Value

GET OUR PRICES.

In these goods.

Canned Gallon Apples

Show the best value that can be had in the apple line at present.

H. P. ECKARDT & CO., Wholesale Grocers, TORONTO

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**Free
From
Disease Germs**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon
Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 bunchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon. . . .

Chests, Choicest Tippy Pekoos.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoos.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal



CAVERHILL, ROSE, HUGHES & CO., MONTREAL.

ure): What is it, dearest? Mr. Newed (brutally): If they were worth their weight in gold, we would be everlastingly rich.

Advertising brings publicity and publicity success.

Mrs. Grampus: That last sugar I bought here wasn't sweet at all. Grocer: No doubt when it touched your lips it seemed by contrast far from sweet, but all the other ladies in the neighborhood say it is the sweetest sugar they ever tasted. Mrs. Grampus: Do they? Well, you may give me ten pounds.

A Quebec storekeeper has been fined \$120 and costs for selling liquor without a license. He was accused of having sold the beverage under the innocent title of "spring beer, which he contended was a non-intoxicant. The beverage appears to be ordinary beer diluted with water, but not sufficient, in His Honor's opinion, to entirely do away with its intoxicating properties.

BATTY'S PICKLES AND SAUCES.

During the past week a number of spring shipments of Batty & Co.'s pickles, sauces, etc., have arrived on this market from London. The pickles are now put up in a square bottle, with a handsomely engraved label and a grand capsule, making a most attractive package. The Nabob Sauce put up by this firm is beginning to make a popular name for itself in this country. Wright & Copp, Toronto, are looking after Batty & Co.'s interest in Canada, and they speak very hopefully of trade prospects, as Canadians are spending more money each year on goods of this kind.

Besides pickles and sauces, Batty & Co. manufacture articles of equally good value, such as olives, olive oil, jams, jellies, marmalade and potted goods; in fact, a complete line of groceries and sundries. They are carried in stock by the following houses:—



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

Toronto—Eby, Blain & Co., H. P. Eckardt & Co., Perkins, Ince & Co., Sloan & Crowther, Warren Bros. & Boomer. Montreal—Caverhill, Rose, Huges & Co., Hudon, Hebert & Co. Hamilton—Jas. Turner & Co. Kingston—A. Gunn & Co.

CANADIANS ARE GOOD RISKS.

Conservatism such as is consonant with a live and energetic institution is characteristic of the Confederation Life Association. Canadians are among the healthiest people in the world, and, in spite of the competition, the Confederation Life has been satisfied to confine its business to the Dominion. How it has profited by it is well known. Last week it held its twenty-fifth annual meeting, and the reports then presented showed that the new business of the past year was the largest in the history of the association. There were 2388 applicants for \$3,815,050. Of these 2258 were approved for \$3,596,550. The applicants were one-third larger than ever before. The total insurance at the close of the year was \$22,595,752 under 14,674 policies on 12,914 lives. The interest income showed an increase up to the end of April of over \$10,000 and the premium income of over \$15,000. The total surplus securities for policy holders now aggregates nearly 1½ million dollars. Those who may desire to peruse the report will find it on pages 28 and 30, this issue.

INSPECTION OF CANNED GOODS.

Is it absolutely necessary that a State or Federal official shall visit our houses every morning to make a chemical analysis of the baking powder and a microscopic examination of the beefsteak? This seems to be our fate in the near future unless the public grows weary of the present disposition to make the Government protect the individual from accident, inconvenience and all dishonesty. Must an official of some sort examine our roofs for leaks, certify that cloth is all wool and a yard wide before we can order our clothes, and pass not only on the wholesomeness but even on the freshness of our food?

Here is a bill in the Pennsylvania Legislature which provides that canners of food shall mark on each can the date when it was sealed. We have no great sympathy with the canners who protest against this, for it is probably true that they want occasionally to work off a surplus from a previous year as fresh goods. But there is no question of the public health involved here, and there ought to be some room left for the canner and the dealer to give his name or trade mark value by the care he takes in selling his merchandise for what it really is. The way is open for canners who desire their really fresh goods to have an advantage in the market over the old goods of rivals to date their cans and to satisfy the public that their dates are truthful. Some other dealer, with the weakness about dates so generally complained of, might put an erroneous date on

his cans, but the retail dealers are not entirely without means of knowing of whom they buy, and housekeepers surely know something about the quality of the food they put on the table. Most of them have learned to prefer certain brands of canned goods, and the dealers find this out, and the favored canner derives a legitimate advantage therefrom.

There are catsups and pickles on the market that are not so good as others. They are cheaper; it is not certain that they are less wholesome. Must we have these relishes put up under the supervision of the Internal Revenue office and duly stamped, or may we leave the manufacturers and the American public to settle the matter between themselves?

There may be inferior canned goods sold at low prices to people too ignorant or too poor to discriminate. Where the public health is involved a considerable extension of the powers of Government may be tolerated, but the truth is that canned food is about as wholesome as anything people get to eat; certainly more wholesome than much fresh food is, and the healthfulness of canned food does not altogether depend on the fact whether it was put up this year or last.

From time to time there is a case of mysterious poisoning, which, if ice cream proves an alibi, is generally charged to canned food. It is possible that the accused is guilty, but the Commissary Department of the United States Army has been serving large quantities of canned foods to the soldiers for years, and in all climates, from that of Fort Missoula to that of Fort Yuma, and the Army has lost no men from poisoned canned food. It is a safe general principle to empty the contents of the can as soon as it is opened, and to keep in an earthen dish what is not immediately consumed. It is probably true that in some cases fruit acids have acted on the tin after the can was opened, but if canned food were particularly in need of official inspection the records of the Army Medical Department would afford evidence of it.

No other Arctic exploring party was ever so well dieted, or survived two years in such good health as the party at whose head Gen. A. W. Greely distinguished himself. He arranged the dietary himself and selected the foods. He relied to an unusual extent on canned foods, and he found the contents of the cans as good after two years of freezing and thawing at Camp Conger as they were at first. Juices containing sugar had in some cases candied, but the contents of the cans were as wholesome and almost as palatable as at first. Most of the provisions underwent no change at all, and were perfectly fresh, wholesome and palatable after two years. Surgeon Major W. Simpson Pratt, of the English Army, after campaigning in the Soudan, has certified that cooked food properly canned is not affected by heat.

Doubtless it is important that the contents should be properly canned, but it does not yet appear that the consumers need governmental protection in this regard, and they certainly need no official certification of the date at which the cans were sealed. The grocers want to retain their customers, and the canners want to have consumers ask for their goods. We can rely on the intelligent self-interest of these people, supplemented if need be by the existing local health authorities, to continue to supply as good canned food as the public is now getting, without providing for an army of state inspectors, or adding to the functions of the collectors of internal revenue.—N. Y. Bulletin.



There are Many

Who say that Package Teas don't pay.
This may be true of a number of high
sounding brands, but the **Best** judges
admit that no fault can be found with



TRY A PACKAGE

EBY, BLAIN & CO., Wholesale Grocers Toronto, Ont.



LORD
STANLEY
OUR NEW
BRAND OF
Black
Tobacco
EVERY CADDY GUARANTEED.
~
EMPIRE
TOBACCO
Co.
MONTREAL

DRY GOODS.

(From the Dry Goods Review.)

Another quiet week has passed, but not so quietly as previous weeks. The warm weather has induced a number of city and town dealers to place heavy repeats in many lines. But country stocks have not been broken into to any great extent, and consequently the volume of trade is not extra large.

At this time of year there are always numerous broken lots, clearances, jobs, bargains and drives which the visiting dealer can pick up and use to great advantage. The wholesalers are expecting the arrival of fall stocks and desire to clear out their spring lines as well as possible to make more room. They do not care to have so many different lines to keep in mind, and they simplify by cleaning out lines which they do not expect to carry again. In this way the retailer secures many bargains which he can turn to good account in swelling the year's profits.

On May 4th the number of merchants who took advantage of the cash discounts and paid all bills of April 1st, 4 months, was as large as ever. Remittances in general are very fair.

Letter orders are increasing in number and volume, and require a deal of labor for their execution.

NOTES.

A special purchase of white Victoria lawns at job prices has been made by W. R. Brock & Co., having been picked up by their European buyer before the recent advance in cotton goods. These goods cannot be repeated at the old prices.

John Macdonald & Co. are showing a line of 28-inch satin checked apron muslins in ten different patterns. These are scarce goods. A line of silk pongors in twenty-two different art shades is also shown. These are all new colors and very desirable property for fancy work. A line of Paris and Lyons chenille spot silk veilings in new colorings has just been passed into stock.

W. R. Brock & Co. are having a strong demand for their special line of men's black cashmere half-hose, called "Leader." This is a line of which they bought a large quantity, and which can be retailed at 25 cents per pair.

Gordon, Mackay & Co. are showing a choice line of Tartan check silk, recently secured at a large discount, being balance of manufacturer's stock, and worth in the regular way 75 cents. Thirteen choice patterns; price, 50 cents.

John Macdonald & Co. are showing a line of braces in heavy cushion web and silk web, which they are offering at \$1.50. The price in the regular way is \$2.00.

Alexander & Anderson have purchased 3,000 pieces striped and checked flannels,

being the balance of a manufacturer's stock, which they are offering at mill prices. This is a big drive, and they can be retailed at 8 cents per yard.

Another shipment of art muslins, Madras draperies, coin spot muslins, etc., in white, ecru, gold, terra cotta, sky, lemon, and other fancy colorings, has just been passed into stock by W. R. Brock & Co.

Samson, Kennedy & Co. are offering a line of cotton Austrian umbrellas, at \$7.50. This umbrella has a paragon frame, and is especially good value at this price.

W. R. Brock & Co. have several lines of black and colored cashmere hose which they have laid aside to be cleared out at job prices.

Caldecott, Burton & Spence are offering special reductions in certain lines of corsets which they desire to clear. These are genuine bargains, and correspondence will elicit further information.

Alexander & Anderson have passed into stock a full range of their well-known and justly celebrated black henriettas. These are extra value, ranging from 45 to 90 cents. The finish and color of these goods are unexcelled.

Wyld, Grasett & Darling are showing a magnificent range of patterns in their wide cloth print, in delaine patterns, in black goods, colored goods, pink goods, cream goods, also in the soft finished drillette and indigo and Turkey red effects, etc., at 10 cents per yard.

John Macdonald & Co. are showing a line of chenille curtains in a range of colors, which are being offered at \$3.75 per pair. These goods are this season's manufacture, and are claimed to be as good value as has hitherto been sold for \$4.50.

W. R. Brock & Co. have received a few novelties in summer suitings both in wool and worsted in small stripes and other small effects. Serges are growing in favor as the season advances, and further additions to their stock have been received this week.

Caldecott, Burton & Spence are offering a line of three-quarter tweed pattern dress goods at 8 cents. This line is worth in the regular way 10 cents, and should prove a plum for those who can avail themselves of it.

John Macdonald & Co. are running a special line of 32-inch apron checks at 10 cents a yard. One quality, but a range of patterns. The former price was much higher.

Alexander & Anderson have just received a large shipment of new prints in delaine patterns, in black, brown and cream grounds; also indigos, cardinals, etc., in small object effects. These are the goods that are wanted, and which ought to be on every retail counter. The price is 10 cents.

There is now reported a great demand for navy prints of fast dye. Gordon, Mackay & Co. are selling two ranges of a German make, very wide cloth, which they warrant to be of indigo dye and absolutely fast. They embrace a handsome assortment of patterns in spots, stripes and flowers in navy and white, navy and gold and navy and green.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods
Agency.

**FOR DAIRY . . .
BUTTER**

**OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

BUCHANAN & CORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
Ont.
JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.
VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Also at
Liverpool and Glasgow. **Manchester, England.**

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros
Liverpool England, Sunlight Soap; Ireland Na-
tural Food Co., Toronto, Ont., Breakfast Cereals
Leonard Bros., St. John, N. B., and Montreal
Boneless Fish; Wright & Copp, Toronto, Ont.
Imperial Cheese and Snider's Soupes, etc.
We are open for a few more good agencies
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are scarce and good sale at 12c. Butter
more plentiful at 16 to 18c. for large rolls, 18 to
2c. for one pound rolls. Dried Apples 4 to 4½c.
Green Apples \$1 to \$2.50. Beans \$1.30 to \$1.50.
Honey 8c. Potatoes firm at \$1.10. Maple Syrup
80 to 90c.—Imperial.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

**76 COLBORNE ST.,
TORONTO.**

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S.
S. "Charlington," 1500 Boxes Extra Fancy Mes-
sina Lemons; ex S. S. "Fremona," 3000 Boxes
Extra Fancy Messina Lemons; ex S. S. "Dra-
cona," 300 Boxes Extra Fancy Messina Lemons.
These are all Extra fancy November-cut Mes-
sina fruit, among them being 2000 Boxes of the
celebrated Santi de-Pasquale brand, which is so
well known for their long-keeping qualities.

Write for quotations.

J. (LEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings **Oranges.**

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

WILLIAM RYAN, PORK PACKER

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, May 18, 1893.
GROCERIES.

The unsettled weather of the last few days has naturally interfered with business, but otherwise trade is improving. The country roads are getting into better condition, but the full benefit of that is not yet being felt, for now that the farmers can get into the towns and villages, seeding time is demanding their attention. The conditions, however, continue healthy. Stocks in retailers' hands are not large and purchases are almost wholly for immediate wants. Here and there a few of the more "nervy" ones seem to have made money out of the advance in sugars. The dullness which has characterized city trade seems to have reached its limit, some of the wholesalers for the first time for some months reporting an improvement in this respect. There have been a few buyers in town during the week from the Upper Lakes, and now that navigation is fairly open their number may be expected to increase. Locally the coffee market remains much as before, but outside there is a gradual stiffening of values. Dried fruits remain much as before, except it be a rather brisker demand for prunes. Nuts remain in much the same featureless condition as before, but in rice prices are a little lower in some lines. The sugar market has not demanded so much attention this week, but prices seem to be still firmly held in spite of an easier feeling in refined in New York. The demand for tea seems to be scarcely as good as a week ago, and the same would probably apply to canned goods. Payments are rather more satisfactory, being generally reported to be fairly up to the mark.

COFFEES.

Market is a little firmer outside and higher prices are again looked for. Locally the demand is probably not up to the usual standard, people seemingly having been endued with the idea that as options were down prices would go lower. There are a few Rios selling at 20 to 22c. according to quality, but it is seldom that the outside figure obtains. We quote:—Rio, 20 to 22c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Mocha, 26 to 30c.; Santos, 21 to 22c.

DRIED FRUIT.

There is a better demand for prunes. Otherwise the market is unchanged. There is only a moderate quantity of Valencia

raisins moving. The low price article could of course be sold but the New York market is practically cleaned out of this line and none can be laid down here from there. The idea for off-stalk is $4\frac{1}{2}$ c. a pound for seconds, $5\frac{1}{2}$ to 6c. for fine; layers, fancy selects, $6\frac{1}{2}$ to 8c. according to quality. There is not much doing in currants, although they, with prunes, are sharing the most attention. New York is easier but it is on fruit that would scarcely be used here. The idea is $5\frac{3}{4}$ to $6\frac{1}{2}$ c. the outside price being of course for fine Filiatra fruit, of which there is however a scarcity. A letter received here this week from a leading Patras shipper says: "The market is quiet, but quality of what remains on this side is generally so poor that we are not pushing business in provincial growths. About six thousand tons remain in Greece unsold. Peronosperos has appeared slightly in one or two localities and we fear we shall suffer again this year. In any case the crop will only be a small one. Prunes are more active and a fair trade is now being done in them at from $7\frac{1}{2}$ to 8c. in cases. There is not much doing in dates and $5\frac{1}{2}$ c. a pound is still the idea.

NUTS.

There is not much doing and prices are unchanged. We quote:—Brazil nuts, 11 to $11\frac{1}{2}$ c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green; cocoa nuts, \$5 to \$5.50 per sack.

RICE AND SPICES.

In rice business continues generally quiet and prices are somewhat lower, $3\frac{3}{4}$ to $3\frac{1}{2}$ c. being the idea. Demand for spices is small at unchanged prices. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c. Caraway seed is firmer and advices report outside markets higher for August and September on account of light stocks and anticipated short crop.

SUGAR.

The New York market is slightly easier on refined sugar, but it does not seem to have occasioned any concern here, as it is generally looked upon as being a move on the part of the Trust to bear raws, it being short of stock. The Canadian market is unchanged. The Montreal refinery has no low grades yet, and its agents have been notified that if they cannot get their prices to not bother about doing business, as it is sure of the market. For futures the refiners are still refusing to entertain orders. The raw market is firm. The local market has been quiet, although a few carlots have changed hands during the last few days at full prices; in fact, comparatively speaking, there seems to have been more demand for carlots than for small lots. The idea is still $5\frac{3}{4}$ c. for granulated and $4\frac{3}{4}$ to $5\frac{1}{4}$ c. for yellows, the outside figure being for a very bright sugar.

SYRUPS AND MOLASSES.

There is nothing new to report in syrups and the idea is still $2\frac{1}{2}$ to $3\frac{1}{2}$ c. per pound, but there is not much doing. Molasses is also quiet and featureless, with Porto Rico selling at 38 to 46c., New Orleans at 30 to 52c., and Trinidad at 32 to 35c. in puncheons and 36 to 37c. in barrels and 40c. in half barrels.

TEAS.

Demand has only been fair the past week and in volume probably rather less than the previous week. The movement has been principally blacks. In Japans there is very little doing. Cable advices from Japan indicate that the regular market for new teas opened on choice quality at about ten per

cent. lower than last season, but has since recovered and shows steadier tone. Crop prospects promise a yield full as large if not in excess of last year. The new Japan teas now on the way are very high grades and few of them are coming to Canada, and any that might be afterwards brought in here by way of the United States would of course have to pay a duty of 10c. It will be probably nearly another month before the new crop will reach Toronto. Pingsuey's, both gun powder and Young Hysons, are firm in New York; in fact they are the chief feature of the market there. Autumnal Assams are beginning to arrive on this market, and the present is opportune for those retailers who blend their own teas to purchase. We quote: Japans, low grade and common, 13 to $13\frac{1}{2}$ c.; medium, $17\frac{1}{2}$ to 19c.; fine to finest, 28 to 35c.; blacks, low grade Congous, $14\frac{1}{2}$ to $16\frac{1}{2}$ c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

BUTTER AND CHEESE.

The butter market is weak and lower. Receipts during the week have been liberal, while the demand on the other hand has been of a merely hand to mouth character. The quality continues to improve. Receipts consist principally of dairy rolls, which sell at 15 to 16c. There are a few tubs coming in, and they sell at the same price as rolls. Farmers' pound rolls are quoted at 16 to 17c. There is not much doing in creamery owing to the free deliveries and low prices of dairy. Pound prints are quoted at 22 to 23c., and creamery tubs at 20 to 21c.

There has been no new developments in the cheese market. New cheese is quoted at $10\frac{1}{2}$ c., and old at 11 to $11\frac{1}{2}$ c. It is estimated that there are not more than a hundred boxes of old make on this market.

COUNTRY PRODUCE.

BEANS—No improvement. Jobbers are paying \$1.30 to \$1.50 and selling at \$1.40 to \$1.55.

DRIED APPLES—The market continues dull. Jobbers are paying 4 to $4\frac{1}{2}$ c. and selling at 5c.

EVAPORATED APPLES—Dull and unchanged. Dealers are as a rule paying $8\frac{1}{2}$ to 9c., and quoting 9 to $9\frac{1}{2}$ c.

EGGS—Continue steady at $11\frac{1}{2}$ to 12c., with supply just about enough to supply the demand.

HONEY—Very little doing. Extract is quoted as before at 8c. for clover and 5c. for dark.

POULTRY—There is not much coming in. Geese are hardly saleable, while chickens and turkeys are in good demand. We quote chickens at 75 to 85c., turkeys at 10 to 12c. per pound and geese at 8 to 10c. a pound.

POTATOES—The market is somewhat flurried at the moment; 95c. has been paid

(Continued on page 20.)

Oranges } Just
Lemons } Received
Bananas } Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1786

TORONTO



ORDER A Sample . Package

We would ask you to order from your wholesale grocer a **SAMPLE** Case (2 doz) of **KENT BOTTLED PICKLES**, (full 20 oz. Bottles) or a 5 Gallon Pail of Bulk Pickles. We are satisfied of the result of your investigation. We invite comparison with other goods.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish

Wholesale lots
only.

FRESH, CURED AND FROZEN fish,
of all kinds, from first hands, **LOWEST**
PRICES.

L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manu-
facturers,
TORONTO.

Do not Buy Poor Goods

THE Lakeport

PRESERVING CO.

Pack the Best _____

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Please try them.
Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Boy
Brand
Tomatoes



Keep your

EYE



on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

The volume of business is scarcely up to that of last week, but the unsettled weather of the last few days may have contributed to this. There is still however a fairly good business being done principally in retailers lots of a sorting up character. Firmness still seems to be a feature of the market. Packers have been asking for business in futures, but the trade here would not do business except at prices lower than the former would accept. It is understood that 85 and 90c. was asked for tomatoes. The packers are not anxious to make contracts as the season is so backward, preferring to take chances of making something or nothing. Tomatoes remain much as before, the movement still being fair; 80 to 85c. is the idea and we quote up to \$1 for the better and older brands. There is probably less doing in peas than in any other line of canned vegetable. The figures usually obtaining range from 80 to 85c. with an occasional 90c. being paid, while a fancy pea, claimed to be equal to the French article and containing as much more in the can sells at \$1.40. A fair business is being done in corn at prices ranging from 80 to 85c., while we quote as high as \$1.40 for honey sweet. Beans quiet and unchanged at 90c. to \$1. There is nothing special to note in salmon. Demand is of the character usual at this season, but stocks are light and prices firm. The idea is \$1.50 for talls and \$1.80 for flats. A fair sorting up trade is being done in lobster at \$1.90 to \$2.10 for talls and at \$2.50 to \$2.75 for flats. The new pack will be on the market in about a month. Peaches are not much wanted; they sell at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Plums have also not met with much demand during the week and the idea is still \$1.45 to \$1.55. Apples are of small sale at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Canned meats are in increasing demand and unchanged in price.

MARKETS—Continued

on track for first-class stock and the same price would be repeated. Lots are selling out of store at \$1 to \$1.05.

ONIONS—Not much doing and prices are unchanged. We quote: Red, \$1.10 per bushel, \$2 per barrel; yellow, \$1.20 per bushel, \$2.25 per barrel.

HOPS—Not many moving. Jobbers are getting 18 to 20c. for '92's and 14 to 15c. for yearlings.

SURPRISE SOAP

WASHES CLOTHES.

It's made specially for that purpose. It's good for all household uses.

\$5.00 PER BOX — 100 CAKES.

The St. Croix Soap Mfg. Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.,

HOGS AND PROVISIONS.

Trade is practically over for the season, but all offerings are taken, particularly weights running from 120 to 160 pounds. Demand continues good for hog products at firm prices, and packers expect that the season will end up well, stocks of long clear, hams and breakfast bacon being light. Long clear seems to be exceptionally good property at the moment. A carload of pickled hams changed hands this week at little better than 11½c.

BACON—Long clear, 10½ to 11c. Smoked backs are 13c., bellies, 13½ to 14c., rolls, 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked; pickled, 11¾c.

LARD—Pure Canadian is 13¼c. in tubs, 13½c. in pails and 13 to 13½c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

DRESSED MEATS—Beef forees are 4½ to 5½c., hindquarters 6 to 8½c., veal 8 to 9½c., lamb 8½ to 9½c.

GREEN FRUIT.

There is an increased movement in oranges and lemons on account of the freer arrivals consequent upon the opening of navigation, and they are offering at reasonable prices. Oranges are quoted lower. Bananas continue to occupy a good deal of attention, dealers filling up for next Wednesday's holiday. Pine apples are in good demand and cheaper. Apples are a shade higher. There are not so many offerings and demand is light. There is nothing much held here outside a few Spies and Rus-

sets. The price of apples is unchanged. We quote: Oranges—Valencias \$6.50 to \$7.00 per case; ditto, Jumbos, \$8 to \$8.50 per case; Floridas, \$3.25 to \$4 per box; Messinas, \$3.50 to \$4.00 per box for 160's and 200's, and \$2.00 for 80's and 100's. California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.75 to \$4.25; blood oranges, \$4 to \$4.50 per box and \$2 to \$2.25 per half box. lemons, \$3 to \$4.50; bananas, \$1 to \$2; pineapples, extras, 15 to 17c., No. 1 11 to 15c., No. 2 8 to 9c., No. 3 7c.; California apricots, 20c. per lb. 25-lb. boxes; apples, \$1.50 to \$2 for ordinary stock and \$2.25 to \$3.50 for choice to fancy.

MAPLE PRODUCTS.

Demand is about over for syrup and is falling off for sugar. We quote syrup at 65 to 80c. a tin and 85 to 90c. per imperial gallon. Sugar is unchanged at 9 to 10c.

FISH.

Arrivals of fish are still small, but there is quite enough for the demand. Receipts consist principally of salmon trout, blue back herring, pickerel and pike. Finnan haddie is 2½c. cheaper and pike is quoted 1 to 2c. lower. Oysters are out of the market. The quotations are as before: Fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; ciscoes, \$1.35 a hundred; finnan haddie, 5c.; perch, \$2 to \$3 per hundred, as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.

... UNEQUALLED ...

SYMINGTON'S

COFFEE
ESSENCES

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850

“REFERENCES”—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

“Solder Hemmed” Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

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GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

“NEW” Pickles and “NEW” Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

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BELLEVILLE CANNING CO.

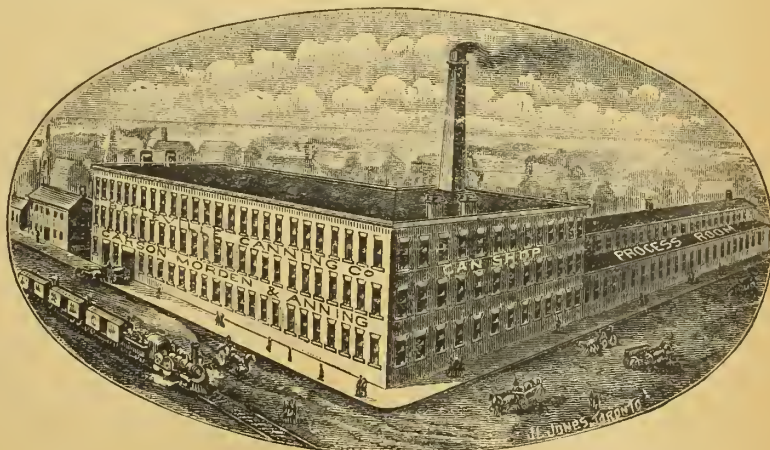
—PACKERS OF THE—

“Queen Brand”
Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued.

SEEDS.

The season is about over as far as timothy and clover is concerned, although jobbers are still receiving numerous small orders, which are being filled at from \$7.80 to \$8 per bushel for red clover, as to quantity and quality and mammoth at \$8.10 to \$8.55 per bushel. Alsike continues scarce; small orders are being filled at \$8 to \$9 per bushel according to quality. In timothy, choice to extra sells at \$2.50 per bushel. Jobbers are experiencing more demand for Hungarian grass seed, millet, and ensilage corn. Hungarian is quoted at \$1 to \$1.10 per bushel, millet at 85 to 90c. per bushel, and ensilage at 62 to 72c. per bushel, according to quality and grade.

HIDES, SKINS, TALLOW, WOOL.

HIDES—There is no change in price. Good hides continue scarce. Good selections are worth 5¼c.

SKINS—Calfskins are easier, in sympathy with the drop of 10 to 15c. a skin in the States. No quotable change has been made here yet, but lower prices are expected soon. Jobbers are paying 7 to 8c. and selling at 8 to 9c. Sheepskins are normal at \$1.35 to \$1.45.

TALLOW—Seems to be a little steadier since the decline. Dealers are paying 5½c. and selling at 6c. Rough is lower at 2c. There is not much doing.

WOOL—There is still a moderate demand from the factories at unchanged prices. Pulled wool is offering in limited quantities, and there is not much selling. Fleece wool is nominal at 17 to 19c., clothing 25 to 26c., Canada South Down, 27 to 28c.; white Indian, suitable for blankets, 17 to 19c.; grey East Indian, 11 to 13c.; B.A.'s white clothing 32 to 34c.; cross breeds, 26 to 28c.; Canada extra, 25 to 27c. Canada super is scarce and good selection would readily fetch 23c.

PETROLEUM.

There is no special feature to note. Lubricating oils are pretty well picked up and season is over for burning oils. The trade is now awaiting the tariff changes which go into effect July 1. In the meantime dealers are not much concerned about business. We quote:—Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

There has been a further advance in the price of the West Indian cocoa bean.

Sloan & Crowther are in receipt of a full line of the Aylmer Canning Co.'s meats.

It is rumored that one of the houses on the street has decided to withdraw from the Guild.

It is estimated that there are not a hundred boxes of old cheese on the Toronto market.

The Toronto apple market is about cleaned out of everything except a few spies and russets.

Arthur P. Tippet & Co., of St. John, N.B., report a wonderful sale of Lazenby's jellies. "Although Lazenby only got to packing six months ago, they write, 'apparently they

are just like all the rest of the goods he packs, absolutely the best that can be put up."

Eby, Blain & Co. report the arrival of a consignment of Batty's pickles and Nabob sauce.

Smith & Keighley have received their spring consignment of Cross & Blackwell's fancy goods.

H. P. Eckardt & Co. have a shipment of gallon apples—Ontario Packing Co.'s brand—which they are offering at a reasonable figure.

H. A. Nelson & Sons announce a reduction in Steamship Matches. The price is now \$3.10 per case, freight prepaid on five case lots.

H. P. Eckardt & Co. have a shipment of Faulder's marmalade just arriving. This marmalade is said to be rapidly coming to the front.

Tellier, Rothwell & Co. of Montreal are putting a new line stove past polish on the market in two sizes. They recommend it as being particularly good.

McWilliams & Everest have received about 16,000 boxes of lemons since navigation opened on the St. Lawrence, of which 5,000 boxes were for themselves.

The E. B. Eddy Co. announce a reduction of 20c. a case in Telegraph, Telephone and Tiger matches, and that freight will be paid on five case lots instead of 25 as heretofore.

Warren Bros. & Boomer have been appointed sole agents for Koepff's family gelatine. They report the receipt of several repeat orders. The quality is highly spoken of.

F. W. Hudson & Co. have been appointed sole agents for Canada of Buttermilk Toilet Soap, manufactured by the Cosmo Buttermilk Soap Co., Chicago. This soap is highly spoken of.

Perkins, Ince & Co. have on exhibition a "loaded" tea chest. This is a package of tea out of which Chinese thieves have very cleverly drawn the tea and filled it up with rice hulks, sand, roots, etc.

Lucas, Steele & Bristol, of Hamilton, report a fair movement in their low grade and medium Congous, Japans and Young Hysons. Their values at 14 to 16c. are exceptional. They will send samples on application.

James Turner & Co. find it difficult to fill Ram Lal's tea orders, the trade pushing same with great vim, seeing Ram Lal's gives the best satisfaction of all teas on the market, and is not sold to pedlars or gift stores.

The Morse Soap Works have struck out some brands from their list and changes are announced in others. These are the changes: Eclipse, 5½c. per lb.; Mottled, \$3.20 to \$5.25; Electric, \$3.50; Royal Laundry, \$3.10; Octagon, \$4.50, all per box. Ruby, 42c.; Monster, 30c.; Royal Magnum, 25 to 30c.; Anchor, 45c.; Morse's Assorted, 50c.; Morse's

Rose, Windsor and Castile, 50c.; Pure Coconut, 50c.; Cocoa Castile, 50c.; Plain Honey, 75c.; Glycerine, 75c.; Plain Windsor, 75c., all per dozen; New Arcadian, 45c. per gross.

J. M. Fortier, of the Creme de la Creme Cigar Factory, Montreal, offers to furnish Havana tobacco seed free to persons who will either call or write. He has imported the seed specially for the purpose, and his object is to encourage the cultivation of tobacco in Canada.

The St. Croix Soap Manufacturing Co. of St. Stephen, N.B., are nothing if not original. This is at the moment being demonstrated by the method they have adopted of sending out samples of their Surprise Soap to the trade. Enclosed in an attractive little japanned box are two small cakes of this soap wrapped in different colored papers. On the outside of the cover are the words, "Sample of Surprise Soap," while on the inside is a label showing the profit the retailer can make out of this soap.

MONTREAL MARKETS.

MONTREAL, May 18, 1893.
GROCERIES.

The week has not shown any material improvement in the dull position shown by most of the staple groceries, and although sugar shows more or less activity, owing to the fear of further advances which has spurred buyers into more or less activity, but even at the advanced prices now ruling sellers are disposed to accept orders only on very conservative lines. Teas and coffees are quiet, while spices, although they are not specially active, meet a fair enquiry at steady prices. Dried fruit is very slow, and other lines do not furnish any notable feature.

SUGAR.

The advance of ¼c. in the price, which transpired last week, has been maintained, but the tone of the market is somewhat easier this week, although business is moving at the same prices. Sales of granulated at the refineries were made during the week at 5¼c., and yellows at 4¼ to 4¾c., as to grade.

SYRUPS AND MOLASSES.

The syrup market is quiet, with no extensive business to note. Canadian has sold in a small way at 2 to 2¼c. per lb., and American at 18½ to 21c. per gallon. Molasses remains firm, and it is reported that orders have been placed in Barbadoes on behalf of buyers here at 15c. first cost there. On spot the combine price is firmly maintained at 33 to 34c., but the demand for the article is small and unimportant.

TEAS.

There is very little news in the tea market. First lots of new Japan stock are expected here shortly and many buyers are awaiting their arrival, even although in the opinion of many they will be a little too high priced for the ordinary run of the demand. From stock here Japan goods have been

(Continued on page 24)

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

FLOUR AND FEED.

TORONTO.

The flour market continues quiet and unchanged. There have been sales during the week of Ontario patents for export at equal to \$3.30 to \$3.40 in wood. Oatmeal is higher, while millfeed is easy.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.40; strong bakers' \$3.80 to \$4.10; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.75.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.65 to \$2.80; low grades, per bag, \$1.00 to \$1.25.

MEAL.—Oatmeal is \$4.00 to \$4.30. Cornmeal is \$3.25 to \$3.50.

FEED.—Bran (ton lots) \$12.50 to \$13.00, do (on track) \$12 to \$12.50, shorts (ton lots) \$16, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 37 to 38c. on track.

HAY.—Baled timothy, demand is good and supply fair at \$9.50 to \$10.

STRAW.—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

X The flour market is very quiet. There is little or no enquiry from outside points, and the local movement is restricted to a few jobbing transactions, for dealers are pretty well supplied at the moment. We quote:—Winter wheat, \$4 to \$4.25; spring patents, \$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55; extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90; city strong bakers', \$4 to \$4.10; strong bakers', \$3.75 to \$4.

ST. JOHN, N.B.

Flour.—The market took an upward turn last week, from 10 to 20c. per barrel, and a better demand has followed. As price is still very low a further advance would not be unexpected. Present quotations are: Manitoba, \$5.10 to \$5.20; Ontario high grade, \$4.20 to \$4.30; medium patents \$4 to \$4.15.

Oatmeal.—Market steady at late advance, \$4.35 to \$4.45, and in fair demand.

Cornmeal.—As corn is up 4 or 5c. an advance in meal would seem in order, though prices are unchanged at \$2.70 to \$2.75.

Middlings.—Bags from \$23 to \$24.

Oats.—45 to 48c.; split peas, \$3.90 to \$4; pot barley, \$3.90 to \$4.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

CARD'S CELEBRATED

Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbound, Ralston & Co., Montreal; Bate & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
QUELPH

The Western Milling Company

(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

Embro
Oatmeal
Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

WHOLESALE

PROFIT

RETAILERS

A Good Margin FOR PROFIT

To both Wholesalers and Retailers
is allowed on

ROBINSON'S PATENT BARLEY

AND

ROBINSON'S PATENT GROATS

"The Best foods on Earth for Invalids and Children."

For Prices and Samples, write

FRANK MACOR & CO., 16 St. John Street, MONTREAL

Sole Canadian Agents.

MONTREAL Markets Continued.

moved at the following range: Low grades 13 to 14c., good common 15 to 18c., fine 19 to 21½c., and finest to choicest 23 to 31c.

COFFEES AND SPICES.

The local coffee market is quiet and prices are steady. Sales of Maracaibo have transpired at 20 to 21c. for round lots and 22c. for smaller quantities. We quote Jamaica 19 to 20c., Maracaibo 20 to 22c., Rio 19 to 21c., Java 24 to 28c., and Mocha 25 to 28c.

Spices are firm and we quote as follows:—Black pepper 8 to 9c., pimento 6½c., nutmegs 50 to 52½c., and \$1 for strict wholesale lots.

FRUIT.

The fruit sale caused a little stir, there being a good attendance of outside buyers. We quote: Oranges, Messina, \$3.25 to \$3.50; half boxes, \$2 to \$2.50, and bloods \$4 to \$4.50.

Lemons met with a good active demand and prices were fairly steady. We quote fair stock \$2.50, good \$3 to \$3.50, and fancy \$4 to \$4.50.

Bananas have met a good demand, and prices are steady at \$1 to \$1.50 for ordinary stock and \$2.50 for choice large bunches.

There has been a fair enquiry for figs at from 9 to 10c. per lb. on 10-lb. boxes.

BEANS.

Beans have shown little change, prices ruling steady at \$1.60 to \$1.65 for Western hand picked and \$1.25 to \$1.50 for good. Some inferior lots have changed hands at as low as \$1.

HONEY.

Honey rules quiet and prices are much the same. Extracts sells at 6 to 7c. and comb stock 9 to 13c., the outside figure being for white clover.

HOPS.

The market is dull and unchanged, brewers not being on the market at all. Good to choice stock are worth about 17 to 18½c. and lower grades 14 to 15c.

MAPLE PRODUCTS.

A few sales of syrup are made from time to time at 5 to 6c. per lb. in the wood and 55c to 60c. per gallon tin. Sugar is the same 6 to 7½c.

ONIONS

The stock of domestic onions are pretty well cleaned up and yellows are not to had in wholesale quantities. Sales of them were made at \$2.50. Reds are quoted at \$3.50 to \$4.00.

POTATOES.

The market is steady, car lots selling at \$1.05 to \$1.10 per bag.

EGGS.

There is a good demand for eggs, and while the deliveries from the G. T. R. are still behind, the receipts are very heavy. Prices rule at 11 to 11½c.

BUTTER AND CHEESE

Receipts of new butter are freer, but the price is fairly well maintained for both new creamery and dairy at 22c. There is no export demand for new stock, nor can any be expected until genuine grass butter is on the market. The transactions are not large, therefore, lots of 25 tubs being about the maximum, some sales of this quantity having been put through on account of buyers down below. In old stock there is little to note, some business in Kamouraska transpiring at 18½ to 19c. We quote as follows: New creamery, to 22c.; new Townships dairy, 22c.; Western dairy, 19 to 20c.; Western roll, 17 to 19c.; old dairy, 17 to 19c.

The cheese market rules much the same, but values are gradually working lower with

the advance of the season and the freer offerings. As yet the business in the country has been the chief indication of value, for spot transactions have not been many. It is understood, however, that some Ontario goods have been turned over at 10½c., and this is about the best figure obtainable. The enquiry over the cable is of an indefinite kind in most instances, the idea apparently being more to tempt offers than to make bids. Some deals are going through, however, and although no stated figure can be ascertained, it is probable that 50s. nett Montreal, which is about equal to 10¼c., represents the basis. We now quote the market 9½ to 10½c.

MONTREAL TRADE NOTES.

C. A. Chouillou reports better returns from the west for his line of Meniers chocolate.

Lightbound, Ralston & Co. are offering some choice brands of molasses, Japan teas, etc., this week.

Regan, White & Co., have a lot of new teas arriving this week, comprising some of the choicest grades.

Frank Magor & Co. say they are having encouraging returns from Robinson's lines of patent infant goods.

Carter, Galbraith & Co. have moved to the large warehouse at the corner of St. Peter and Foundling streets.

The Canada Meat Packing Company, have been purchasing some considerable lots of fat cattle recently.

Stewart, Munn & Co. report business quiet in fish at the moment, but say there is a good demand for their codfish steaks.

Caverhill, Rose, Hughes & Co. offer some special lines of canned goods. They are booking some nice orders for their Indian teas also.

Chaput, Fils & Co. are offering some choice new crop Barbadoes molasses at moderate prices for delivery during the course of the next week or so.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., May 18, 1893.

The advance last week of 10 to 20c. in flour has created a better demand for that article. An increase is also noticed in sales of other lines, with good outlook for healthy spring trade. Butter is scarce, and prices will likely rule high

for several weeks. Money is not as plentiful as dealers would wish.

Dried Fruits.—Prunes sell slow at 7 1-2 to 8c.; dates, 4 1-2 to 5c.; off-stalk Valencias, 5 to 5 1-2c.; Valencia layers, 6 to 6 1-2c.; currants, 5 to 6c.

Dried Apples sell at 6 to 6 1-2c., evaporated apples are scarce at 9 to 11c.

Sugar.—Good demand; prices unchanged, though, if reports are correct, a further advance may be expected. We quote as follows: Granulated, 5 1-4 to 5 3-8c.; extra at 4 1-2 to 4 7-8c.; yellows, 4 1-4 to 4 1-2c.

Molasses.—Very light stocks here and market firm. Barbadoes is quoted 33 to 34c.; Antigua, 27 to 29c.; Porto Rico, 32 to 33c.

Butter.—Very little choice offering and in good demand. Prices are 22 to 24c.

Eggs.—A better enquiry at slightly higher prices, 11 to 12c.

Onions.—New Bermudas in crates are selling \$1.65 to \$1.75, with market well supplied.

Provisions—Beef, \$14.50 to 15.50; pork P.E.I. mess, \$22.50 to \$23.50; American clear mess, \$25 to \$26; lard is up 1-2 to 3-4c. per lb., being quoted at 11 1-2 to 13 1-2c.

Fish.—Dry cod, large, per 100 lbs., \$4.35 to \$4.50; med. cod per 100 lbs., \$3.50 to \$3.75; pollock, per 100 lbs., \$2.15 to \$2.25. Pickled herring, bay, half bbls., \$1.60 to \$1.70; Shelburne, half bbls., \$2.25 to \$2.50; bbls., \$3.90 to \$4; smoked herring, 8 to 10c.

OLIVE OIL PRODUCTION IN ITALY.

According to a statistical return recently issued by the Italian Minister of Agriculture, the extent of land under olive cultivation in Italy in 1891 amounted to 2,578,675 acres, and the product of oil to 60,270,188 gallons. Of this quantity 14 million gallons were exported. The cultivation of the olive is carried on, says the French consul at Florence, in 50 out of the 69 provinces of Italy, and in 3,214 out of the 8,253 communes. The Province of Port Maurice is the one which in proportion to its extent possesses the largest quantity of olive trees, and the Provinces of Lecce, Bari, Pouilles, Reggio de Calabria and Chieti follow in the order named. As the average yield per acre depends upon the conditions of locality and soil, and upon the description of olive trees and methods of cultivation, the variations in the different districts are very considerable.

IT'S TIME TO BUY—

HIRES



Order a supply . . .
from your . . .
Wholesale house.

T. J. COOKE & CO. - AGENTS, MONTREAL.

We Take Stock in May

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the **New Era and Columbian** assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

JAMES A. SKINNER & CO.

54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

TEAS !

Full lines of finest values in Congous, Assams and Ceylons, also some choice lots of Young Hysons, Japans and Orange Pekoes ; including an assortment of the most delicately flavored blended Teas in packages under our special brands.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

GELATINE

Kœpf's Superior Refined

Specially prepared for making Jellies, Blanc-Mange, Charlotte Russe, Soups, Gravies, Etc. Quality second to none.

WARREN BROS. & BOOMER,

SOLE AGENTS

35 and 37
Front St. East, **TORONTO**

--: : We are offering : :--

EXCELLENT VALUES

---: IN :---

TEAS, SYRUPS and NEW
ORLEANS MOLASSES.

—: SPECIAL SNAP IN :—

VALENCIA RAISINS.



**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS

& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

T. KINNEAR & CO.,

TORONTO,

For this week Special
Bargains in

TEAS



**Clover Leaf Lobsters
And String Beans**

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

LONDON RETAIL GROCERS' ASSOCIATION.

The regular meeting of the above named association was held on the 9th inst., with a fair attendance. President W. H. Ferguson in the chair.

Notice of motion given at last meeting by R. A. Jones to change time of meeting from evening to afternoon, was laid over as the mover was unavoidably absent.

The secretary read a number of letters from sister associations, all stating that they heartily endorsed the action of this association respecting the proposed Pharmacy Act and the act exempting civil service employees' salaries from garnishee.

The president reported that good progress was being made in the movement, and that no doubt pressure would be brought to bear that would bring about the desired amendments to those acts. He received a letter and copy of the amended proposed Pharmacy Act from W. R. Meredith, Q.C., M.P.P., and a request that any objections to the act as amended be forwarded to him, and the same would receive careful attention.

The copy of amendments were carefully read over and there was only one clause that was not quite clear, and the president said he had written Mr. Meredith, M.P.P., asking a full explanation of the meaning of that clause, but had not as yet received a reply.

It was left with the president and secretary to look after the interests of the association in the matter.

The American silver question was taken up for discussion. The president stated that American silver and silver certificates were becoming so plentiful of late that it was to a considerable extent taking the place of our own money. This was caused by the American government sending large amounts of their gold to foreign countries and issuing silver and silver certificates for circulation and not redeemable in gold. Our banks refuse to take American silver except at 20 per cent. discount, and while there has been no serious inconvenience up to the present, there is likely to be in the near future if American silver continues to increase as it has been doing during the past few months and our banks still refuse to take it at par.

After some further discussion on the question, during which it was shown that it only required united action for a very short time to get rid of a great portion of the American silver, it was considered that as there was not a sufficient number of the members present to properly establish any plan, it would be better to lay the question over for further discussion at next meeting.

A general sociable chat of half an hour followed, reference being made to the state of trade, advance in price of sugar, prices of canned goods, lard vs. cotton-lene, etc, and at 10 o'clock the members bade each other good night and another interesting meeting closed.

The next regular meeting will be held on June 13th.

HOW LONDON IS FED.

The enormous number of transactions composing a year's trading in a large retail establishment may be gauged from the following particulars of goods sold by the provision department alone of Messrs. Spears and Pond's stores during the year 1892. The number of American and Cheddar cheeses sold was 5,422, weighing 1,605 cwt., or, to be exact, 179,830 lbs., and in addition, 1,974 stiltons, 15,380 camemberts, together with 24,170 cream cheeses of various kinds. Of fresh butter there were sold 4,227 boxes, and of salt butter 2,437 packages, the combined weight of which was 189,843 lbs. The number of sides of bacon reached 4,809, weighing 3,026 cwt., or upwards of 150 tons. The hams numbered 14,357, weighing 1,660 cwt., or 185,984 lbs., and the eggs contained in 1,620 cases were 1,220,540.

EPPS'S COCOA

$\frac{1}{4}$ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon
Application.

Wm. RENNIE, Toronto,
Ont.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

HYGEIA WATERS

TO THE TRADE

Very many thanks for your kind patronage.

Carbonated Beverages will be my **Specialty** this year instead of a side line. We make no cheap goods and do not use rubber stoppered bottles but fresh corks every time. A 2 cent deposit is charged and allowed on all quarts.

Please note my new address where I will be glad to see any member of the trade at any time.

Yours respectfully,

J. J. McLAUGHLIN

Mnfg. Chemist.

Tel. 2025. 153 and 155 Sherbourne St.

Butter Tubs.

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.

HAMILTON.

A . . .
Few . . .
Reasons
Why . .

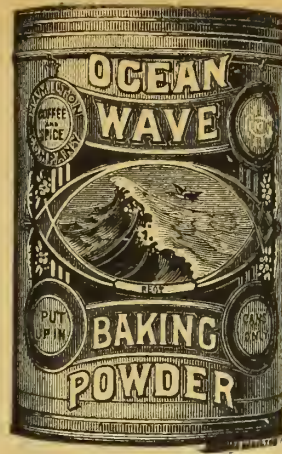


Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



Best Value!



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Henderson streets, Jersey City, where we have greater facilities for manufacturing to meet the increasing demand for our machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK

The Hungerford
Co.

LIGHTBOUND, RALSTON & CO.

MONTREAL



Japan Teas 13c. and up.

Japan Nibs 12½c. and up.

Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

Sugars, Syrups, Molasses, Canned Goods, Fish, Fruit, Vegetables,

Write for Samples and Quotations.

THE CONFEDERATION LIFE ASSOCIATION.

TWENTY-FIRST ANNUAL REPORT

Another Year of Solid Progress.

THE NEW INSURANCE WRITTEN EXCEEDS THAT OF ANY OTHER YEAR IN THE HISTORY OF THE COMPANY-- INCREASES MADE IN ALL DEPARTMENTS OF THE COMPANY'S BUSINESS.

The Twenty-first annual meeting of the Confederation Life Association was held on Tuesday, May 9, at 3 o'clock in the board room of the company's new building in Toronto.

The Hon. Sir W. P. Howland, C.B., K.C., M.G., occupied the chair, and the Managing Director, Mr. J. K. Macdonald, was appointed Secretary. There was a large attendance of policyholders and shareholders of the association, among those present being: Edward Hooper, vice-president; W. H. Beatty, Walter S. Lee, W. H. Gibbs, George Mitchell, of Halifax, N.S.; S. Nordheimer, A. McLean Howard, J. D. Edgar, M.P.; Alfred Gooderham, Jas. Beatty, Q.C.; H. H. Ogden, J.S. Huston, I. Diamond, C. M. Gripton, R. R. Gamey, R. S. Baird, Alfred Myers, C. E. Hooper, W. A. Lamb, Dr. Wm. Oldright, W. McGibbon, J. M. Richardson, J. P. Donald, Henry Harper, F. W. Green, Provincial Manager C.L.A., Halifax; W. R. Harris, D. McDonald, Inspector Manitoba, Northwest Territories and British Columbia; J. Tower Boyd, Inspector Eastern Ontario; Thomas Sanderson, Inspector Western Ontario; F. H. Heath, H. S. Snow, F. H. Johnston, Rev. Mr. Ball, John Colridge, D. George Chestnut, A. W. R. Markley, Calgary; G. W. Parker, of St. John, N.B.; James Mussen, P. D. McKinnon, Winnipeg; R. H. Gamble, A. J. Russell Snow, R. J. Hunter, W. Macdonald, J. L. Kerr, etc., etc.,

The President opened the meeting by calling upon the Secretary to read a copy of the advertisement and of the notices to the shareholders calling the meeting.

The minutes of the last meeting were taken as read and formally adopted.

THE FOLLOWING REPORT AND FINANCIAL STATEMENTS WERE THEN SUBMITTED TO THE MEETING:

ANNUAL REPORT.

Your directors beg to lay before the shareholders and policyholders their report for the past year. In doing so they take the opportunity to express their gratification at the striking evidences of the growing popularity of the Association, shown by the large increase in new business. It should be borne in mind that the business obtained by the Association is drawn entirely from the healthy lives of our own Dominion, and has been secured without resorting to the far too common practice, on the part of some companies of granting policies for nothing, or for a small portion of the premium for the first year. Nor has it been obtained by insuring lives in climates and countries where the mortality experience must prove unfavorable, and consequently injurious to the Canadian policyholders.

The question of extending the operations of the association to points outside

of Canada is one which may require more than a mere incidental consideration from your Board, and if at any time it should be decided to go outside, the operations will be restricted to countries where the mortality will not injuriously react upon our home policyholders. There is, however, very much to be said in favor of confining the business to Canada, and growing with its growth.

The new business is much the largest of any year in the history of the Association. There were 2,388 applicants for \$3,815,050. Of these 2,258 for \$3,596,550 were approved, and the balance declined or withdrawn. Adding to the new issue the revived policies of previous years and bonus additions, the total new business was 2,291 policies for \$3,672,591 of insurance.

The total insurance in force at the close of the year was \$22,565,752, under 14,674 policies on 12,914 lives.

The death claims which arose during the year aggregated the sum of \$173,751, under 105 policies on 86 lives. The mortality continues favorable, and the amount of the death claims confirms very closely to that of the previous year.

The financial statement herewith submitted exhibits fully the Company's position at the present time.

The audit has been made in a thorough prompt and satisfactory manner. The report of the auditors will be found following the financial statements.

The handsome Head Office building is now almost finished. The Association took possession of that part occupied by the company on October 11th, and the first meeting of the Board was held in the new Board Room on the following day. The Association's offices are handsome, commodious, and well lighted, and are in every way suitable for its present and future business. A considerable portion has been rented, and very much more would have been but for the great and unlooked-for delay in completing it. The western block will soon be ready, when it is anticipated satisfactory arrangements for renting will be made. Your Directors believe that already the Association has derived great benefit from the erection of our Head Office building, as there is no doubt it has had the effect of giving a feeling of increased security, and its future as a paying investment is assured. The future of the City of Toronto is the best guarantee of the future of our building. Situated in the very centre of the city, the day is not far distant when the demand for the spacious, airy and well-lighted renting spaces will yield a better return than the best investment of the Association.

Under the Act of Incorporation all the Directors retire, but are eligible for re-election.

W. P. HOWLAND,

President.

J. K. MACDONALD,

Managing Director.

Financial Statement.

Net Ledger Assets Dec. 31st,
1891.....\$3,483,617.39

RECEIPTS.

Premiums\$716,048.24
Annuities 5,411.75

\$721,459.99

Less Re-Assurance

Premiums 4,481.32

716,978.67

Interest and Rents. \$172,903.68
Less Repairs and
Taxes 12,371.31
160,532.37
\$4,361,128.43

DISBURSEMENTS.

Expenses (Salaries and Commissions, Agents, Doctors, Solicitors, etc.)... \$174,947.54
Annuities (Life \$3,372.90 Temporary \$26,621.59)..... 29,994.49

TO POLICYHOLDERS.

Death Claims\$168,980.14
Endowment Claims 17,737.00
Surrendered Policies 27,024.65
Dividends (Cash & T. R's)..... 65,789.15
279,530.94
Dividends to Stockholders and Civic Tax 15,216.42
Balance to New Account 8,861,439.04
\$4,361,128.43

Balance Sheet.

ASSETS.

Mortgages\$2,098,483.61
Debentures 461,984.57
Real Estate 914,473.70
Loans on Stocks and Debentures 57,592.79
Government Stock and Deposit 4,824.70
Loans on Company's Policies... 327,662.69
Fire Premiums due from Mortgagors 4,490.51
Furniture 4,912.29
Advances to Agents and Employees on Security of Salaries and Commissions and for Travelling Expenses..... 4,340.77
Sundry Current Accounts.... 126.70
Cash in Banks, \$16,590.60; at H.O., \$213.08 16,803.68
Outstanding Premiums \$101,972.75
Deferred Premiums 34,747.43
\$136,720.18
Less 10 per cent. for Collection. 13,672.00
(Reserve thereon included in Liabilities 123,048.18
Interest and Rents due and accrued 96,426.41
\$4,115,170.60

LIABILITIES.

Assurance and Annuity Funds. \$3,600,760.00
Losses by Death accrued (not adjusted) 23,516.63
Fees, Doctors and Directors.. 7,474.00
Capital Stock paid up 100,000.00
Dividends due January 1, 1893, 7,500.00
To Policy Holders for Balance Declared Profits 48,239.82
Current Accounts 34,256.97
Cash Surplus above all Liabilities 293,423.18
\$4,115,170.60

(Continued on page 30.)

World Renowned



**Batty's . .
Pickles
Sauces**

Jams, Jellies, Marmalades, Etc.

FOR SALE BY

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.
WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES
& Co.
HUDON, HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.

KINGSTON: A. GUNN & Co.

WRIGHT & COPP, Dominion
Agents.
TORONTO.



SNIDER'S

HOME MADE

Tomato Catsup

The Pioneer Sweet Catsup, and
the finest ever offered to
the trade.

SNIDER'S

HOME MADE

Soups



TWENTY DIFFERENT KINDS

Every First-Class Grocer
Should keep them in Stock

WRIGHT & COPP, Dominion
Agents.
TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGAR

CONSIGNMENTS SOLICITED.

GENERAL AGENT

.. AND ..

BROKER

18 SACKVILLE STREET,
HALIFAX, N. S.

Continued from Page 28.

Cash Surplus above all Liabilities	\$293,423 18
Capital Stock paid up as above	100,000 00
Capital Stock Subscribed not called in	900,000 00
Total Surplus Securities for Policy holders...	\$1,293,423 18

J. K. MACDONALD,
Managing Director.

AUDITORS' REPORT.

We beg to report that we have completed the audit of the books of the Association for the year ending December 31st, 1892, and have examined the vouchers connected therewith, and certify that the financial statements agree with the books and are correct.

The securities represented in the Assets (with the exception of those lodged with the Dominion Government, amounting to \$84,500), have been examined and compared with the books of the Association and are correct, and correspond with the Schedules and Ledgers.

The Bank Balances and Cash are certified as correct.

(Signed),

W. R. HARRIS,

WM. E. WATSON, Auditors.

Toronto, February 10th, 1893.

The President, Sir W. P. Howland, in moving the adoption of the annual report and financial statements submitted therewith, pointed out that, notwithstanding the increased competition encountered, the new business of the past year showed a gain over the previous year of \$755,363, and there was in force at the end of the year the very large amount of \$22,565,752, an increase in the amount at risk over that of December, 1891, of close upon \$2,000,000, this being the largest business ever done in any year of the Company's history. The operations of the Company have extended and increased in every part of the Dominion, and, as the report shows, it is rapidly gaining in public confidence wherever represented.

Mr. Edward Hooper, Vice-President, said that the magnificent business of the Company had placed it in the very first rank of Canadian Companies. He referred to the organization of the Company and that he was one of the original stockholders. His confidence in its future was established when it became known to him that Mr. Macdonald, its present Managing Director, was to be at the helm. He expressed great joy at the unexpected pleasure of being present today. He had been present at the first meeting in connection with the formation of the Company and had much pleasure in seconding the adoption of the report.

Mr. Macdonald, the Managing Director, voluntarily offered an explanation in regard to one or two of the items contained in the report, and stated in conclusion that the business of the Association for the present year was so far eminently satisfactory. The applications for new insurance are over one-third greater than for the corresponding period of 1892 or any former year. The interest income shows an increase up to the end of last month of over \$10,000, and the

premium income, speaking from memory, of over \$15,000. (Applause.)

The motion in regard to the adoption of the report was then unanimously carried.

Mr. George Mitchell, of Halifax, N.S., in reply to a motion of thanks, which was duly passed to the General and Local Directors of the Association, expressed his great satisfaction with the Company's new building after a thorough inspection of it. He also expressed his surprise at the growth and solidity of Toronto, his last visit to the city having been made 25 years ago. Speaking for the Maritime Provinces, he said: "The Confederation life has been steadily growing in public favor. The Manager for the Maritime Provinces, Mr. F. W. Green, has proved himself to be thoroughly competent and everywhere popular, and his early training at the head office, and the knowledge gained while there concerning the affairs of the Company gives him a measure of confidence which proves invaluable to him and those under him in his field-work. I am proud to feel that the Maritime Provinces are contributing largely to the success and prosperity of this great Company." He thought that all Canadians, east and west, should unite in sustaining our home companies instead of giving business to foreign ones.

Mr. W. H. Gibbs moved, seconded by Mr. Walter S. Lee, That the thanks of the meeting be tendered to the officers, agents, etc., of the Association for their efforts during the past year.

Mr. F. W. Green, Manager for the Maritime Provinces, replying on behalf of the field-workers of the Association, expressed his great pleasure at being present at the first annual meeting of the Association in its new head office building. Agents of some rival companies endeavored to depreciate the Association in connection with its building. His answer to these was, that the building was the outcome of the matured judgment of the same Board of Directors who had made the Company such a phenomenal success from its formation, and which was in itself an evidence of the wisdom and enterprise of the management. Referring to the statements made in the report in regard to the too common and pernicious habit of rebating, he said: "That although in the last four years several million dollars worth of new business had been sent in from the Maritime Provinces, not a single policy had been obtained by a rebate or concession of even so much as one cent. The Company had firmly fought the common practice of rebating, and he hoped it would continue to set its face against it."

Mr. A. W. R. Markley, of Calgary, and others spoke, expressing their pleasure at being present at the meeting, and referred in complimentary terms to the high appreciation in which the Association is held by the insuring public.

After some further routine business a poll was duly opened for the election of directors. All the members of the former board were re-elected.

Mr. W. H. Beatty, then, at the request of the President, unveiled a portrait of the Managing Director, painted by Mr. G. A. Reid, of Toronto, and in a few graceful words presented it on behalf of the directors to the Association. Mr. Beatty referred to the fact that he had attended the first meeting of the Insurance Committee, and that the first application offered was that of Mr. Macdonald's, and it was a coincidence that the

first board meeting in the new building was on the fifty-fifth anniversary of his birthday. (Applause.)

Mr. Macdonald, in acknowledging the compliment paid him in painting the portrait, referred to the many acts of kindness of the directors and to the agreeable manner in which all suggestions and recommendations made by him to the board had been received, and he might say, generally accepted. He stated that he would have been disinclined to accede to the request to have his portrait painted had it not been at the suggestion of the President, and pressed upon him. He trusted that the remaining years of his life would be spent, as so many had already been given, to the building up of the Confederation Life Association, which had now become a part of his very existence. (Applause.)

The meeting then adjourned, immediately after which a meeting of the new Board of Directors was held, and Sir W. P. Howland was re-elected President, and Messrs. William Elliot and Edward Hooper, Vice-Presidents, the remaining directors of the Board being: W. H. Beatty, Esq.; Hon. James Young, S. Nordheimer, Esq.; Ex-Ald. W. H. Gibbs, A. McLean Howard, Esq.; J. D. Edgar, Esq., M.P.; Walter S. Lee, Esq.; A. L. Gooderham, Esq.; W. D. Matthews, Esq.; George Mitchell, Esq., Halifax, and J. K. Macdonald, Managing Director.

SITUATION WANTED.

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address Broker, care of this paper. 19

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.



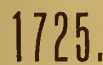
N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

COX'S



1893,

ARTHUR P. TIPPET & CO., Agents.

LAZENBY'S . . .



TABLE

JELLIES

Made only from the Finest Quality of Gelatine.



"SILVER PAN" Preserves . AND Marmalade

FOR SALE BY

WHITEHEAD & TURNER, Quebec.
BALFOUR & CO., Hamilton.
A. M. SMITH & CO., London.

ARTHUR P. TIPPET & CO., Toronto and St John, Agents for Canada.

FRY'S

If you have
not tried this

SEND FOR
A FREE
SAMPLE
TO



CONCENTRATED...

COCOA

Wholesome
Pure

THE STRONGEST FORM
OF COCOA MADE.

ARTHUR P. TIPPET & CO., - - - 43½ WELLINGTON STREET EAST, TORONTO.



"THISTLE" BRAND CANNED FINNAN HADDIE.

To secure the Highest Grade of Fish Order this Brand.

NEW PACK READY 1st JUNE.

BUSINESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

L. Marchand & Co., grocers, Montreal, have dissolved.

W. Benton, grocer, Carberry, Man., has sold out to John Farley.

L. C. Rogers, boots and shoes, Regina, is reported to be selling out.

Parker & Bray, general store, Preston, have dissolved and have been succeeded by Bray Bros.

J. W. Guerin and J. M. De Repentigny have been registered partners to do business as grocers, Montreal.

Dame Agnes Vayer, wife of P. J. Gearney, has been registered to do business as general trader, Montreal.

Hormidas Laporte, Jean Baptiste, A. Martin and Joseph O. Bancher have registered a continuation of the partnership of Laporte, Martin & Co., wholesale grocers, Montreal.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

James Dickson, general store, Austin, Man., has assigned.

F. Carriere & Fields, grocers and liquors, Quebec, have suspended.

Thomas Laing, baker, Montreal, has compromised at 25c. on the dollar.

C. & A. Inkman, general merchants, Agassiz, B.C., are asking an extension.

J. H. McMillan, grocer, Nanaimo, B.C., has assigned in trust to Mayor & Eldridge.

Assignee W. A. Campbell is in possession of the grocery store of Christopher Dempsey, 826 Yonge street, Toronto. Mr. Dempsey is reported to be away and Mrs. Dempsey consented to this action in the interest of the creditors.

The sheriff has seized the stock of M. A. Benjamin, grocer, 382 Yonge street, Toronto, under an execution held by G. W. Ostrom, of Trenton. Mrs. Benjamin claims the stock, and Mr. Winchester, on motion of R. J. MacLennan, directed an interpleader issue. This trouble arises out of the famous suit of

Ostrom vs. Benjamin, which went to the Court of Appeal. The costs and sum sued for now amount to \$789, all of which Ostrom claims, he having won in the Court of Appeal.

W. Farley, dealer in wines and liquors, 666 Queen street west, has made an assignment for the benefit of his creditors to Henry Barber & Co. The statement shows liabilities of \$2,500 and assets of \$1,000.

The American Oil Company, 29 Adelaide street west, Toronto, has assigned to E. R. C. Clarkson. Both the liabilities and assets are light. This does not affect the big company proper in the United States, from which the present branch sprung.

A Trenton grocer named J. Wannamaker has assigned to W. Hope, of that town. Several wholesale houses in the city are interested. Wannamaker after starting in business paid cash for all his stock procured, and previous to his assignment had secured several large orders on time.

CHANGES.

Isaac Wise, grocer, Pickering, is giving up business.

J. B. Browne, grocer, Hamilton, is giving up business.

T. Milbee, boots and shoes, Barrie, is giving up business.

J. W. Bannister, grocer, Vanessa, has sold out to George Homry.

C. S. Ash, general merchant, Hastings, has sold out to W. C. Hazlewood.

Shier & Marshall, general merchants, Brookdale, have removed to Kinkton.

Stephen Chase, grocer and provisions, Brighton, has sold out to James Ross.

C. E. Caulton, general store, Lyndoch, is out of business and is now in Tilsonburg.

W. L. Bottomley, liquors and cigars, Tilsonburg, has sold out to J. G. Bottomley.

D. Muir & Co., produce, Montreal, have been succeeded by A. L. Calderhead & Co.

N. Lee & Co., general merchants, Wroxtor, have been succeeded by W. C. Hazlewood.

S. M. Beattie & Co., grocers, and dealers in fancy goods, Creemore, have sold out to a Mr. Purvis.

A partnership has been registered between A. Lapointe and Delle Georgina Lapointe, to do business as provision dealers in Quebec.

J. W. Phillips, grocer, and flour and feed dealer, Hepworth, has been succeeded by A. C. Willett.

SALES MADE OR PENDING.

The stock of Wm. Kenney, grocer, etc., Sarnia, is advertised to be sold by auction, May 23.

At Suckling's auction rooms Tuesday the stock of Jennings & Co., Simcoe, amounting to \$23,400, was sold to Oscar Henry, of Simcoe, for 60c. on the dollar. The stock of R. & T. Gray & Co., Duntroon, amounting to \$2,260, was sold to Henry Marshall for 53c. on the dollar.

DEATHS.

John Roper, grocer etc., Calidonia, is dead.

John O'Reilly, general merchant, St. Eugene, Ont., is dead.

J. C. Steen, of the wholesale liquor firm of G. A. Bigelow & Co., Nelson, B.C., is dead.

FIRES.

J. Milne & Son, grocers, etc., Stirling, have been partially burned out.

W. M. Boyd, druggist, and A. W. Dalton, general merchant, Carberry, Man., were victims of the recent fire that visited that place.

The appraisers have got through their work at the scene of the recent big fire at the Grant-Lottridge brewery, Hamilton. At first it was expected that the loss would be \$50,000 to \$60,000, but many thousands of bushels of barley that were supposed to have been totally ruined were found to be fit for use, having only to be dried again. The loss has been fixed at \$39,606, made up as follows:—On buildings, \$11,325; on plant and machinery, \$1,281; on stock, \$27,000; total, \$39,606.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
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KERRY, WATSON & CO.,
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LYMAN BROS. & CO.,
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JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

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NEW WESTMINSTER:—

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It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLET.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

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By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo, Extra Cloth, \$1.50.

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Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75 This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

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Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in streetcars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

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By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. McLEAN PUB. CO., LTD.

10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

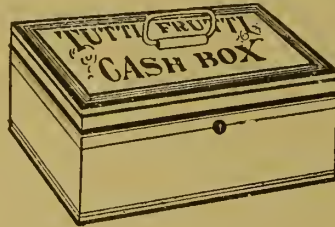


NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

Don't Miss It



Adams & Sons' Co., 11 and 13 Jarvis St., TORONTO, ONT.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the **STANDARD GOODS OF AMERICA.**

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. **HIGHEST EXHIBITION HONOURS.**

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE



"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.



NIXEY'S "SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.

Won't Wear the Blades like others.

6d. and 1s. Tins.



NIXEY'S "CERVUS" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7 Richmond St. East, Toronto. Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

UNPRECEDENTED SUCCESS

GOLD MEDALS AWARDED

BY HER MAJESTY'S



ROYAL LETTERS PATENT

(Established 1852) **EBENR. ROBERTS** (Established 1852)

This illustration is a fac-simile of packet.

ROYAL TABLE CREAMS, AND INVALID AND TABLE JELLIES,

Made in Variety of Flavors and Colours and sold in Pint and Quart Sizes.

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them.



The above illustration is a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy **EBENR. ROBERTS'.**

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

Agent: C. E. Colson, Montreal.

EBENR. ROBERTS, London, England.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, May 18, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans, 1 doz. in case.	16 00
2 1/2 lb. cans, 1 and 2 doz in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
9 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25
Per doz	
Dunn's No. 1, in tins.	2 00
" " 2 " "	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " 7 oz pkgs.	85
" " 2 oz "	40
" " 5 lb tins.	65
" " bulk, per lb.	12



Empire, 5 dozen 4 oz cans.	Per doz \$0 75
" 4 8 "	1 15
" 2 16 "	2 00
" 1/2 5 lb cans.	9 00
bulk, per lb.	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes.	\$2 40
" 10, in 4 doz boxes.	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/2 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60

OCEAN WAVE

DIAMOND BAKING POWDER.

1/2 lb. tins, 4 doz cases.	0 67 1/2
1 lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs.	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " "	2 10
" " " "	1 10
Spanish, No. 3.	4 50
" " 5.	8 00
" " 10.	9 00
Japanese, No. 3.	4 50
" " 5.	7 50
Jaquot's French No. 2.	3 00
" " 3.	4 50
" " 4.	6 00
" " 5.	9 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1.	9 00
" 2.	4 50

P. G. FRENCH DRESSING (LADIES.) For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.	per doz \$2 00
No. 4.	1 25

P. G. FRENCH BLACKING.

1/2 No. 4.	per gross \$4 00
1/4 No. 6.	4 50
1/4 No. 8.	7 25
1/4 No. 10.	25

BLACK LEAD.

NIXEY'S

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
13 lb. in large 1/2 d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1/2 d. pkts, 2 gross	7s 6d 2 50
13 lb. in large 1/2 d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box.	1 15
Each box contains either 1 gro., 1 oz.: 1 gro., 2 oz., or 1/2 gro., 4 oz.	

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
" Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
" Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
" Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.

Apples, 3's.	Per doz \$0 95 \$1 00
" " 2's.	2 10 2 20
Blackberries, 2's.	2 00 2 25
Blueberries, 2's.	1 00 1 10
Beans, 2's.	0 90 1 0



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current Continued—

Corn, 2's	0 90	1 00
" Epicure	1 15	1 15
" Special Brands	1 40	1 50
Cherries, rod pitted, 2's	2 10	2 10
Peas, 2's	0 90	1 00
" Sifted select	1 40	1 40
Pears, Bartlett, 2's	1 75	1 75
" Sugar, 2's	1 50	1 50
Pineapple, 2's	2 25	2 40
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
" Pie, 3's	0 95	1 00
Plums, Gr Gages, 2's	1 75	2 00
" Lombard	1 50	1 60
" Damson Blue	1 50	1 60
Pumpkins, 3's	0 95	1 00
" gallons	3 00	3 25
Raspberries, 2's	1 40	2 10
Strawberries, choice 2's	2 15	2 25
Succotash, 2's	1 50	1 65
Tomatoes, 3's	0 85	1 00
" Thistle" Finnan haddies	1 50	1 50
Lobster, Clover Leaf	2 75	2 75
" Star (flat)	2 20	2 20
" Impr'l Crown flat	2 60	2 70
" tall	1 90	2 00
" Other brands	1 80	2 00
Mackerel	1 10	1 35
Salmon, talls	1 45	1 60
" flats	1 70	1 80
Sardines Albert, 1/2's tins	13	13
" 1/4's	20	20
" Sportsmen, 1/2's genuine French high grade, key opener	12 1/2	13
Sardines, key opener, 1/2's	10 1/2	10 1/2
" Martiny, 1/2's	10 1/2	10 1/2
" 1/4's	17 1/2	18
" Other brands, 3/4's	11 1/2	16 1/2
" P & C, 1/2's tins	23 25	23 25
" 1/4's	33 36	33 36
Sardines Amer, 1/2's	6 1/2	8
" 1/4's	9 11	9 11
" Mustard, 1/2 size, cases	11 00	11 00
50 tins, per 100	11 00	11 00

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 65	\$1 70
" 2 "	2 70	2 80
" 4 "	4 80	5 00
" 6 "	8 75	9 00
" 14 "	17 50	18 50
Minced Collops, 2 lb cans	2 60	2 60
Roast Beef	1 50	1 50
" 2 "	2 60	2 75
" 4 "	4 75	4 75
Par Ox Tongue, 2 1/2 "	9 50	9 50
Ox Tongue	7 85	8 00
Cutch Tongue	3 75	3 75
" 2 "	6 75	6 75
English Brawn	2 75	2 80
Camb. Sausage	2 50	2 50
Soups, assorted	4 00	4 00
" 2 "	1 50	1 50
Soups & Bouilli	2 25	2 25
" 6 "	1 80	1 80
Potted Chicken, Turkey, or Game, 6 oz cans	1 60	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 40	1 40
Devilled Chicken or Turkey, 1/2 lb cans	2 25	2 25

Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 25

CHIEWING GUM.

ADAMS & SONS CO.	To Retailers
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo	180 pieces 1 30
(with brilliant stone ring)	
Sappota	150 pieces 1 00
Sweet Fern	230 " 0 75
Red Rose	115 pieces " 0 75
Magic Trick	115 " 0 75
Oolah	115 " 0 75
Puzzle Gum	115 pieces " 0 75
Bo-Kay	150 " 1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces)	0 65
Automatic	" 0 65
Tutti Frutti Girl	800 pieces 6 00
Sign Box (new)	" 6 00
Tutti Frutti cash box 800	" 6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery	100 " 0 70
Lalla Rookh (all flavors) 100	0 70
Jingle Bell	150 " 0 70
Cracker	144 " 1 00
O-Dont-O	144 " 1 00
Little Jap	100 " 0 70
Dude Prize	144 " 1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Kono Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/2's	6 and 12 lbs. 0 30
Caracas, 1/2's	6 and 12 lbs. 0 35
Premium, 1/2's	6 and 12 lbs. 0 30
Santo, 1/2's	6 and 12 lbs. 0 26
Diamond, 1/2's	6 and 12 lbs. 0 22
Sticks, gross boxes, each	0 00
Cocoa, Homopatec, 1/2's, 8 & 14 lbs	30
" Pearl	25
" London Pearl	12 & 18 " 25
" Rock	30
" Bulk, in bxs	18

EPP'S.

Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2

BENS DORF'S ROYAL DUTCH COCOA.

Boxes each 12 lbs	
1/2 lb. cans, per doz	\$2 40
1/4 " " "	4 50
1 " " "	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caracas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's	0 40
" Gold Medal" Sweet, 6 lb bxs	0 30
Pure, unsweetened, 1/2's, 6 lb bxs	0 40
" Fry's" Diamond 1/2's, 6 lb bxs	0 26
" Fry's" Monogram, 1/2's, 6 lb bxs	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box	2 40
" 1/2's, " "	4 50
" 1 lbs, " "	8 75
Homopatheic, 1/2's, 14 lb boxes	0 34
" 1/2's, 12 lb boxes	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatec Cocoa (1/2's)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibbs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22&24
Mott's Confec Chocolate	23c-43
Mott's Sweet Choc. Liquors	21c-31

COWAN COCOA AND CHOCOLATE CO.

Coccos—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 25
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/4 lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz	1 40
in box	per lb 1 40
Iceland Moss, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 35
London Pearl, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 30
Soluble (bulk) No. 1 in 10 to 30	
lb boxes	0 21
Soluble (bulk) No. 2, in 10 to	
30 lb boxes	0 19
Soluble (bulk) No. 2 in 5 to 10	
lb tins	0 21
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and	
12 lb boxes	0 40
Diamond, 1/2's, 6 and 12 lb boxes	0 25
" 1/4's, " "	0 28
Mexican Vanilla, 1/2 and 1/4 in 6	
and 12 lb boxes	0 35
Sweet Ceylon, 1/2 and 1/4 in 6 and	
12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes	0 30
Royal Navy, 1/2 and 1/4, in 6 and	
12 lb boxes	0 30
Pure Caracas, (plain) 1/2 and 1/4, in	
12 lb boxes	0 40
Confectioners' in 10 lb cakes	25-35
Powder, in 15 and 30 lb boxes	0 25
Creams, in 3 lb boxes	0 28
Icing, 1 lb pkgs, per doz	2 25
" 1 lb	1 25
Padding, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'mun No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12	
bxs in case	40
Best Sweet in bxs, 6 lbs. each, 12	
boxes in case	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,	
12 lbs each	30
Grocers' Style, in cases 24 boxes, 6	
lbs each	30
48 Fingers to the lb, in cases 12 bxs	
12 lbs each	30
48 Fingers to the lb, in cases 24 bxs	
6 lbs each	30
8 Cakes to the lb, in cases, 21 bxs	
6 lbs. each	32
Soluble Chocolate—	
In canisters, 1 lb, 4 lb, and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1 lb.	
papers	35
Cracked, in bags, 6, 10 and 25 lbs.	
each	30
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1 lb. tins	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters	50
Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, 1 lb. tins	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.

	Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper	\$9 34	\$0 36
Chamois	0 43	0 48
Pink	0 50	0 56
Blue	0 58	0 66
Green	0 50	0 56
Lilac	0 58	0 66
Bronze	0 65	0 74
White Glaco	0 73	0 83
Premium	0 38	0 42

Fancy Chocolates.

Fingers—	
40 in a box, per box	\$0 36 \$0 40
20 " " "	
Croquettes—	
Yellow wrap. " "	2 70 3 00
Pink " " "	3 75 4 20
Green " " "	
Croquettes are packed 12 1/2 lb. packages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink " " "	0 55 0 60
Green " " "	
Each case contains 54 1/2 lb packages or 108 1/4 lb packages.	



Highland Brand
Evaporated
Cream, per
case 7 25
4 doz 1 lb tins.

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

Headquarters } In 1 lb. and 1-2 lb. Glass Jars - FOR - JAM. } 5 lb. and 10 lb. Tins 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

OHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODD, BUNTER, MITCHELL & CO.'S	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	30
Maracaibo	35
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03 1/2	
Borax	0 12	0 14	
Camphor	0 80	0 85	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07 1/2	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 02 1/2	0 02 1/2	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	6 00	
Insect Powder	0 30	0 35	
Saltpetre	0 08 1/2	0 09	
Soda Bicarb, per keg	2 50		
Sal Soda	1 00	1 25	
Madder	0 12 1/2		

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

	Per doz.
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

EXTRACTS.

Galley's Fine Gold, No. 8, p. doz	\$0 75
" " " 1 1/2 oz.	1 25
" " " 2 2 oz.	1 75
" " " 3 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN	c. per lb
Currants, Provincial, bbls.	5 1/2
" " bbls	5 1/2
" Filiatras, bbls	5 1/2
" " bbls	5 1/2
Currants, Patras, bbls	6 1/2
" " bbls	6 1/2
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	7 1/2
" 5-crown Excelsior (cases)	8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14oz., per box	10 11
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Turkey, bgs abt 6lbs., finest	10 1/2
grade grown	10 1/2
Prunes, Bosnia, casks	7 1/2
" " cases, new	7 1/2
Raisins, Valencia, offstalk	4 1/2
old	4 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanias	6 1/2
Elemes	6 1/2
Malaga	2 25
London layers	1 60
Loose muscatels, Califor	1 70
Imperial cabinets	3 50
Connoisseur clusters	3 50
Extra dessert	4 50
qrs.	
Royal clusters	3 50
Fancy Vega boxes	3 40
Black baskets	3 40
qrs	
Blue	3 50
Fine Dehesas	3 50
qrs	
Lemons	3 60
Oranges, Jamaica	2 75
Valencias	4 50
Floridas	3 60
Seedlings	3 60
Navels	3 60
DOMESTIC	
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 09 0 09 1/2

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickered " per lb	0 06
Pike " do	0 07 0 07 1/2
White fish " do	0 07 1/2
Manitoba White fish do	0 07 1/2
Salmon Trout " do	3 00
Lake herring " p. 100	
Pickled and Salt Fish:	
Labrador herring, p. bbl	
Shore herring " "	
Salmon trout, per 1/2 bbl	
White Fish, 1/2 bbl	
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	
Boneless fish " per lb	
Boneless cod " "	
Smoked Fish:	
Finnan Haddies, per lb	0 07 0 08 1/2
Bloaters " per box	1 00 2 25
Digby herring " "	1 12 0 15
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod " "	0 05 0 07
B.C. salmon " "	0 13
Market Cod " "	0 05
Frozen Sea Herrings	2 65 3 00



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets	60
and 2 holders	
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 67	0 68
" Red Winter	0 66	0 68
" Goose	0 61	0 62
Wheat, Spring, No 2	0 62	0 64
" Man Hard No 1	0 85	0 86
" No 2	0 83	0 84
" No 3	0 74	0 76
Oats, No 2, per 34 lbs	34	35
Barley, No 1, per 48 lbs	43	44
" No 2 extra	39 1/2	40
" No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn		

HAY & STRAW.

Hay, Pressed, " on track	9 50	10 10
Straw Pressed, "	5 50	6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 20
HORSE NAILS:	
" " 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65
SOREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 70 p.c.	
WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap .04 1/2	05
" Screw, hook & strap .03 1/2	04 1/2
WHITE LEAD: Pure Ass'n guaranteee ground in oil.	
25 lb. irons	per lb 4 1/2
No. 1	4 1/2
No. 2	4 1/2
No. 3	4

TURPENTINE Selected packages, per gal	0 52	0 53
LINSEED OIL per gal, raw	0 60	0 62
Boiled, per gal	0 63	0 65
GLUE: Common, per lb	0 10	0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz.	
6d London 5s, Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s London 10s, Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (30 or 50 sticks), per box	1 25 1 25
" Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity Licorice, 200 sticks	1 45
" 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs	
p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. OATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHLEY'S	cts
Durham, Fine, in 1 and 1/2 lb tins	
" per lb	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex Sup. in bulk, per lb	30
Superior in bulk, p. lb	20
Fine, "	15

Prices current, continued.

CHERRY'S IRISH	
Pure in 1 lb. tins.....	0 40
Pure in 1 lb. tins.....	0 42
Pure in 1 lb. tins.....	0 44

NUTS.		per lb
Almonds, lyica.....	14 15	
" Tarragona.....	16 16 1/2	
" Fornigetta.....	14 15	
Almonds, Shelled Valencia.....	28 32	
" " Jordan.....	45 50	
" " Canary.....	28 30	
Brazil.....	14 15	
Cocoanuts.....	5 6	
Gilberts, Sicily.....	10 10 1/2	
Pecans.....	11 15	
Peanuts, roasted.....	13 14	
" green.....	11 12 1/2	
Walnuts, Grenoble.....	15 16	
" Bordeaux.....	10 11	
" Naples, cases.....	12 13	
" Marbots.....	12 13	
" Chilis.....	12 13	

PETROLEUM.

bbl lots, Toronto.....	Imp. gal
Canadian.....	0 13 30 13 1/2
Carbon Safety.....	0 17 1/2 0 18
Canadian Water White.....	0 19
Amer'n Water White.....	0 21 0 22
Photogene.....	0 25
(For prices at Petrolia, see Market Report.)	

PICKLES, SAUCES, SOUP S.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.

Wright & Copp, Agents, Toronto.

		per doz
Snider's Tomato Catsup.....	qts 6 00	
" " ".....	pts 3 50	
" " ".....	1/2 pts 2 00	
" Chili Sauce.....	pts 4 50	
" " ".....	1/2 pts 3 25	
Snider's Soups (in 3 lb cans).		
Tomato.....	3 50	
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.....	4 50	

Chicken Gumbo, Or Tail, Mul-ligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea Assorted.....	4 25	4 00
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		Per doz
Worcester Sauce, 1/2 pts.....	\$3 60	\$3 75
" " pints.....	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" " quarts.....	6 00	
Harvey Sauce-genuine-hlf. pts.....	3 25	
Mushroom Catsup ".....	2 25	
Anchovy Sauce ".....	3 25	

PRODUCE.

DAIRY.		Per lb
Butter, creamery, tubs.....	\$.....	\$.....
" dairy, tubs, choice.....	0 19	0 21
" " medium.....	0 15	0 20
" low grades to com.....	0 15	
Butter, pound rolls.....	0 20	0 22
" large rolls.....	0 19	0 20
" store crocks.....	0 19	0 20
Cheese.....	11 0	11 1/2

COUNTRY

Eggs, fresh, per doz.....	0 10 1/2	0 11 1/2
" limed.....		
Beans.....	1 40	1 60
Onions, per bbl.....	2 00	2 50
Potatoes, per bag.....	80	0 90
Hops, 1891 crop.....	0 13	0 15
" 1892.....	0 17	0 20
Honey, extracted.....	0 05	0 08
" section.....	0 10	0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 10 1/2	0 11
Pork, mess, p. bbl.....	0 21	
" short cut.....	21 00	21 50
Hams, smoked, per lb.....	0 13	
" pickled.....	0 12	
Bellies.....	0 13 1/2	
Rolls.....	0 10 1/2	0 14 1/2
Backs.....	0 13	
Lard, pure, per lb.....	0 12 1/2	0 13 1/2
Compound.....	0 10	0 10 1/2
Tallow, refined, per lb.....	0 05 1/2	0 06
" rough.....		0 02 1/2

RICE, ETC.		Per lb
Rice, Aracan.....	3 1/2	3 1/2
" Patna.....	4 1/2	
" Japan.....	5	
" extra Burmah.....	3 1/2	4
" Java extra.....	6 1/2	6 1/2
" Genuine Carolina.....	9 1/2	10
Grand Duke.....	6 1/2	6 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	5	5 1/2
Goathead (finest imported).....	6 1/2	

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure.....	\$0 14	\$0 16
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	16	18
Cassia, fine to pure.....	18	25
Cloves.....	14	25
Allspice, choice to pure.....	12	15
Cayenne.....	30	35
Nutmegs.....	75	1 20
Mace.....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.

1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5 1/2
Ditto.....brls., 175 ".....	5
Ditto.....kegs, 100 ".....	5
Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartoons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb ".....	8 1/2
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " 1 lb. package.....	9 1/2
40-lb " 1 lb.....	10
40-lb " assorted 1/2 and 1 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
20-lb ".....	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	4 1/2
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivoryine Starch in cases of 40 packages.....	\$3 00

SUGAR.

		c. per lb
Granulated.....	5 1/2	5 1/2
Paris Lump, bbls and 100 lb. bxs.....	6 1/2	
" 50 lb. boxes.....	6 1/2	
Extra Ground, bbls.....	6 1/2	
" less than a bbl.....	6 1/2	
Powdered, bbls.....	5 1/2	6
" less than a bbl.....	5 1/2	
Extra bright refined.....	5 1/2	
Bright Yellow.....	4 1/2	4 1/2
Medium.....	4 1/2	4 1/2
Brown.....	4 1/2	4 1/2
Dark yellow.....	4 1/2	

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40
Common, fine car lots.....	0 75
" small lots.....	0 95
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75

W. G. A. LAMBE & CO., GROCERY BROKERS TORONTO.

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

THE VITAL PRINCIPLES OF

BEEF and WHEAT
With HYPOPHOSPHITES



A FOOD
AND
A TONIC

PUT UP BY

The Johnston Fluid Beef Co.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand)

Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22½ lbs.....	\$ 2 30
Quarter sacks, 56 lbs.....	0 58
Sacks con'g 16-14 lb. p'kts.....	2 75
F.o.b. Toronto—	
Full sacks, 22½ lbs.....	2 60
Quarter sacks, 56 lbs.....	0 67½
Sacks con'g 16-14 lb. p'kts.....	3 00

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.	bbls. & bbls.
D.....	21	24
M.....	21	24
B.....	21	31
V.B.....	21	31
E.V.B.....	21	24
E. Superior.....	21	24
XX.....	21	24
XXX.....	21	31
Crown.....	3	31
MOLASSES.	Per gal.	
Trinidad, in puncheons.....	0 32	0 35
" bbls.....	0 36	0 37
" ½ bbls.....	0 40	0 40
New Orleans, in bbls.....	0 30	0 52
Porto Rico, hdds.....	0 38	0 40
" barrels.....	0 42	0 44
" ½ barrels.....	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb	6½
Do. 2, 6-16 and 3 lb bars.....	"	6
Primrose, ¼ lb bars, wax W.....	"	6
John A. cake, wax W. per doz.....	"	42
Mayflower, cake.....	"	42
Gem, 3 lb bars per lb.....	"	5
" 13 oz. 1 and 2 lb. bars.....	"	54
Queen's Laundry, per bar.....	"	7
Pride of Kitchen, per box.....	"	2 75
Sunshine, boxes, 100 tablets.....	"	6 50
" 50.....	"	3 40

MORSE'S SOAPS.

Mikado (wrapped).....	Per lb
Eclipse.....	0 06½
Stanley Bar.....	0 06½
Defiance.....	0 06
Toronto, 12 oz.....	Per doz
Ruby, 10 oz.....	0 30
Monster, 8 oz.....	0 24
Detroit, 14 oz.....	0 48
Lily White.....	0 90
Everyday.....	0 80
Queen City, 14 oz.....	0 72

Per box

Mottled in 5 box lots, 100 bars.....	5 75
" 60 bars.....	3 50
Floater (boxes free).....	6 50
Electric.....	2 75
Hard Water Electric.....	2 50
Royal Laundry.....	3 25
Octagon.....	4 00

Per doz

Royal Magnum.....	0 25
" 25 doz per box.....	0 20
Anchor, Assorted.....	0 40
" Castile.....	0 50
Morse's Assorted.....	0 45
Morse's Roso.....	0 45
" Windsor.....	0 45
" Castile.....	0 45
Bouquet, paper and wood.....	0 80
Prize Magnum, White Castile.....	0 72
" Honey.....	0 72
" Glycerine.....	0 72
" Oatmeal.....	0 72
Sweet Briar.....	Per box
" Honeysuckle.....	0 72
" Sweet Briar.....	0 85
Extra Perfume.....	0 55

Old Brown Windsor Squares ..	0 30
White Lavender.....	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Boquet, paper.....	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Hellotrope paper	1 50
Carnation	0 60
Rose Boquet	0 60
Cocoa Castile.....	0 40
Arcadian	0 45
New Arcadian, per gross.....	4 25
Ocean Boquet	0 45
Barber's Bar, per lb.....	0 25
Pure Bath	1 00
Magnolia.....	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor.....	0 70
Fine Bouquet	1 00
Morse's Toilet Balls.....	0 90
Turkish Bath.....	0 60
Infants' Delight.....	1 20
Surprise (10 cakes).....	5 00
Sunlight.....	3 50

TEAS.

CHINA GREENS

Gunpowder—	per lb
Cases, extra firsts.....	42 50
Half chests, ordinary firsts.....	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds.....	17 19
" " thirds.....	15 17
" " common.....	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds.....	16 19
Half Boxes, firsts	28 32
" " seconds.....	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common.....	16 18
Common.....	13 15
Nagasaki, ½ chests Pekoes.....	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings.....	7½ 11

BLACK.

Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling.....	12 60
Caddies, Pakling, Kaisow.....	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 3's.....	57
Brier, 7's.....	55

Index, 7's.....	50
Honeysuckle, 8's	58
Napoleon, 8's.....	54
Royal Arms, 12's.....	55
Victoria, 12's	53
Brunette, 12's	50½
Prince of Wales, in caddies	51½
" in 40 lb boxes.....	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's.....	55
Diamond Solace, 12's.....	50
Mvrtle Cut Smoking, 1 lb tins.....	70
½ lb pg, 6 lb boxes	70
oz pg, 6 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.....	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases.....	70

PLUG SMOKING.

Golden Plug.....	56
Uncle John, 3 x 6, 3s. caddies	54
16½ lbs.....	53
Gem, 3 x 6, 3s. caddies 16½ lbs.....	51
St. Lawrence, 2 x 3, 7s. caddies	48
about 17 lbs.....	46
Banner, 2 x 3, 7s. caddies about	46
17 lbs.....	42
Sterling, 2 x 3, 7s. caddies about	47
17 lbs.....	46½
Louise, Solace, 12s. caddies about	
16 lbs.....	
Florence, Solace, 12s. caddies	
about 17 lbs.....	
Hawthorne, 8s. butts 23 lbs.....	
Something Good, 6s. butts 21 lbs	

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes	
4 lbs.....	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.....	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14½ oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20½ lbs.....	50
Curry, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.....	50
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.....	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs.....	47
Morning Star, 12s. Butts about	
22½ lbs.....	43½
Montreal Twist, 12s. Caddies	
about 23 lbs.....	44
Anchor Twist, 12s. Caddies about	
23 lbs.....	42½

CIGARS—S. DAVIS & SONS, Montreal.

Size.	Per M.
Madre E' Hijo, Lord Landsdowne	\$60 00
" " Banquet.....	60 00
" " Perfectos	85 00
" " Longfellow	55 00
" " Reina Victoria.....	80 00
" " Pina	55 00
El Padre, Reina Victoria.....	55 00
" Reina Vict., Especial.....	50 00
" Conchas de Regalia	50 00
" Bouquet	50 00
" Pina	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
Queens.....	29 00

Cigarettes, all Tobacco—

Cable	7 00
El Padre.....	1 00
Mauricio.....	15 00

DOMINION OUT TOBACCO WORKS, MONTREAL.

OIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby.....	4 25
B. C. No. 1.....	4 00
Sweet Sixteen.....	3 75
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOES.

per lb	
Puritan, tenths, 5 lb. boxes.....	75
Old Chum, tenths, 5 lb box.....	70
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, tenths, 5 lb boxes.....	73

OIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes.....	83
Puritan, 1-10, 5 lb boxes.....	83
Athlete, per lb.....	1 15

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12½	68
" " " 7s. R. & R. 14½	58
" " " 7s. Solace 14½	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17½	58
O. V. - " 7s. " 17	55½
Derby, - " 12s. " 17½	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear.....No. 1...	\$1 70
" " " ".....No. 2.....	1 90
" " " ".....No. 3.....	1 60
" " " ".....No. 4.....	1 80
" " " ".....No. 5.....	1 80
Tubs, No. 0.....	9 50
" " " ".....No. 1.....	8 00
" " " ".....No. 2.....	7 00
" " " ".....No. 3.....	6 00
Washboards, Globe.....	\$1 90
" " " ".....No. 1.....	1 40
" " " ".....No. 2.....	2 25
" " " ".....No. 3.....	1 70
" " " ".....No. 4.....	1 60
" " " ".....No. 5.....	1 50
" " " ".....No. 6.....	1 30
" " " ".....No. 7.....	1 85
" " " ".....No. 8.....	2 75
" " " ".....No. 9.....	2 25
" " " ".....No. 10.....	2 00
" " " ".....No. 11.....	1 80
" " " ".....No. 12.....	1 75
" " " ".....No. 13.....	1 30

per case.

Parlor	1 60
Telephone	3 40
Telegraph	3 60
Safety	4 20
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases.....	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases.....	3 40

per doz

Mops and Handles, comb	1 25
Butter tubs	\$1 60
Butter Bowls, crates as'd	\$3 60

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c. " "	1 00

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and SYRUPS ..**

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VOL. VII.

TORONTO, MAY 26, 1893.

No. 21

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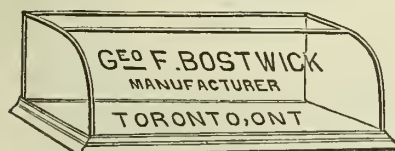
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& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, MAY 26, 1893.

No. 21

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

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The big handlers of eggs are not in the best of humor these days; and the condition of prices is the cause. When the McKinley Act went into force in 1891 Canada was deprived of her chief egg customer, and handlers, both big and little, began to turn their attention to the English market, to which shipments were made as fast as possible. The result that season was disastrous; to the small dealers it was extermination. Last fall the small men did not attempt the experiment, at least to any extent, but the large exporters again ventured in the English market. And they went at it in a manner that meant "make or break." As fast as they could do so they shipped out their cold storage and pickled eggs, in order to get as many as possible out before the closing of navigation. And on the whole they seem to have come out fairly well. They had profited by the previous year's experience, and secured better results largely because they adopted better methods. When shipping they calculated that there were just as many pickled eggs in the hands of small dealers as on previous years. But they made a miscalculation, as was proven by the scarcity and higher prices which ruled this spring.

* * *

There are a good many who fancy that not only will the high prices which ruled this spring again obtain next, but they have more or less hope that the United States tariff on

eggs will be either removed or modified. Pinning their faith to these hopes they are sowing for the harvest they expect to reap. As the number of small dealers thus engaged is larger than before there is of course a keener demand for eggs and a consequent appreciation of prices. The price these small picklers seem to be paying is around ten cents. And just here is where the shoe is pinching the big exporters. They hold that nine cents a dozen is all that eggs are worth for pickling purposes, but owing to the competition they seem to be getting but very few at that price. Anything higher than that they hold to be above an export basis. In other words, that the course now being pursued is not legitimate, seeing that Canada is not able to absorb all her supplies. In order to further sustain their contention that ten cents is above an export basis they point to the fact that eggs for pickling purposes are being picked up in Ireland at equal to 13c. They hold that prices next fall will not be any higher this fall than last fall, and, in support of this opinion, say that they are willing to make contracts for autumn delivery of pickled eggs at 14½ to 15c., the figures then obtaining.

* * *

The wide-awake wholesaler is necessarily a busy man. Like a captain at sea, during critical periods he needs to be on deck during business hours. Of course there are times when he must have relaxation, but when—to again pick up the simile—he is supposed to be on deck, he should not be no one knows where when he is wanted, either by his subordinates or by some one on business matters. In other words, he should have as near as possible a definite time when he can be found in his office. In Great Britain and on the continent of Europe mercantile men are very particular in this respect and in the keeping of appointments. In Montreal they are not so particular, although

it is said there is not much cause for complaint. But with Toronto merchants the representatives of European and foreign houses find cause for considerable complaint. Most of these men have been trained to have a time for everything, and when an appointment is made to keep it even if the heavens should fall. Consequently when they set their feet in Toronto and find carelessness in this particular they are likely to form a bad opinion of our business men. The merchants of the Queen City are probably the equal of those in any other city in ability, astuteness and energy, and it is to be deplored that a bad impression should go abroad regarding them because of a lapsus in one particular.

* * *

It's a long lane that has no turn. Canadians have been waiting patiently and long for the establishment of a direct line of steamships between the Dominion and the sister colonies in Australia. Now the want is supplied, and the first boat of the new service is at the moment ploughing her way through the blue waters of the Pacific towards British Columbia. She is the *Miowera*, and with the *Warrimoo* compose the line that is to keep up a monthly service between the two countries, touching at New Zealand, Honolulu and the Sandwich Islands. These boats are first-class, elegant in all appointments and 5,000 tons burthen. The Canadian Pacific Railway is at the back of the enterprise. For practically all our communication with Australia we have heretofore been dependent upon American lines running out of San Francisco, and how the new departure is viewed by our cousins across the line may be gathered from this comment made by a leading commercial paper over there during a reference to the sailing of the *Miowera*: "This, with the well-organized Japan and China service of the Canadian Pacific, will constitute an

unrivaled organization in the world of Occidental and Oriental steamship transportation from America, the company's agents claim. The Canadian Pacific's Japan route has long given the Northern Pacific Railroad much trouble." And thus is being opened up another avenue for extending our trade relations with the outside world. That it will be successful is the wish of every loyal Canadian.

BUYING AND CARE OF BUTTER.

The season is about at hand when country merchants begin packing their receipts of butter in tubs. A word or two on the subject is therefore opportune; and it might be dealt with in these particulars: Buying, assorting colors and care before packing, packing, and care after packing.

Regarding buying. Every country merchant who handles butter realizes the annoyance and ill-feeling that is often created in this particular. And it arises largely when an attempt is made to exercise discrimination between the products of the good and the bad makers. There is nothing about which a woman is more sensitive than her butter, and therefore to question the quality of her make is a dangerous thing. Some merchants in effect argue something like this: "Here comes Mrs. Jones with some butter. We know it is not worth near as much as we are paying for good butter; but she is a good customer, trading with us to the extent of several hundred dollars a year, and anyhow only gives us a few pounds of butter during the season. Now, which is the better plan for us to pursue? To say frankly to Mrs. Jones that her butter is of poor quality, and that we cannot afford to allow her within several cents of what we are paying her neighbor, Mrs. Smith, whose butter is always good, or to say nothing and take the butter and the accompanying loss ourselves." As a rule the latter course is followed. For merchant A knows that if he calls her attention to the poor quality of her make and explains that he cannot in consequence allow her a first-class price, she at once assumes the greatest indignation, gathers up her butter and her skirts, flounces out of the store and marches over to merchant B, who takes in the situation, and intimates that merchant A is not a competent judge of butter. The upshot of it is that B. takes her butter, sells her probably a large bill of goods and secures, the chances are, a permanent customer. Of course, if he is to live he recoups himself for his loss on the butter by sticking an extra cent here and there on the price of the goods he sells her. Taking it all the way round, however, he who frankly tells his customers, in a polite manner, that their butter is not first-class when it is not, and pays them accordingly, will succeed best in the long run, for he earns a reputation for straight dealing and his butter will command a better price on the central markets. On

the other hand, the deceitful course followed by merchant B will eventually meet its own reward. If he pays for poor butter the price ruling for the first-class article he must recoup himself by enhanced prices or short weight or short measure on the goods he sells; and his trick will ultimately be discovered. With what result is obvious. The aim of every merchant should be to raise the standard of Canadian butter to the highest point attainable in order that it may be able successfully to compete on the English market with the make of any country in the world. The course pursued by B has however the opposite tendency; for Mrs. Jones, as long as she can find some one foolish enough to pay her the value of first-class butter for her poor article has no incentive to improve the quality of her make. On the other hand, if she learns that Mrs. Smith gets a better price she will naturally adopt some improved method for bringing the quality of her butter at least up to the standard of that of her neighbor. Most likely she will try to surpass it. Give people an incentive for making better butter and the desideratum will soon be secured.

As to assorting colors and care before packing. Butter should be stored in a refrigerator or cool cellar immediately after being purchased, the different shades of rolls being kept separate. This latter precaution will save a great deal of work trying to get the desirable even color when packing. It will also tend to preserve the grain of the butter, which is often destroyed by too much mixing and handling. It is necessary that all trays and tables on which the butter is placed should be clean. Daylight is the best time for packing, especially in the morning, when the merchant is usually less busy and can consequently devote more time to the selection of the various shades and qualities.

Packing in tubs. The tub generally recommended is a fifty-pound one. Different dealers favor different kinds of wood. White ash, however, seems to be the most desirable, particularly should the butter be intended for export. Its strong recommendation is that it gives a stronger package than the white wood or spruce more commonly used. Before putting the butter in the tub the latter should be soaked in water at least twenty-four hours, and immediately before being used should be washed out with a strong solution of pickle. The butter should be packed firmly and to within about three-quarters of an inch from the top. This is to allow for salting and to prevent the butter running over during hot weather.

The butter once packed, the next duty is the care of it. Over the top of it should be laid a clean white cotton cloth. This is preferable to the oiled paper often used. The cloth should be tucked closely around the edge, leaving a small end exposed for convenience when trying the butter. The cloth should be covered with a layer of fine salt

which should be moistened every two or three weeks while the butter is held. Early sales are however recommended, butter not keeping well in the ordinary cellars. The only satisfactory way in which to hold butter during the hot summer weather is in cold storage.

Owing to the heavy losses which exporters of creamery butter have experienced last season dealers look for a much lower range of values this season. The tendency of prices in England is still downward and the markets there are demoralized. Shippers who have had their butter returned from the Old Country this spring find that their losses are not so heavy as they would have been had they allowed their stuff to be slaughtered on the other side of the Atlantic. THE GROCER heard of one instance where returned butter sold on this market at 23c. which would not have realized more than 16c. had it remained in England. In the face of the present condition of the English market it is obvious that extra care should be taken to preserve the quality of Canadian butter, and this can be best begun when buying and packing.

TRAVELLERS MAKE MERRY.

The City Travellers' Association of Toronto has become one of the most live and prosperous fraternal organizations in the city.

In most associations an attendance of 25 per cent. of total membership is looked upon as gratifying. But in the C. T. A. the average runs up to 50 per cent. or more. As a result of this healthy condition the headquarters of the association in Richmond hall became too circumscribed and incommensurate. In looking around for new quarters the choice fell upon St. George's hall, in Elm street. The suite there engaged consisted of as prettily furnished and inviting a lodge room on the first floor as man ever rode a goat in, and as comfortable and spacious a reception room on the same floor as any association could desire to entertain its friends in.

Friday night last the new quarters were formally opened and a number of the friends of the members were there by invitation to share their hospitality. All told there was probably about one hundred and fifty present. And for their delectation ample entertainment was provided. Scattered promiscuously about the floor of the reception room were numbers of small tables at which some of the guests sat and played cards, checkers, etc., while others lounged about enjoying the excellent program of instrumental and vocal music and the choice cigars provided for the occasion, or strolled into one of the anti-rooms, where light refreshments were always to be had.

R. M. Corrie was master of ceremonies, and the program consisted of solos by Chas. Dinnick, W. Walmsley (comic), James

CHICAGO NOTES.

Owen, G. S. Crean, George Barron, R. A. Donald, Thomas Macdonald, G. F. Beard, E. B. Piggott (comic), E. Davis, W. T. Harrison, J. B. Morrison; saxophone solo by J. W. King; duet by W. H. Paget and J. Owen; piano solo by A. E. Harding. All the artists acquitted themselves well and every number demanded an enchoire. The entertainment was characteristic of the drummer—free and easy and full of life. From start to finish everything was on the swing. When the set program was exhausted an impromptu one of topical and popular songs was launched; and "Jimmy" Owen, as he is popularly known by his confreres of the gripsack, was the moving spirit.

During a brief intermission in the program President Gallow called on some of the guests for impromptu speeches.

President Clark of the Retail Grocers' Association warmly congratulated the C. T. A. upon its prosperity and the success of the entertainment. He reminded them that his association was to have an open meeting second Monday in June when the question: "Are commercial travellers' a benefit to the trade?" was to be debated. "And," he jocularly added, "I suppose you have brought us here to-night to soften our hearts and thereby induce us not to wipe you out of existence altogether." Amid the laughter that greeted this sally Mr. Clark modestly took his seat and had resumed his interrupted game of cards before it had subsided.

J. G. Gibson, vice-president Retail Grocers' Association, spoke briefly in his usual happy vein. He dwelt particularly on the advisability of associations such as that of the travellers and the grocers devoting more time meeting nights to entertainment and less to business. "I would like to see such meetings as this every month," he added amid a chorus of "hear, hear's."

R. A. Donald followed in much the same strain, during which he held up to criticism the idea obtaining among some merchants of keeping to themselves any methods that they may have found helpful to them in business. "If we have a good thing, let us tell it to our fellows, and by this means enlarge our minds and our usefulness," said he; and the applause which greeted the remark proved that he had struck a responsive chord.

George Little, a Parkdale druggist, then paid his tribute. Next W. Meldrum, representing the Peterboro' millinery firm of that name, spoke well and briefly, during which he said that although his firm had no occasion for doing business with commercial travellers, yet it recognised that they were an important factor in the conduct of the trade and commerce of the country.

And then the thread of the musical programme was picked up again and was not dropped till "Auld Lang Syne" brought the unique and interesting proceedings to a close.

It seems to be a settled fact that the Fair will be opened every Sunday. It will be remembered that the United States Government voted a large sum to the Columbian Exhibition on the express understanding that the Fair would be closed on Sunday. Of course, in a cosmopolitan city like Chicago the preponderance of opinion is that the show should be open every day in the week, to enable the working classes to attend and to take in more money. The World's Fair management have voted almost unanimously to return this sum, over two million dollars, to the Federal authorities. That is to say, they will return it—when they can. "After all the debts are paid," as one tersely puts it.

Be very chary of bogus "clubs," where for a membership fee of all the way from \$5 to \$50 you are to have the entrée to club circles, and meet, and be met by all the best people in the universe to discuss the social problems of the day. Your own hotel is sufficient club for all ordinary sightseers, where you can mingle with all sorts and conditions of men, and debate topics from baseball to the origin of man and the higher education of women.

The better class of down town hotels have not raised their rates, nor will they, all the season. At the same time, they expect chums and travelling companions to "double up" wherever practicable. No discounts need be given to societies or others, so you will not exhibit a button or a badge. By the way, the Americans dearly love a badge. I see them passing along all be-buttoned and be-badged like a perambulating wax-work show. "We don't propose to cut rates to travellers, press-men, or to an advance agent of a circus," remarked one of the hotel proprietors yesterday.

If desirous of seeing Chicago as well as the Fair, stop at one of the down town hotels and then you can spend the day at Jackson Park and in the evenings promenading the crowded streets or at the theatre. Should you care little for the City and a great deal for the Fair better patronize one of the numerous hotels close to the grounds. Take a room only and obtain all your meals on the grounds. To see everything bring lots of cash. It cost just twelve dollars and seventy-five cents to see all the villages and side shows on the midway plaisance without making a single purchase. Add twenty-five cents for a headache cure and you get off cheaply at thirteen dollars of Uncle Sam's money.

Coming to money. Bring American money. They eye the good honest Canadian money with as much suspicion as it came from Seringapatam or Chillingawobadoree. The big blonde cashier at the Auditorium

Barber Show bewitchingly informed me that she "guessed we don't take Canady money."

The news-boy preferred a "good square nickle" to our symetrical five cent piece.

In and about the beautiful exhibits the temptation to purchase some of the novelties on sale is very great. The handsome display, like the wind-up to an auctioneers advertisement, is too numerous to mention. Next to the big cheese, however, there is one exhibit which claims more than a passing glance, that is the display made by the Canada Paint Company of Montreal, Toronto and Victoria. An exhibit of "concentrated excellence" as a tourist remarked.

As I write the ladies are having a number of conventions in Columbus Hall. Several Canadian ladies have addressed the large assembly, and I notice amongst others that the Miss Johnson's, of Brantford, Ontario, come in for honorable mention for their great success in the literary world.

W. H. EVANS.

CONSUMPTION OF SUGAR IN JAPAN

There has been a remarkable increase in the importation and consumption of sugar in Japan during the past twenty years, which can scarcely have failed to have some effect on the course of the world's markets. In 1868 the declared value of the sugar imported by Japan was \$918,700, and last year it was \$10,000,000. A Japan native gives the total value of the sugar imported during the last twenty-four years as \$98,840,000, or an average of about \$4,300,000 per annum. In 1880 the declared value was \$3,630,000, and in 1891 \$8,490,000. Meanwhile the value of the sugar produced in Japan itself has increased from \$1,700,000 in 1884 to upwards of \$6,000,000 in recent years.

CURIOUS FIND IN A TEA CHEST.

J. H. Jones, who is in charge of the store department of the Longford Lumber Company, Longford Mills, made a curious find the other day. He was opening a package of tea purchased from a Toronto wholesale house when he discovered, embedded in its contents, an embossed leather opium case about 4½ inches long. There were two departments in the case. One contained an iron pipe, with mouth-piece and bowl of brass, and the other a supply of opium. The case and its contents were handed over to William Thompson, president of the company, who holds it as a curio.

It is surmised that it either fell into the chest from the pocket of a careless Japanese workman or that it was hid in the tea by the latter on the approach of an overseer and had not an opportunity of removing it.

Several of Mr. Jones' friends are jocularly charging him with having obtained the curio from the Indian reserve near Lambton Mills and palming it off as a Japanese curio, but of course "there is nothing in it."

THE TEA DISTRICTS OF INDIA.

FLAVORS AND FLUSHINGS.

DEAR GROCER,—In closing my last letter I promised to deal further with the separate flavors and how to distinguish them.

While in a general way the districts that are widely removed geographically are readily distinguished one from the other in taste and smell, yet to say that so many pounds of several kinds of tea will make a good blend, is to say what is practically nonsense. While I know in some cases that a tea is pleasing to my taste, whether of one kind or mixed sorts, yet to say that the same quantities of teas bearing the same name will suit the grocer and his customer universally, is to mislead him if he acts on the suggestion. The grocer will only be successful when he draws his tea irrespective of where the goods came from, or when. Because a tea came from a certain garden and turns out exceptionally fine, is no guarantee that another lot from the same place will prove equally good. Tea from the same garden has the same chance of turning out uniformly good as has hay cut from the same farm during different seasons, or even days! A tea picked from young plants of a good variety, in the best part of the season (i. e., when the flushes come up quickly), may be ruined by damp weather, over fermentation, bad firing, or any other part of the operations necessary to prepare the tea for the market. A flush is the growth of tea after the last picking, the number of flushes varying with the latitude and elevation above sea level; also affected by the rain fall.

Yours, etc.,

D. S. MACROQUODALE.

NOTE—The actual returns for the year make the export of tea about five million pounds over my estimate.

SUGAR AND SOAP.

Another striking illustration of the proof of our contention that it is possible for the retailers to advance their prices in sympathy with a hardening market and that customers will pay the increase without demur when justified by circumstances has been furnished by the rise which took place recently in tallow. Immediately it was known that the market had advanced, soap-makers raised their quotations £2 per ton, and, when it declined, reduced them by half that amount. Retailers who happened to be in short supply, and had to satisfy their requirements in a dearer market, as well as those who had stock on hand, followed the example set by the manufacturers and distributors. What was the result? That the public refused to buy except at the old price? Not a bit of it. The simple statement that the price of soap had advanced sufficed to assure the public that the extra charge made was fair and reasonable, so they paid it. And even had the advance made by the retailers been

somewhat out of proportion to the rise in the wholesale market, the public would still have paid it, for soap they want and soap they must have. But such a probability as that tradesmen would demand more than a fair increase need not be discussed, for competition would put an effectual check on anything like unjustifiable over-charging.

The point for the trade to seize and ponder over is this: If the public are prepared to pay more for soap than they were accustomed to a few weeks ago, why should there be any difficulty in getting them to disburse a farthing extra per pound for sugar? Sugar is quite as indispensable as soap, and its consumption would not be materially affected, if at all, by the imposition of a legitimate profit. Take another illustration. When the present tariff came into operation, the prices of many household commodities were immediately raised to an extent which, roughly speaking, correspond to the customs duty. The public knew that the duty had increased the cost, and they paid it, not, however, without murmuring, though their complaints were directed, not against the storekeeper so much as against the treasurer.

Here, then, we contend, are two incontrovertible arguments in favor of advancing the price of sugar to a point which will yield to the retailer a fair margin of profit. There is no need to repeat the antiquated truism that selling a commodity for what it costs means a loss to the vendor; but we would urge the trade to put their shoulder to the wheel, and try to bring about the reform of an insane system which countenances such a transaction. Even at the risk of being charged with frequent repetition, we repeat that it only requires some one to take the lead. Uncomplimentary though it may be to say so, men are very much like sheep; they follow the bell. This proposal, we point out, involves no question of concession; it is not a matter which means a gain to one storekeeper at the expense of his competitor. It will confer a benefit in which all will share to the detriment of none. In these times when profits are cut so low, and competition is so keen, a man must be as mad as a March hare who does not endeavor to secure a fair margin between the buying and the selling price of every article he has in his store. You say this cannot be accomplished by a man single-handed? Very well; the solution of the difficulty can be summed up in one word—combine.—The Storekeeper, Sydney, N.S.W.

DECAY IN THE APPLE BARREL.

The ordinary method of treating the apple if its decay is to be prevented, is to pick it carefully, without bruises, and to place the barrels in a dry, cool room where the natural tendencies to decay may be resisted as long as possible. This subject has been studied scientifically by a professor in Rutgers College, Dr. Byron D. Halsted, and in his paper in the May Popular Science Monthly light is thrown upon the treatment of apples. Ordinarily no attention is paid to them until they are grown, but this writer takes us back

to the time of the apple blossoms, and shows that if good fruit is to be secured in a healthy condition it must be protected from the beginning. The small specks that dot the surface of an apple that is just springing from a blossom are one of the low forms of plant life belonging to the molds called spores. These spores are produced in great abundance, and, being carried by the air, alight upon the fruit, and there germinate into specks which feed upon the substance obtained from the skin of the apple. Whenever these specks are observed it is certain that the apple will decay.

Another defect in apples is known to fruit-dealers as the "scab." This is due to a mould which is as different in its real structure from the specks as the two are unlike in general appearance. It is as much a distinct kind of plant as the apple tree upon which it thrives. The apples are first attacked by the scab fungus while the tree is in blossom or shortly after, and this fact is what makes it necessary that the fruit should be treated as soon as the apple tree is in blossom. The germs which gather in the form of a scab are the germs of bacteria, and as soon as the skin of the apple becomes broken in any place, the coarser decay germs enter and quickly overrun it with a motely vegetation of various molds. All these products rot, and the question of saving the apples is transferred to the matter of doing something for the fruit while it is yet untouched by the bacteria that are floating in the air. What Dr. Halsted suggests is that this decay of the fruit shall be anticipated. Nature tries to protect the apple in all the processes of its growth, but the bacteria are sure to appear whenever they can find their way through the tough skin. The only way in which the apples can be saved is by protecting their skins by the use of fungicides in the orchard while the fruit is growing, then by picking the fruit carefully and by placing it in a cold, dry room, where it is free from fungus germs, and where it will keep indefinitely until chemical change ruins it as an article of food.

There is no absolute protection for the ripened fruit, or for the keeping off the specks and blotches where the bacteria lodge, ready to prey upon the fruit at the first opportunity. Each of these spores feed upon the ruptured pimples in the skin of the apple, and the only way to keep the harvested fruit effectively is to spray it with a fungicide, and even this will not do it, excepting under the most favorable circumstances. The only sure way to keep fruit is to cook it until the germs within it have been killed, and then to can it to prevent the entrance of those without. If the fungicides are used freely in the orchard while the fruit is growing, the result will be a fairer fruit and the prevention of it from decay to a large extent. Use this prevention, pick the apples so as to avoid bruises, place them in a dry storage room, and you will have fruit that will last as long as the chemical substance will allow. This is in substance the only treatment that will prevent the apple from decay.

JOHORE TEA.

Just across the famous old Straits of Malacca is the Sultanate of Johore, the only independent Malay Kingdom on the peninsula, writes U. S. Consul Wildman. Under the wise and humane rule of its enlightened prince, Johore has kept along abreast of the more stirring English civilization of Singapore, and its 15,000 square miles are under as good cultivation as any part of the English colony, and its 20,000 inhabitants as loyal and patriotic as the neighbouring Europeans. The Sultan, in his work of building up his country, has gone outside the natural products of the soil and has experimented with staple productions that are native to other sections. In coffee, pepper, and tea his experiments have proved so far successful that to-day they comprise the chief output of his little kingdom, outstripping in value the native products of the soil—sago, tapioca, cocoa, pineapple, gambier, spices, and gums. Especially in regard to tea has the soil proved efficacious, giving it a delicious odour and flavour that to the taste of many connoisseurs places it ahead of the original Assam or the now famous Ceylon. As the Sultan will, through my solicitation, send an exhibit of Johore tea to the Chicago exposition, I have thought that a description of its growth and quality might be of interest to the lovers of good tea.

The Michaelstowe tea gardens, in the Sultan of Johore's territory, have an area of 800 acres, of which 165 are under cultivation. It is most conveniently situated on the river Scudie, 25 miles from Singapore by water, and eight miles by road from Johore. It is planted with Assam hybrid, which, in this steamy climate, "flushes" all the year round. The leaves plucked are the young shoots, the bud and the two small leaves next to it only being pinched. As these are picked off, fresh shoots are thrown out, and in about eight days are ready for plucking. These young shoots are called "flushes," and on the average each bush flushes three times a month. The tea tree has been known to bear for forty years.

In Johore no crop was picked until five years old, but this was due to difficulties in starting a new industry in a foreign country. Planting was commenced in 1882, when labor was difficult to find and expensive to keep; now, in 1892, thanks to the wise government of the State by its enlightened ruler, labor is cheap and plentiful. Coolies in these gardens receive 18 cents in Mexican silver per diem for every day they work (or, at present exchange, say 12 cents in American money). The whole garden has to be dug over three times a year, and, with manure once in three years, is capable of producing an all-round average of 500 pounds per acre. The bushes are planted five feet apart in rows also five feet apart. They grow and flush well on these low-country lands, and produce teas remarkable for their strength,

which are greatly in favor both in Australia and London, fetching equal prices in the market with Ceylon teas grown at the same elevation.

The teas are, owing to their strength, used by the trade for blending with China teas; they are also excellent drinking teas, but must be freshly made as an infusion, not a decoction. Boiling water poured on the leaf should be allowed to stand for four minutes, then the liquor poured off into another vessel, and the leaf thrown away; if nice tea be wanted fresh leaf must be used. Every morning with the exception of Friday (the Mohammedan Sunday) men, women and children are called out at day break by a horn to pluck the young leaves. At 11 a.m. the horn is again the signal for their return to the factory to have their morning's pluckings weighed by the manager.

Pluckers are paid at a fixed rate per pound of green leaf. Each basket of leaf, as it is handed in, is weighed by the mandore, the weight of the basket deducted, and a ticket for the balance handed over. At 1 p.m. the horn calls them out again, and a similar weighing operation takes place at 5 p.m., excepting only that the morning tickets are called in and the total pluckings for the day put against the name of each plucker in the check roll. With a good flush of leaf on the bushes a smart plucker can pick sixty pounds of leaf in a day. The green leaf thus received into the factory is then handed over to a set of Chinese coolies (also on contract), who have to turn it into "made tea." First, all the leaves are sprinkled over bamboo trays and placed on stands in the upper floor of the factory under cover in order to "wither." The leaf must be handled as little as possible. Second, when the leaves are sufficiently withered, which is known by touch and color and the time it takes, depending very much upon the state of the weather (wet or dry), they are put into a "rolling" machine (in this case a hand roller, in large factories, steam or water power is used), the box of which holds a charge of fifty pounds. The box is so constructed that when in motion, sliding over a wooden platform it thoroughly presses, twists and rolls the leaf without losing the juice. A charge takes about an hour to properly roll, when it is ready for the third stage, which is fermentation. The "roll" or mass of leaf is withdrawn from the roller, is pressed into a heap, upon a low table, and turned over repeatedly by hand until the whole mass changes from its previous yellowish-green to a bright coppery color, which takes place in about an hour. Fourthly, the fermented roll is spread over wire-gauze trays and placed in the "sirocco," which is a large iron chest over a furnace. The temperature of the air in this chest is raised to 260 deg. F. There are four trays, which slide into the chest at different levels; the topmost tray filled with the roll is put in first and after five minutes is withdrawn, turned over by hand, and

placed on the second shelf, a newly-filled tray taking its place on the top shelf, and so on until the first tray has passed through the four slides, when it has become "made tea." About 100 pounds can be manipulated in an hour.

Sorting into grades is the fifth stage. The unassorted teas are fed into a machine consisting of two long cylinders composed of wire mesh of different degrees of fineness. As the cylinders are made to revolve by turning the handle the tea works down the top horizontal cylinder, dropping out through the meshes according to size, and finally falls into the bottom horizontal cylinder and out at its further end. The finest mesh, of course, gives the best tea, the lower cylinder being the coarsest. The grades are—(1) broken orange pekoe, (2) orange pekoe, (3) broken pekoe, (4) pekoe, (5) pekoe souchong, (6) souchong. About 40 per cent. of the tea made turns out pekoes, the balance souchongs.

The sixth and last stage comprises—(1) weighing the different grades, upon which weight the factory coolies are paid at a fixed rate per pound (about four and a quarter pounds of green leaf make one pound of manufactured tea); (2) tasting (to detect burnt, badly rolled, under or over fermented teas); (3) filling into wooden chests lined with lead and soldering down, each holding about 50 pounds on the average, before which the tea has to be passed through the sirocco quickly once again, in order to expel all moisture before packing, an operation which is known as "final firing"; (4) marking the chests with the description of tea, weight, and garden mark—"Stowe" standing for "Michaelstowe," the name of the garden, in a diamond mark; "P.S." stands for Pekoe souchong; "1," the number of the chest, is the "break" of tea to be shipped; "50," the number of pounds in the chest. The chests are bound with rattan split in two, and nailed in two bands round the chests. They are then entered in the despatch book with their proper gross and net weights, taken to the river, and despatched to Singapore by Chinese junks, thence transhipped to steamers for Australia and London.

Both Hamburg and Middlebrough are securing a good deal of the export salt trade, which a few years back was almost exclusively confined to Liverpool. Since the union was formed and prices were put up, buyers in some instances went to either Hamburg or Middlebrough, and since then these ports have made fair shipments to Calcutta and Rangoon. The Hamburg and Middlebrough berths are scarcely ever without vessels, and at the present moment several thousands of tons of salt are being loaded at both places for Calcutta and Rangoon. West Hartlepool is now entering as a competitor with Liverpool in the salt trade.—London Grocer.

THE TEA TRADE.

The publication of the dock companies' returns to the end of April completes eleven months of the season, and enables us to review the situation with some approximation as to what the total for the year will be when completed. It can scarcely be said that the figures are pleasant reading to the trade, as all the increased consumption which was apparent to the end of last December has now been lost; and instead the deliveries show a falling off for the 11 months of 6,200,000 lbs., against last year. To this deficiency Indian tea contributes 700,000 lbs., and China tea nearly 10 millions, but as Ceylon shows an increase of between 3 and 4 millions the adverse balance is reduced by so much. On the side of imports there is also a considerable falling off; a decrease of 6,000,000 lbs. in China tea, 3,000,000 lbs. in Indian tea, and about half-a-million in Ceylon tea, while Java has come to the front again by reverting to the figures of two years ago, and showing an increase of upwards of a million pounds in 1892. The net result is that the total imports for the last eleven months stand at 223,267,854 lbs., against 231,553,731 lbs. last year. The stock of April 30 of all kinds was reduced to 77,251,539 lbs., against 82,040,048 lbs. last year, and 82,339,256 lbs. in 1891, so that although the imports and deliveries are both lower than they were a year ago, it is satisfactory to note that stocks are not accumulating on the eve of the new season. A variety of reasons have no doubt contributed to the result above indicated. First, no doubt, is the very natural conclusion that as the quantity of tea has not arrived it could not be offered to the trade, and therefore could not pass into consumption. Secondly, the state of the labor market in most of the great manufacturing centres has been very unsettled for many months. Strikes and lock-outs are not at all conducive to an increased consumption of tea. If the wages fund is reduced the purchasing power diminishes, and the pound of tea which the good wife lays in on Saturday night has frequently to last out ten or twelve days instead of a week, or in some cases has to be done away with altogether. Thirdly, no doubt the deliveries during the last few months have been curtailed as much as possible owing to a belief in the minds of many that, under a Democratic Cabinet, supported by a majority pledged to economical reform, a reduction of the duty on tea would certainly be attempted. The deliveries since it became known that such hopes were almost further off than ever, have shown a very considerable increase, and it is quite possible that by the end of May, when the full totals of the year are published, the natural everyday demand will have to a great

extent reduced the adverse balance. It must not be overlooked, however, that the price of common tea is 20 per cent. higher to-day than it was a year ago, and consequently dealers are not eager to hold heavy stocks. At the same time they cannot keep out of the market, for their customers do not hold a stock of tea, and they want it, and whilst the market has been in such a strong position since December, the supplies of old bought stuff have been steadily going off, leaving every dealer in the same exhausted condition. Consequently the immediate effect of any reduction in market value would be to bring into the sales a multitude of eager buyers who are in extremities for what is called "tea for price." It is therefore the opinion of "The Lane" that until July the price of common leaf tea will maintain its value. Present quotations on the speculative market are: May, 8 11-16d.; June, 8 10-16d.; July, 8 6-16d.; by which it will be seen that in the judgment of those who forecast the future to make profit thereby, leaf tea will be 1-4d. per lb. cheaper in July than it is now. This is not our function to predict. We place the information before our readers, and leave them to form their own opinions. --Grocers' Chronicle, London.

THE COUNTRY STORE.

It may seem to be a very simple thing to go into a small country place and open a store and succeed. But it is like all other undertakings, there are more than one way to run the country store. The man who thinks there is nothing in it that requires thought and brains will certainly not succeed.

The man who looks upon it as a simple business will open his store with just the most meagre line of the commonest necessities, heap the goods up anywhere out of sight, or in sight, and sit down to wait for a customer to come in and ask for just this or that specific article, get it and go away. That is not the way to run a country store. There is a knack in it.

The man who realizes that there is scope even in a small country store for the exercise of thought will see that his customers shall not enter his store and leave without at least seeing something that might be sold to the mutual advantage of each. He will not put his goods under the counter nor in the back room. He knows it would be as detrimental to his business as it was to the moralists' influence who put his light under a bushel. His goods are carefully displayed. A nice show window is a pretty cheap way to advertise and to attract the customer who comes to buy and also the one who passes by to go somewhere else perhaps.

The successful country merchant studies the best interests of his customers and to this end he is always looking for some-

thing that he thinks might sell and make housekeeping a little easier. Articles not called for he will not order in quantity, but he will send for a small trial order, and he will display this in the most attractive way so as to attract the eye. If it is not noticed he may with perfect propriety call attention to it as a convenient or economical food, or for whatever purpose it is intended. In these days of canned goods, of nice little devices to make housekeeping easy, especially to people who do their own work, of cheap artistic notions that make a home pretty, there is a multitude of ways to increase trade, and to the benefit of the customer as well as to that of the merchant. Canned salmon is a most delicious luxury sold at the price of the cheapest necessity in its line. It is cheaper than butcher's meat, makes a very agreeable change, and is so easily prepared. The same is true of other canned goods.

These are simply suggestions. They may be multiplied at will, and it would take columns to exhaust the topic. The successful merchant will simply keep his eyes and ears open and all the time reach out in new ways to increase his trade. He reads advertisements and studies lists of goods to see what he can find to place before his customers to the advantage of them as well as of himself. And he will not neglect to let his neighbors hear from him from time to time as to what he has. We believe the columns of the little town paper is a better medium than all the circulars and handbills he can send out. We are a reading people, and people of taste. We like pretty things, and will have them if not too dear. The same is true of our eating. We like a nice dish. Let us know where to get what we want at a reasonable price and we will go for it. Put it before our eyes and we will be tempted to try it. A very good plan is to put some such article in the window, and if it is not high cost to mark the price on it. Many people would buy a thing if they had any idea how inexpensive it is. They are afraid to ask the price lest it be too dear, and they think the merchant or some bystander will be apprised why they do not take it. For we are a proud people, too.—Grocer and Country Merchant.

Cuban planters in several localities have agreed to grant next year a larger percentage to their tenants for the cane furnished them, say 5 and 6 arrobes of sugar per 2,500 pounds of cane, instead of 4 and 5 as heretofore. On the other hand, a certain number of planters, amongst whom the proprietors of the colossal Central factory "Constancia," are preparing themselves to increase the cultivation of cane for their own account, a scheme which they consider more profitable than to acquiesce to the petition of their tenants, who, pretending that the prices heretofore granted them are ruinous to their interests, have determined to proceed to no new planting this year and to bestow their attention upon the fields already sown. —Havanna Weekly Report.

DIAMOND CRYSTAL SALT

✧ THE process by which this Salt is made is different from any other one of the kind in existence. That PERFECTION in the manufacture of such a variable article as Salt should be attained at once was not to be expected, and while the remarkable purity of Diamond Crystal Salt was generally conceded very soon after it was placed on the market, still the manufacturers were obliged to admit that at first it was not in every respect a perfect BUTTER Salt. Although much thought was spent and many experiments made, it was not until after FOUR YEARS of such effort that the trouble was discovered and the defects entirely remedied.

In spite of its defects, however, many dealers in butter, especially those who stored their goods for several months, insisted that this Salt should be used, since they had learned by repeated tests that it was the best Salt they could find for preserving butter and holding its flavor. To their first success—Purity—they have added a second by securing all the conditions essential in a Salt to be used for producing the Highest Grade of Butter.

Lucas, Steele & Bristol, AGENTS
HAMILTON, ONT.

Morton's Vinegars.

Morton's Capers.

Morton's Glass Salt.

Cairn's Scotch Marmalade.

Batty's Fresh Herrings, pd tins.

Morton's Olives.

Morton's Currie Powders.

Morton's Chutney Sauce.

Cairn's Home-Made Marmalade.

Batty's Kippered Herrings.

Batty's "Nabob" Sauce.

All sellers, yielding grocers
handsome profits at our
low selling prices. . . .

James Turner & Co., Hamilton.

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

"St. Olaf"

Pronounced the finest
of its kind.

Norway Condensed Milk

"Viking"

Unsweetened — Really
Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.

THE INDIANS MAPLE SUGAR.

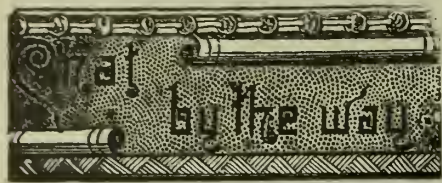
A Vermont paper, in drawing a comparison between primitive and modern methods of producing maple sugar, says that ever since the Indians in the section now known as Fletcher discovered "honey" in the maple trees, that district has been known far and wide as the heart of the Vermont maple sugar country. The way the red man extracted the delicious compound was somewhat slow as compared with the present process. He used to cut a slanting gash in the bark and insert in the lower end a gauge shaped piece of wood, from which the sap

ran and dropped into a poplar or bass-wood trough. At the end of the season these troughs would be set up against the trees and left until the following season, by which time the troughs would be thoroughly mildewed. This material added to the flavor of the aboriginal sugar, but can hardly be said to have improved it. The evaporator of those times consisted of an iron kettle swung from a sapling bent over a stump. By a slow and tedious process the sap was first heated, and then boiled in this kettle often taking two or three days' boiling before it could be sugared off.

In the best Fletcher groves of to-day

a long pipe or trough line runs from some central spot in the grove down to the big storage tanks in the sugar house. Hence the perfected evaporator, when under full headway, will convert the first sap into syrup in half an hour, consuming about one cord of wood to produce a hundred pounds of sugar.

An English journal just to hand has the following: Late frosts in the China tea districts are reported from Foochow to have had the effect of stripping all the tea shrubs of their leaves. The coming tea crop is expected to be a good one in quantity and quality, though it will probably be later than usual.



[This department is made up largely of items from travellers and retailers throughout the Dominion. It contains much interesting information regarding the movements of those in the trade. The editor will thank contributors to mail copy to reach the head office Tuesday.]

R. J. Gilliland, grocer, Portage la Prairie, is erecting a large two story brick block on the corner immediately west of his present store.

The cheese factory at Mono Road has been undergoing extensive repairs under the management of J. W. Shields. He has also erected a new engine house and a smokestack which the local paper says is a skyscraper.

It is stated that at a meeting of the German sugar refiners last month the negotiations and arrangements for the formation of a combination to maintain uniform prices in the home market were successfully completed.

It is noticeable that although the exports of coffee from Ceylon in 1892 amounted to only 43,143 cwts (less than half the quantity shipped in 1891), that exports of Liberian coffee show a slight increase—from 894 to 976 cwts.

If eggs are packed in layers in a suitable wooden or metallic vessel, all the intervening spaces being filled by pouring over each layer a thick fluid mixture of lime, litmus, and water, it is claimed that they will remain good for nine to ten months.

A St. John fruit firm are actively agitating to divert the Mediterranean fruit trade of that city from New York and Boston to the Montreal route, and if satisfactory arrangements for rapid transit can be made with the railway the scheme is likely to meet with favor.

There is a tea produced in Japan and China which sells at \$15 and \$20 a pound which is probably the highest priced. None is exported to this country for sale, and only a little has been brought here, and that by Americans, who took some as a curiosity.

The Controller of Customs is considering the question of the best method of branding American cheese which passes through Canada en route for Europe, in order that the inferior grades manufactured in the Western States may not be confounded with the Canadian products.

The New Orleans Fruit and Produce has come when positive and determined action should be taken looking to the adoption of methods whereby potatoes and onions should be sold by weight when in sacks, or purchased only when

in the standard flour barrel. To this end a letter has been issued to the growers and shippers of potatoes and onions.

The planting of fruit trees in all the great fruit sections of California has been on a very large scale this year. The total plant of all sorts of trees will run to millions. Lemons and olives have been favorites. So have peaches. A good many prunes were set out and considerable apricots.

A meeting of the Montreal Butter and Cheese Association was held last week, when the resolution of the Bristol Provision Trade Association to exclude French cheese in fulfilment of contracts for "finest Canadian" was brought up, and the secretary instructed to answer the circular received from the Bristol Association.

Mr. Waters' bill to Amend the Ontario Assessment Act by taxing income and not personalty, has been withdrawn until next session. In the meantime copies of it will be sent to every municipality with a request that it be considered, and that a report of the municipality's views on it be forwarded to the Government.

Mr. A. H. B. Macgowan, secretary of the B. C. Fruit Growers' Association, has received from Mr. H. C. Beeton, Provincial Government Agent in London, a request for specimens of fruits for the proposed forestry exhibition to be held in London in June. The fruit would be kept permanently on exhibition in London. All the efforts of the Association have been exhausted in preparing specimens for Chicago, and at this season of the year it is almost impossible to get the samples required.—News-Advertiser, Vancouver.

Before the travelling man has left his hotel the newspaper advertisement has had an interview with the purchaser. The buyer may have been out of town that day, but somebody's newspaper advertisement was in his pocket. The country dealer may be located much "out of the way," but the newspaper gets there, and gets attention. The canvasser may ring in vain, but the housekeeper is always at home to her favorite newspaper.

According to the N.Y. World, Attorney-General Olney proposes to push the cases against the American sugar Refinery now pending. As a side issue to this action, the Government has been endeavoring in the United States Court at Philadelphia to compel the company to produce certain of its books. The Attorney-General has decided that the data is not necessary, and will proceed with the trial on the main issue.

Deseronto Tribune: The hop growers of Prince Edward and other counties find themselves left in the lurch, and are now forced to sell their last season's crop at very low prices. They entered into a combine with certain dealers not to sell un-

der a certain figure. The dealers sold out all their old stock at the figures agreed upon, and then conveniently forgot the agreement, and growers have to sacrifice last year's crop at a loss.

The pineapple, besides its fine qualities as a delicious fruit, is rapidly coming to the front as an effectual remedy and preventative of indigestion—dyspepsia. Like many of its predecessors in the fruit and vegetable line, its added-quality of medicinal power had to be discovered by experiment and experience. Care must be taken, however, to get it in right preparation, of which there are several kinds in the market.

The hatching of fish by hens is one of the Industries of China. The spawn of the fish is placed inside of an egg shell from which the contents have been blown. After the spawn has been forced into the empty shell—a very delicate operation—the eggs are placed under the hen. At the proper time the shells are broken in warm water, in which the fish hatch at once; they are kept in water perfectly pure until large enough to put in the ponds with larger fish. The selling of the spawn is one of the commercial enterprises of the Chinese.—Ex.

Liberal, Portage la Prairie: "The early closing system has been in force in Portage la Prairie since last fall, and gives the very best of satisfaction to both merchants and employees. Prior to the first of January last a petition was circulated by the early closing association of the town, and the signatures secured of two-thirds of the local merchants. Acting upon the request of this petition the town council passed a by-law requiring all stores, except places which must remain open, such as drug stores, etc., to close at 6.30 every evening excepting Saturday and days before holidays, for which the hour was fixed at ten o'clock. The by-law came into force upon the first of January last. Previous to that time for some months the stores had closed at 7.30. There is a fine of \$50 for violation of the by-law. The scheme is found to work admirably, and gives general satisfaction, and we hope to see it adopted throughout the province."

To Grocers - -

Teas of all kinds, repacked into Half Chests and Cattles of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,

17 Common St., MONTREAL.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

TRADE MARK.

THE smaller lines of
 our manufactures,
 such as Herbs,
 ground or rubbed;
 Curry Powder; Celery
 Salt; Borax and Cream
 Tartar in packages are
 worthy of your atten-
 tion.

The Snow Drift Co.

BRANTFORD



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada. BRANTFORD, ONT

STERLING SOAP :::

THERE is no end to the good
 things grocers and con-
 sumers are saying about
 our STERLING SOAP. If quality is
 considered worth anything, STER-
 LING is the cheapest SOAP because
 it is the BEST.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

SAGO OR PALM STARCH.

Sago, or palm starch, is obtained from the *sagus farinifera*, a species of palm growing in Molucca and Philippine Islands, and in New Guinea. A considerable quantity is now imported into France and Italy, mainly because the potato starch has reached so high a price. It yields a transparent paste and has quite superseded the potato starch as a glaze in England. In France it has long been used for the same purpose for the so-called Normandy fabrics. Granulated sago starch comes into commerce as tapioca-sago, which is reddish, and contains soluble starch; granulated sago which does not yield a paste, and Malacca sago, which yields a stiff paste. It may be purchased in powder, both in an impure state and as washed starch. A single sago palm yields about 1,300 pounds of starch containing 12 per cent of water. Sago starch is the raw material from which the granulated product is manufactured.

This industry is carried on in India and at Singapore, where 20,000,000 kilos (44,000,000 pounds) are annually produced by Chinese manufacturers. Purified sago starch is made chiefly in Malacca. The annual import into England is 16,000,000 kilos: London is the chief market. The product, which was almost exclusively confined to the island of Portland, has died out years ago.

BAD SEASON FOR CURRANTS.

The past season has been a very disastrous one for importers of currants. Ever since last fall the price here has ruled extremely low in comparison with the cost of the stock in the primary market, importers having been unable for months past to obtain a profit upon the goods purchased through the channel of resident representatives of Greek houses. The importations of this class of stock, taking the season through,

have been about equal to selections of previous years, but the quantity held to-day is regarded as much larger than is usually retained at this period. Some in the trade do not hesitate to express the belief that the consumption of this class of stock is decreasing, claiming that the small raisin of the Pacific Coast is being substituted in some sections, though more particularly in the Northwest, where currants in the past have always met with a ready and liberal sale. The price of the fruit was probably never lower than it is to-day, but this fact does not appear to be given serious consideration by either consumers or the trade, as business is not stimulated in the least by the cheapness of the fruit. Speculative operations were freely ventured upon last fall in the expectation that big returns would be harvested later in the season, but the fall season progressed, and the winter passed without beneficial results, but on the contrary those who banked for a rise in price were confronted by a steady shrinkage in the value.

The spring opened up, and yet no improvement in the distribution followed, hence to-day the situation can truthfully be written as worse than at any time since the new crop was first offered for the consideration of buyers. Notwithstanding the depression upon this side of the water, the price in the primary market has been maintained with a good exhibition of steadiness, and holders in the Greek market have succeeded in finding a fairly satisfactory sale to European markets, though more particularly to French buyers for distilling purposes. Latest advices from primary sources report the available supply as reduced to about 10,000 tons, of which quantity fully 8,000 tons are fit only for distilling, thus showing that the bulk of the crop suitable for food had been worked off without any special pressure upon the part of holders. As regards the quantity now left there, it is reasonable to believe that the greater portion will be disposed of previous to the first receipts of the new crop, which is some four months distant. Regarding our own supply some doubt as to the disposition during the next four months is entertained. In the recent past strong efforts have been put forth to lessen the outside holdings by swinging the demand on to such, and also by depressing the market in the hope that holders would become discouraged, and entertain low bids from those who favored closer concentration; but the former scheme failed in consequence of the indifference of buyers, and the latter has not been carried out to this time.

Though a very considerable portion of the barrel stock in this market cost importers originally $3\frac{1}{4}$ to $3\frac{3}{8}$ c., we find them to-day endeavoring to place their goods among the trade at $2\frac{7}{8}$ c., and in recent instances bids of $2\frac{3}{4}$ c. have been favorably entertained. As regards the goods at the latter price some say the quality was not of a really desirable

character, while others state that the fruit packed in barrels this season is somewhat above the average. To lift the market to an improved basis a more general demand is necessary, but experience in the past has shown that the consumption during the summer months is usually light, the active period not setting in until the approach of fall. Case goods and cleaned fruit appears to be growing in favor among the trade of the country, and it would not be a surprise did the annual importations of barrel fruit decrease from this time on, a similar revolution being observed to-day in the case of box prunes in the place of the old style of cask. Box fruit makes a desirable shelf package, and does not necessitate the carrying by the small dealers of a burdensome supply. The change is being rapidly made, and in a few years it is reasonable to believe that barrel and cask fruit will be connected entirely with the past. —N. Y. Bulletin.

BROOM CORN CULTURE.

The very excellent suggestion is made that farmers plant some of their land with broom corn. This is a product for which there is a good demand, and one that is steadily increasing. It can be grown in many sections of the country. While some of the Western States now lead the rest of the country in the production of broom corn, there is no reason why it cannot be produced profitably in other States, especially in the South. Several enterprising broom manufacturers in the Southern States have endeavored to interest farmers in their respective localities to grow enough broom corn to supply their own wants. These efforts have been more or less successful, from the manufacturers' point of view; and we have not heard of any complaint from the farmer to the effect that the culture was not profitable. Now that there is an almost unanimous opinion that the acreage of cotton should be diminished, every cotton grower should plant, at least, a few acres of broom corn as a commencement. We think that it will be found very profitable and satisfactory. In the Northwestern States, too, broom corn culture is being pushed, and it is hoped to supply several factories in Washington and Montana with raw material grown in those States. It begins to seem that the day is not very far distant when broom manufacturers will not have to go very far away from home to secure their supply of broom corn.—Willow-Trade Review."

"How is my waggon getting along?" asked the butcher. "You've had it six weeks."

"All ready but the wheels. They're not tired yet," returned the waggon maker.

"Well, they ought to be; they've been waiting so long," said the butcher.—Harper's Bazaar.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man

HERE'S A FACT . . .

WE ARE OFFERING

Special Value

Canned Gallon Apples

GET OUR PRICES.

In these goods.

Show the best value that can be had in the apple line at present.

H. P. ECKARDT & CO., Wholesale Grocers, TORONTO

FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

**Free
From
Disease Germs**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO

Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

1000 cases Tomatoes

2000 cases Corn

1000 cases Apples One Gallon Cans,

ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 bunchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - Montreal



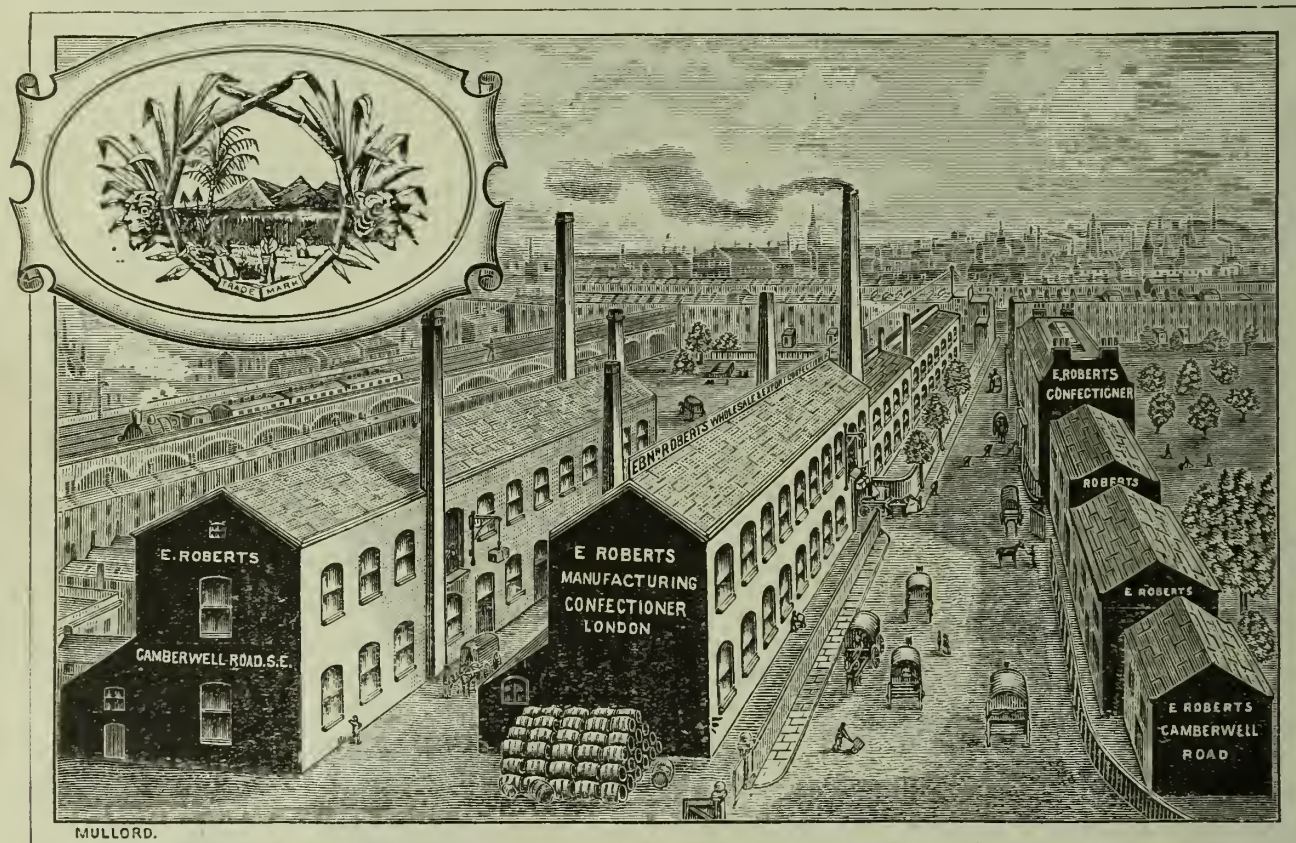
CAVERHILL, ROSE, HUGHES & CO., MONTREAL.

A FAMOUS CONFECTIONERY.

The business of Ebenezer Roberts, the well-known wholesale confectioner, of London, England, was established in 1852 by the present head of the firm, Mr. Ebenezer Roberts. Since he first entered the trade many changes have taken place, but one principle of his business has remained unalterable; this was, and is, to produce confectionery of the purest possible quality and most delicate manufacture. The Camberwell works, of which we give a sketch upon this page, consist of two ranges of buildings, each 400 feet in length, divided by a private road. Upon the basement of the large factory is the furnace-room, on the right of which are fourteen furnaces constantly at work; also drying rooms with

withstanding the rapid and constant manufacture that goes forward. Steam is conducted from the engine room to all parts of the building for boiling sugar and heating the six drying-rooms, some of which are lined throughout with zinc, and rise to a temperature of about 150 degrees Fahrenheit. Next are the mill-rooms, where a large disintegrator revolves at the rate of 2,000 per minute, crushing the sugar into the smallest particles, which is raised by means of an elevator into the dresser, which is lined with silk and minute brass wire, through which the sugar is passed, appearing afterwards as fine as the most delicate flour. Here, too, are machines for breaking sugar to the size of a pea, or for granulating sugar; others for the production of castor sugar; there are also

ready to be impressed by boards, upon which many various designs are raised. The starch, of course, reproduces these different shapes and devices, and thus moulds are formed from which the sweetmeats eventually take their many shapes. These goods are then taken to one of the drying rooms, where they remain from one to ten days, thence to the sifting room, where every atom of starch is blown from them; then they are placed in tins and syrup poured over them; After a few hours the syrup is drained off, and when dry the crystals appear sparkling like brilliants. In the drying room, upon iron benches, the glistening goods are displayed upon a number of trays ready for boxing. Leaving here through an iron door we reach the lozenge room, where upon marble tables



some fifteen long slabs of iron and stone; these are fitted up on the most modern principles, with either steam or cold water, according to their respective uses. Here are machines for the manufacture of endless varieties of boiled confectionery; for desiccating cocoanut, for the splitting, blanching, and for the roasting and grinding of almonds; also many sorts of frames and cutters of various shapes. In one portion of this building nearly a ton of "Butter Scotch" is produced in a day, some of which is supplied for the use of the automatic machines which are now to be seen in every part of the kingdom. Next is the engine room—the mainspring of these works; this department is, as indeed are all the others, the very pink of cleanliness, not-

chocolate refining mills. From these machine rooms we pass to the jam factory, where only the finest sort of preserves is made; it is fitted with the most useful machinery, and there is also a row of "stirrers" in large coolers, from which the jam is run into jars. In these rooms fans are fixed to the shafting to purify and cool the heavy air. Beyond this is the filling-out room, the shelves of which are stacked with jam; here also are some thousands of 7-lb. and 14-lb. jars ready for delivery. Beyond this is the large jam store, where large jars are stacked from floor to ceiling. Upon the first floor is the starch room, containing a row of steam pans, each holding about 40 gallons, also some large furnaces, and a drying room filled with starch trays

the lozenges of all shapes, sizes and qualities are being prepared and cut. None but the finest goods are made in this department. Amongst the medicated kinds here produced are "Maud's Compound Castor Oil Lozenges," for which Mr. Roberts is sole wholesale agent; these are so carefully prepared and delicately flavoured with otto of roses, that the medicine becomes delicious, while still retaining its medical properties. Eminent physicians have spoken of this effective lozenge in words of highest praise, and its constant and increasing sale speaks well for the estimation in which it is held by the general public. In this firm's glass warehouse every article necessary for a confectioner's shop is kept ready to hand; show cases, window tablets, chairs,

5 Cents

Worth
of Higgin's "Eureka"
Salt will salt

100 POUNDS

Of Butter.

As this is the
best Salt for dairy purposes
it will pay every merchant
to get his customers to use it.

Write us for circulars, price lists,
references, etc.

A 56 lb. trial sack costs you
only **67½ CENTS.**

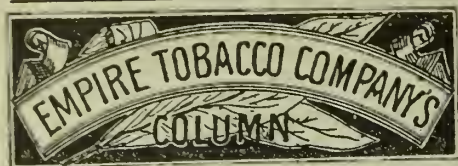
Everybody Washes

But everybody does not use
the **Best** soap, if they did
everybody would be using

AMMONIA SOAP

It pays the dealer a
good profit, it satisfies the
house-keeper. You should
Have it.

EBY, BLAIN & CO., Wholesale Grocers **Toronto, Ont.**



LORD
STANLEY
Black . .
Tobacco
HAVE YOU
TRIED IT?
~
EMPIRE
TOBACCO
Co.

MONTREAL

tables, decanters, glasses, &c.; in short, a shop can be completely furnished from this store in a few hours. At Mr. Roberts' factory the printing department is an important one; it is fitted with all kinds of type, printing machines, and every requirement of this trade. It is constantly employed in producing the many sorts of printed labels, wrappers, etc., used in the establishment. On the opposite side of the road is the bottling department, where dexterous hands are placing goods in bottles varying from 2 ounces to 7 pounds. These are afterwards carefully arranged on shelves, and are ready for the execution of orders. Near here is the long chocolate-covering room, fitted with tables with tops of marble, granite, etc., all containing little wells in which the chocolate is placed and made hot by a specially arranged apparatus; from these wells the chocolate is taken, and the already prepared balls of cream are deftly coated therewith, then placed on silver plaques to cool. On other benches are moulds for chocolate cigars, for beans, almonds, etc., also for chocolate macaroons, a delicate composition of almonds, and chocolate mice and other cleverly formed animals are here coated and dipped, coming in as white sugar or as cream, and going out a rich brown chocolate. At benches set apart for packing these goods, nimble hands place the sweetmeats in artistically labelled boxes varying in size from a half to four pounds. In the packing room proper, upon the second and third floors, rows and rows of neatly dressed girls are arranging every description of confectionery. Here are large quantities of "Butter Scotch" packed in waxed paper; also thousands of various packets of confectionery from 1-2d. to 6d. each, including "Nougat Moultemart," and parcels of gum and gelatine goods, fondants, lozenges, chocolates of every kind, Baton de Dame, Rahat, Lakum, Marzipan, Carrots, Potatoes, Strawberries, looking as if fresh gathered. On this floor is a room devoted to the storing of fancy boxes varying in value from 1d. to £1; these will contain the finest chocolate or sugar, Easter eggs and Christmas goods. Next is the department where labels and wrappers fresh from the printing office are stored. On the floor above are weighing rooms, to which the goods from the factory are taken before being passed on to the warehouse, which is stored from floor to ceiling with endless varieties of goods. There is also a depot where barrels of different goods are kept, and where the soldering up of cased goods for export is carried out. On the ground floor of the building opposite the factory are the sale rooms, counting house, and Mr. Roberts' own private office and sanctum.

Restore goods to their proper places as soon after using as possible

Goods conveniently located save time, money and temper in showing.

GET AND KEEP.

In the first place, what is a customer? According to Webster, a customer is "one who frequents a place of sale for the sake of purchasing goods," remarks an exchange. Frequent, that is, resorts to or visits often. By custom, then, we do not mean transitory or chance trade by people who happen to be passing by and drop in, and never come again, but those who have the habit, when they want anything in your line, of coming to your store; people who have come before to make purchases, and being satisfied with your method of doing business come again, and who, by their example and the good name they give you, bring others to your door.

There is a great difference of opinion among business men as to the best manner of attracting custom and of keeping it after it has come. Some believe in making what they can out of each one and trusting to some means to keep up the trade. This is the "rock" which has been the cause of so many financial wrecks.

Barnum, the great show-man, once said that the "American people like to be humbugged." This may be true of the circus and menagerie, but will not work in the grocery trade.

U. S. RICE CROP.

Messrs. Dan Talmage's sons, in bulletin No. 1, Rice Crop 1893, issued May 17th, state: "The crop of the present year is fairly under way. Preparatory conditions in the main favorable, but later reports indicate progress barely up to average. The outcome last year in a monetary way was disappointing, and some claim inability to grow rice at prices current during the past season, but practically all are entering the field anew. This is true of the Atlantic coast and river parishes in Louisiana, but it may be added of Southwest Louisiana, where there has been any reduction or discontinuance, more than an equal number have either enlarged or entered upon the culture in an experimental way. There can be no question but that rice offers a fair margin of profit, and in Louisiana it can be raised as cheaply as any other cereal, and the average yield per acre an item larger than wheat. This statement is practically attested by the renewal and extension of the culture, notwithstanding prevailing prices, and the probability of equal low values in the future. Louisiana, as heretofore, is the banner State, and will show increase over last year. Next in order of production follows South Carolina, Georgia, Texas, North Carolina, Florida, Alabama and Mississippi. The total acreage prepared and promised is in excess of last year, hence under favorable growing conditions it is not unreasonable to expect a product of over 10,000 bushels."

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods
Agency.

**FOR DAIRY . . .
BUTTER**

**OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

BUCHANAN & CORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City Mo
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
Ont.
JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow.

England.

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros
Liverpool England, Sunlight Soap; Ireland Na-
tural Food Co., Toronto, Ont., Breakfast Cereals
Leouard Bros., St. John, N. B., and Montreal
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.

We are open for a few more good agencies
Correspondence solicited. Refer to any of the
above.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Eggs are scarce and good sale at 12c. Butter
more plentiful at 16 to 18c. for large rolls, 18 to
20c. for one pound rolls. Dried Apples 4 to 4 1/2c.
Green Apples \$1 to \$2.50. Beans \$1.30 to \$1.50.
Honey 8c. Potatoes firm at \$1.10. Maple Syrup
80 to 90c.—Imperial.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON..
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

PUT

TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

—: DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S.
S. "Charrington," 1500 Boxes Extra Fancy Mes-
sina Lemons; ex S. S. "Fremona," 3000 Boxes
Extra Fancy Messina Lemons; ex S. S. "Dra-
cona," 300 Boxes Extra Fancy Messina Lemons.

These are all Extra fancy November-cut Mes-
sina fruit, among them being 2000 Boxes of the
celebrated Santi de-Pasquale brand, which is so
well known for their long-keeping qualities.

Write for quotations.

J. (LEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, May 25, 1893.
GROCERIES.

Trade does not exhibit any improvement, being still on the quiet side. The feeling, however, is still one of confidence, and country merchants report prospects good. There have been a few of them in during the week, and their general opinion regarding the fruit crop, particularly the smaller kinds, is that it will be large. There has been no material change in prices during the week. An ordinary trade is being done in coffee. Dried fruits are not in much demand and there is less enquiry for sugar, but the firmness in the latter commodity seems to be well maintained. For molasses there seems to be a little better demand. Much the same might be said of tea. The movement in canned goods continues light, and the confidence in tomatoes is scarcely so pronounced as it was. Payments are only fair.

COFFEES.

No large lots are moving, trade being of the usual distributing character. Java coffee is very scarce. The outside markets have been creeping up gradually, a few points at a time. We quote:—Rio, 19½ to 21½c., East Indian, 27 to 30c., South American, 21 to 23c., Mocha, 26 to 30c., Santos, 21 to 22c., Java, 30 to 32c.

DRIED FRUIT.

Market much as before. Demand for Valencia raisins is light. The demand noted in a former issue for cheap Valencias has dropped off since the price was raised. There are not now many low price ones on the market. In New York supplies are light and Valencias are about the strongest fruit on the market. The idea for off-stalk is 4 to 4½c. a pound for seconds, 5¼ to 6c. for fine; layers, ordinary selects, 6¼c.; fancy selects, 7½ to 8c. according to quality. There is just an ordinary demand for currants. There is very little fine fruit to be had here, and although there is some very low priced fruit offering from New York the quality is such that they could not be handled on this market, Canada always taking a better standard of fruit than the United States. It is generally conceded that prices for good fruit will go lower. On the contrary the indications point to the contrary. The idea is 6 to 6½c. for good fruit and 5½ to 6c. for ordinary. Anything below these prices is scarcely suitable for the Canadian trade. The currant report of Barff & Co. (Ltd.), dated Patras, May 6, is interesting. After referring to the dullness of trade the previous month and to the fact that only some 2500 tons of currants had gone forward during April, it says: "Holders have been willing to give way in price, but the poor quality of most of the remaining stocks on the one hand, and the

absence of demand from consuming markets on the other, have stood in the way of business. About 8,000 to 9,000 tons of currants still remain in Greece and the Islands, and of these some 2,000 tons are preparing for shipment to France and the Continent, so that by end of this month not over 6,000 tons will remain on this side, which owing to their defective quality will be shipped off before the new crop comes in, and we shall be very thankful to commence the new season with a clean board. The coming crop is not progressing as favorably as usual at this season of the year; the cold and frost experienced during February and the early part of April caused much damage to the buds and plants generally and the vegetation is stunted and uneven, in many districts the show of blossom is small, so that only a small crop is expected. "Peronosporos" has appeared amongst the rose plants and in a few isolated cases has been observed on the leaves of the currant vines, but it is yet too early to expect any general visitation of the malady, we very much fear it is lurking in the plants and that it will show up before long, but the extent of damage it may cause will very much depend upon the state of the atmosphere during the next month." The report shows that the shipments of currants to Canada to date are 1,328 tons, against 1,133 tons in 1892. The total shipments to all countries to date were 107,532 tons, against 146,786 tons in 1892. Prunes are in little better demand, although only for small lots. Dates dull, at 5 to 5½c. Stocks of figs are about exhausted, the low prices prevailing during the season having stimulated the demand beyond expectations.

NUTS.

Quiet and unchanged. We quote Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack.

RICE AND SPICES.

There is not much doing in rice yet, and 3¾c. is about the idea for what is going out. New ordinary rice is expected on this market in about ten days. New Patna and Japan rices are already being offered by the mill. Prices for the former will be 5½ to 6c., and for the latter 5 to 5½c.

There has been no new development in spices. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

A carload has been moving here and there, but demand has eased off a little. The market continues strong; 5¾ to 5½c. is the idea for granulated, the outside figure being for the Montreal article, while 4½c. is about the lowest for yellows. The refiners are still refusing to shade prices. The American Sugar Trust is a buyer of further lots of raws at prices paid ten days or two weeks ago, but sellers have advanced their ideas ¼c. above what they were previous to the decline. The Trust is not, however, buying at these figures, and holders are storing raws rather than accept the prices offered there.

SYRUPS AND MOLASSES.

The demand for syrups is as is usual at this season—light. The idea seems to be 2½ to 3½c. a pound. Low grade syrups are scarce. Molasses is in little better demand than syrups; 30 to 35c. is the range of prices mostly obtaining.

TEAS.

Business is rather more brisk in this line, principally in blacks. It is principally of a sorting up character, and the general conditions are healthy. Indian and Ceylons are

firmer and the very lowest grade of these teas would cost 21 to 22c. laid down here. Some good value is being shown in medium Pekoe congous from London. Low grade Ceylons are about done and no more is expected till about Sept. or Oct. Stocks of low grade will scarcely be more than enough to last till the new crop arrives in August.

BUTTER AND CHEESE.

Receipts of butter are larger, stocks accumulating and prices are lower. A good deal of roll butter has been sold at 14c., and we quote range from 14 to 15c. A few tubs are arriving, and they sell from 15½ to 17c., the outside figure being for first-class dairy stock. There are some store-packed tubs on this market that could be obtained as low as 13c. a pound. Farmers' pound prints are plentiful at 17 to 18c. Pound prints is the only thing on this market in the way of creamery butter, and they sell at 21 to 22c., but there is not much doing.

Cheese market continues quiet, being between the season for the old and the new. Buyers are confined to an odd grocer now and then. There is hardly any new cheese on the market yet, and old is about exhausted. We quote ½c. lower than last week, at 11c. for old and at 10c. for new.

COUNTRY PRODUCE.

BEANS—Dull and easier; choice hand-picked are being jobbed out at \$1.40; \$1.20 seems to be the idea with jobbers, and they are not anxious buyers at that.

DRIED APPLES—Not many going out. Jobbers are paying 4 to 4½c. and selling at 4½ to 5c.

EVAPORATED APPLES—Dull. They can be obtained at 8½c., and they are being jobbed out at 9 to 9½c.

EGGS—The market remains much about as before, prices being steady at 11½ to 12c.

HONEY—Dull and unchanged at 8c. for extracted and 5c. for dark.

POULTRY—As before. We quote:—Chickens 75 to 85c., turkeys 10 to 12c. a pound, geese 8 to 10c. a pound.

POTATOES—The feeling is somewhat easier, and 90c. is the idea for carloads on the track; store lots are quoted at \$1.05 to \$1.10 per bag.

ONIONS—Not much doing and prices are unchanged. We quote: Red, \$1.10 per bushel, \$2 per barrel; yellow, \$1.20 per bushel, \$2.25 per barrel.

HOPS—There seems to be a wide difference of opinion regarding this article. Dealers are getting 18 to 20c. for ten to twenty pound packages of fine, but ordinary is quoted at 17 to 18c. Yearlings are purely nominal.

HOGS AND PROVISIONS.

Deliveries of dressed hogs have been fair for the season at \$7.75 to \$8.25 and they all seem to have been taken care of, although some of the packers have shut down. Hogs products continue firm and in demand at unchanged prices.

BACON—Long clear, 10½ to 11c. Smoked (Continued on page 20.)

Oranges } Just
Lemons } Received
Bananas } Full
Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1766

TORONTO



A Comparison . . With Other Goods

Will, we think, result favorably to ourselves. Great care is exercised in the selection of the materials and in the preparation of our stock. Our customers tell us that they are the best Domestic Goods packed in Canada. Is that your verdict? Have you seen them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

CANNED Lobsters

Direct from Packers—1893 Pack.
Wholesale houses only, supplied.

L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES

ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.



Do not Buy Poor Goods

THE Lakeport

PRESERVING CO.

Pack the Best

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Keep your

EYE



on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

The market is quiet. In tomatoes there is a disposition to shade, stocks having been discovered to be heavier than anticipated. The New York market, however, is firm at \$1.20, and another 5c. to that price would allow profitable exportation to that market. The ultimate direction this market will take will, however, largely, if not altogether, depend upon the outcome of the consignments now en route to the English market. Locally the demand continues fair at 80 to 85c., while we quote range all the way from 80 to \$1, the outside figure being for the older and better brands. Peas quiet and unchanged at 80 to 85c., while the fine sifted article is quoted up to \$1.40. Corn is in fair demand and unchanged at 80 to 85c. for ordinary and \$1.40 for honey sweet. Beans dull, at 90 to 95c. There is a good demand for salmon of the better qualities, stocks of which are light. The idea for well known brands is \$1.50 to \$1.55 for talls and \$1.70 to \$1.80 for flats, while flats of brands not so well known are obtainable at \$1.50 to \$1.60. There is a good demand for lobsters of the better grades, but the common grades are neglected; \$1.90 to \$2.10 is the idea for talls and \$2.50 to \$2.70 for flats. Peaches are fairly active, stocks light and prices unchanged at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Apples are in rather better demand and unchanged at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Plumbs are in fair demand at \$1.45 to \$1.55.

MONTREAL.

The canned goods market is very dull. Lobsters are now quoted at \$6.50 to \$7.90, and mackerel at \$1 to \$1.50. Canned corn is anticipated to be short, but the idea is purely nominal on it as yet. Tomatoes have been moved at 80 to 95c.

MARKETS—Continued.

backs are 13c., bellies, 13½ to 14c., rolls, 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked; pickled, 11¾c.

LARD—Pure Canadian is 13¼c. in tubs, 13½c. in pails and 13 to 13½c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21 to \$21.50.

DRESSED MEATS—Beef fores are 4½ to 5½c., hindquarters 6 to 8½c., veal 8 to 9½c., lamb 8½ to 9½c.

GREEN FRUIT.

Trade continues fairly active. Oranges have been selling freely without material change. Stocks of California, Florida and Valencia oranges are about exhausted. Messinas are plentiful. Lemons are not so much enquired after as oranges, but the movement is nevertheless fair; \$3.85 to \$4 is the idea for good keeping stock. Demand is brisk for bananas, and prices are rather firm in consequence of a momentary scarcity. Pine apples are scarcely to be had, and those who have them are getting pretty

SURPRISE SOAP

Is Not Cheap, but is finest quality
at a fair price.

\$5.00 PER BOX OF 100 CAKES.

The St. Croix Soap Mfg. Co.,

Branches :

MONTREAL : 17 St. Nicholas St.

TORONTO : Wright & Copp, 40 Wellington St. East.

WINNIPEG : E. W. Ashley.

St. Stephen, N.B.,

good prices. There is not much demand for apples, except for eating, rhubarb taking the place for cooking purposes. Prices are unchanged. We quote : Oranges—Valencias \$6.50 to \$7 per case; ditto, Jumbos, \$8 to \$8.50 per case; Floridas, \$3.25 to \$4 per box; Messinas, \$3.50 to \$3.75 per box for 160's and 200's, and \$1.85 to \$2 for 80's and 100's. California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.75 to \$4.25; blood oranges, \$4 to \$4.50 per box and \$2 to \$2.25 per half box. lemons, \$3 to \$4.50; bananas, \$1.35 to \$2; pineapples, extras, 15 to 17c., No. 1 12 to 15c., No. 2 9 to 11c., No. 3 9c.; Callifornia apricots, 20c. per lb. 25-lb. boxes; apples, \$1.50 to \$2 for ordinary stock and \$2.25 to \$3.50 for choice to fancy.

MAPLE PRODUCTS.

There is still a liberal supply of syrup on the market, but the demand is limited. Prices are unchanged, at 65 to 80c. a tin and 85 to 90c. per imperial gallon. Sugar is unchanged at 8 to 10c.

FISH.

Trade shows some improvement and may now be designated as fairly good. The demand for fresh water fish exceeds the supply, while for salt water fish the contrary conditions obtain. Steak haddock is out of the market. The quotations are as before: Fresh salmon, 20c.; skinned and boned cod-fish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; ciscoes, \$1.35 a hundred; finnan haddie, 5c.; perch, \$2 to \$3 per hundred, as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c.

a lb.; shad, \$3 a dozen; halibut, 15c. a lb.; lobsters, 15c. a lb.; salmon trout and white fish, 7 to 7½c.; eels, 8 to 10c. a lb.

SEEDS.

The supply of alsike is entirely exhausted, and demand is about satisfied for red clover and timothy. Hungarian seed is in fair demand, and it sells higher at \$1.20 to \$1.25. The chief enquiry is for ensilage corn, which sells at 65 to 70c. per bushel, according to quality and grade. Millett seed is in fair demand and steady at 85 to 90c.

HIDES, SKINS, TALLOW, WOOL.

HIDES—Supply and demand light, with prices unchanged at 5¼c. for good selections.

SKINS—Calfskins are quiet and prices weak. Jobbers are still paying 7 to 8c., and they quote selling price at 8 to 9c., but there is little or no business being done at these prices. Sheepskins are normal at \$1.35 to \$1.45.

TALLOW—Market weak and prices unchanged. Dealers are paying 5½c. and selling at 6 to 6¼c.

WOOL—There is a fair demand from the factories. Prices remain unchanged. There is nothing being done in fleece wool. The new clip is expected here shortly, and the price is expected to be something around last year's figures.

MARKET NOTES.

Sloan & Crowther are in receipt of a line of fine Ceylon tea in chests.

Perkins, Ince & Co. are showing good value in No. 2 Valencia raisins and a line of fine provincial currants in half-barrels, which

SYMINGTON'S

COFFEE
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

HYGEIA WATERS

TO THE TRADE

Very many thanks for your kind patronage.

Carbonated Beverages will be my **Specialty** this year instead of a side line. We make no cheap goods and do not use rubber stoppered bottles but fresh corks every time. A 2 cent deposit is charged and allowed on all quarts.

Please note my new address where I will be glad to see any member of the trade at any time.

Yours respectfully,

J. J. McLAUGHLIN

Mnfg. Chemist.

Tel. 2025. 153 and 155 Sherbourne St.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish, and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

Butter Tubs.

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.
HAMILTON.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

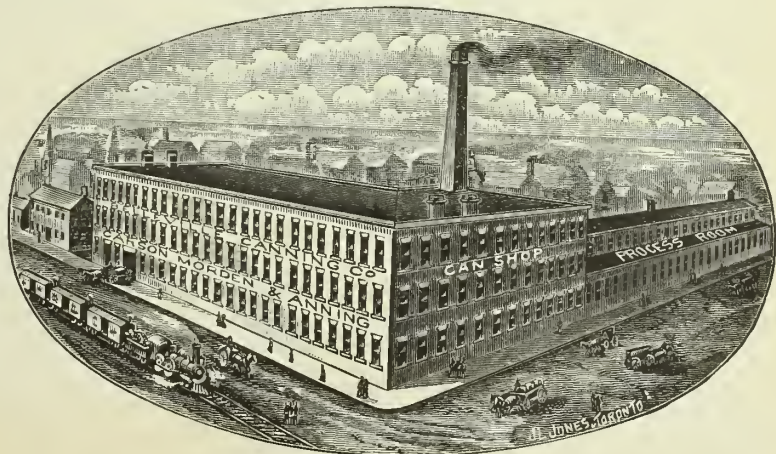
—PACKERS OF THE—

"Queen Brand" Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued

they are offering at low prices. The trade is requested to write for quotations and samples.

Davidson & Hay report a nice new line of Vostizza currants at 8c.

Sloan & Crowther have just received a full line of Cross & Blackwell's goods.

Eby, Blain & Co. have just received a consignment of Morton's kippered herrings and bloaters.

Clemes Bros. have bought heavily of oranges and lemons at the sales in Montreal and are in a position to give the trade good value.

Warren Bros. & Boomer have received a fine sample of brown old government Java coffee. The market has been almost bare of this line lately.

A. M. Smith & Co., London, have recently landed a full assortment of Lazenby & Sons' pickles and sauces and table jellies, for which they find the trade continually increasing.

First samples of new crop Japan tea arrived on the Toronto market Tuesday. They were received by two houses, Perkins, Ince & Co. and Musson & Co. The samples are of good quality.

Lazenby's table jellies are one of the new additions to their already select list of high classed delicacies, and are fully up to the standard of their other preparations. George Childs & Co., Montreal, have just received a large supply of these, as well as other articles, from this well known firm.

P. C. Larkin & Co. announce that owing to the rapid advance in Ceylon teas they have been compelled to raise the price of their package tea, Salada, five cents a pound, which now makes it 40c. a pound. They have had an actual loss for some time on the blue label, and as the tea market shows no signs of weakening they were either forced to take the course they have or lower the quality. Salada tea is handled by 214 grocers in Toronto.

The E. B. Eddy Company have ready for market a new patent indurated fibre ware butter tub. This butter package is far superior to the ordinary spruce or ash tub in that it does not impart flavor, taste or smell to its contents, does not require to be scalded, never becomes soggy, is moulded in one piece, has no hoops to fall off, has no seams or cracks in which extraneous matter can accumulate, is easily and readily cleaned, costs but little more than the wooden tub, is infinitely more desirable and durable, is strong, light and handsome, and can be used over and over again. The merits of the Eddy indurated fibre ware are well known. The application of this thoroughly clean ware to the purposes of a butter package is looked upon by Prof. Robertson, Dairy Commissioner of the Dominion Government, as one of the greatest modern aids in creamery butter selling. Where once used it thereafter will be always used. The price of this indurated fibre butter tub with cover is \$4 per dozen.

MONTREAL MARKETS.

MONTREAL, May 25, 1893.
GROCERIES.

The weather interfered with business in groceries to a material extent, but the last few warm days we have had caused some improvement. Reports from travellers are somewhat inconsistent, some saying that they expect a good overturn shortly, while others hold that the rain has seriously in-

terfered with business. Values generally are firm, notably so in all the staple lines such as teas, etc., and as stocks throughout the country are generally admitted to be small an increased volume of business is confidently anticipated shortly, as buyers realize that it is of no use to hold off any longer. During the week dried fruit have furnished some good sized sales, round lots of raisins changing hands. Tea has been more enquired for also, notably Japans, and prices are firm in sympathy with the steadiness in Japan. Coffee is dull, but spices show more enquiry at firmer prices. Sugar, syrup and molasses are quiet. In sugar the loss of the steamship Craigsid with a cargo of 5,000 tons of sugar from Matanzas may have a stiffening effect on the market, for the lot cannot be replaced at the same figure. Payments are reported favorable on the whole.

SUGAR.

There has been a fair trade doing on spot in refined sugars and refiners are looking for an increased trade during the next thirty days, as stocks in dealers hands are small owing to the conservative course that sellers have pursued throughout this spring. Yellows are quoted at $4\frac{3}{4}$ to 5c. and granulated at $5\frac{1}{4}$ c. Elsewhere the slight decline in raws did not materially affect the position of the refined article. The news of the loss of the Craigsid which was bound for Montreal with a cargo of 3000 tons may have some effect on the market for it, the supply cannot be placed at the same figure.

SYRUPS AND MOLASSES.

There is no change in syrups, the demand ruling slow, refiners asking $1\frac{1}{2}$ to 2c. The molasses market does not give much change, 33 to 34c. still being the idea, but it is claimed that round lots could be moved for less money. The supply offering here promises to be fully as large as in former seasons and this will possibly soften prices a trifle. The Iona has arrived with 500 packages and the Peacemaker with 900 packages, and there are ten more cargoes on passage for this port. It is possible therefore that the combine will have a lively time trying to keep prices up.

TEAS.

The tea market is quiet, the only business reported being in Japans—a sale of some 400 to 500 packages of low grades occurring at 12 to 14c., while one agency for a Japan house has, it is said, cleared out all their mediums at 17 to 18c. Advices from Japan state that a steamer has sailed with some new crop, part of her lot, some 250 packages, being for Canada. The total exportation to date from Japan is placed at two million pounds. We quote spot prices as follows: Low grades, 13 to 14c.; good to common, 15 to 18c.; fine, 19 to $21\frac{1}{2}$ c.; and finest, 23 to 31c.

COFFEES AND SPICES.

The coffee market here is dull, and is also in much the same position in New York. A sale of Maracaibo transpired at $20\frac{1}{2}$ c., which is about the only transaction of importance that we have to note. We quote Jamaica 19 to 20c., Maracaibo 20 to 22c., Rio 19 to 21c., Java 24 to 28c., and Mocha 25 to 28c.

There has been a good demand for spices, a considerable enquiry being noted for ginger, common Jamaica selling at 16 to 18c., and finer grades 20 to 24c. We quote the following: Black pepper 8 to 9c., pimento $6\frac{1}{2}$ c., nutmegs 50 to $52\frac{1}{2}$ c. and \$1.

DRIED FRUIT.

There has been more call for dried fruit during the week, some round lots of Valencia raisins having been moved on Friday last at

4 to $4\frac{1}{2}$ c. for fair off stalk. Layers are firm at 6 to $6\frac{1}{2}$ c., and currants dull and easy at 5 to $5\frac{1}{2}$ c.

RICE.

There is a fair demand for rice at unchanged prices. The first new crop is now on the river. We quote ordinary \$3.85 to \$4, Japans \$4 to \$4.50, Patna and Carolina \$4.50 to \$5.50.

FRUIT.

There is very little change to note in oranges, prices remaining about the same. We quote: Messina, \$3 to \$3.50, half boxes \$2 to \$2.25; bloods, \$3.50 to \$4.25.

Lemons are steady under a fair demand, prices ranging from \$1.50 to \$3.50 and \$4.25.

Figs are selling fairly well, at $9\frac{1}{2}$ to 10c. per lb.

The market is overstocked with pineapples and prices are easy at 4 to 12c. a piece.

Bananas are in fair demand at 75c. to \$1.50 per bunch, as to size.

BEANS.

The market is quiet and prices are unchanged at \$1.60 to \$1.65 for Western hand-picked, with \$1.25 to \$1.50 for ordinary to good, and superior \$1 to \$1.10.

HONEY.

The honey market is dull but steady. We quote: 6 to 7c. for extracted, and comb stock 9 to 14c. as to quality.

HOPS.

Hops rule quiet and featureless. We quote: Good to choice 17 to 18c., poor qualities 14 to 15c., and old 6 to 9c.

ONIONS.

Stock of domestic onions are entirely closed out here, and there is no price to quote.

POTATOES.

The market is firm and demand good, supplies showing some restriction. We quote: Early Rose \$1.30 for choice, at which sales have been made, while they have been held at \$1.10 to \$1.15 on the track here per bag of 90 lbs.

PROVISIONS.

Only a small business is reported in provisions, but the tone of the market is firm. Canadian short cut, per brl. \$21 to \$22; mess pork, western, new, per brl., \$22 to \$23; Hams, city cured, per lb., $12\frac{1}{2}$ to $13\frac{1}{4}$ c.; Lard, Canadian in pails, 12 to $12\frac{1}{2}$ c.; Bacon, per lb., $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; Lard, com. refined, per lb., 10 to $10\frac{1}{2}$ c.

EGGS.

Eggs are in fair demand at 11 to $11\frac{1}{2}$ c. The receipts continue to be very heavy.

BUTTER AND CHEESE.

There is no change in the position of the cheese market. As the offerings at the different boards indicate the make, although showing some gradual increase, is decidedly backward; in fact, the season at present may be sent down a week or ten days. No large output of fodder stock is anticipated, and none of the trade here expect any offerings of really first class grass cheese until the end or beginning of the second week in June. Of course, some may be offered before that, but the quality of the make when the factories are turning from fodder to grass milk is not very enticing. In view of these facts the market is steady, and it is felt that the stock of old cheese on the other side will be given plenty of time to work lower. But although holders are confident there is no desire apparent to squeeze matters to hard, and this is a good healthy sign. In finest Ontario stock white still has the preference, but as the factories are running more on it than on colored, the position may be reversed short-

The Western Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and
other kinds of feed.

We would solicit the patronage of the
Millers' of the Eastern Provinces, wanting
Manitoba Hard Wheat. All orders en-
trusted to us will be carefully and promptly
filled.

Correspondence Solicited.

FLOUR AND FEED.

TORONTO.

There has been a little more business do-
ing in flour, but prices show no improve-
ment. In fact quotations are a little lower
than a week ago.

FLOUR.—City millers' and dealers' prices
are: Manitoba patents, \$4.35 to \$4.40; strong
bakers' \$3.80 to \$4.10; white wheat patents,
\$3.50 to \$4.00; straight roller, \$3.15 to \$3.30;
low grades, per bag, \$1.00 to \$1.25; Ontario
family \$3.35 to \$3.75.

Car prices are: Toronto freights—Mani-
toba patents, \$4.25 to \$4.35; Manitoba
strong bakers', \$3.90 to \$4; Ontario
patents, \$3.25 to \$3.50; straight roller, \$2.90
to \$3.10; extra, \$2.65 to \$2.70; low grades,
per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.00 to \$4.30 Corn-
meal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$14.00, do (on
track) \$12.50 to \$13.50, shorts (ton lots) \$15,
ditto (on track) \$15; mixed feed \$20 to \$22,
feeding corn 57 to 58c., oats 37 to 38c. on
track.

HAY—Baled timothy, demand is good
and supply fair at \$9.50 to \$10.

STRAW—Plentiful and demand limited, at
\$5.50 to \$6.

MONTREAL.

The local demand for flour is improving
somewhat, as buyers are getting pretty low
in stocks. There is some export business in
progress also for Glasgow, Liverpool and
London account, most of which, however,
is a thought shipment from Ontario mills.
Winter wheat, \$3.90 to \$4.10; spring patents,
\$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55;
extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90;
city strong bakers', \$3.90 to \$4; strong
bakers', \$3.75 to \$3.90.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, EMBRO, ONT
A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices
of Oatmeal or Oathulls in carloads or less quan-
tities, write or wire, and will reply promptly
Can ship via Canadian Pacific or Grand Trunk
Railways.

Robinson's Patent Barley

For sale by all Druggists and Grocers, and wholesale of the Agents—FRANK MAGOR & CO.,
16 ST. JOHN ST., MONTREAL. Write for Samples and Quotations.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**

Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

IT'S TIME TO BUY

HIRES



Order a supply . .
from your
Wholesale house.

T. J. COOKE & CO. - AGENTS, MONTREAL.

MONTREAL Markets Continued.

ly. Business to-day was done on the basis of 10c. and it is evident that anything really good that is offering can find a purchaser at this figure, but the supply continues comparatively light and this tends to firmness. In Quebec goods the offerings are not of an appreciable quantity as yet, so that it is hard to name a reliable basis for them as very few lots are on the market. About 9½ to 9¾c. is a fair representative range for this class of stock, however. Nothing very new came over the cable and the public is unchanged.

The butter market rules quiet. A moderate jobbing business is doing on local account, but aside from this little else. Offers from the country are freer, however, and it is possible that some business on Newfoundland and lower ports account will ensue the beginning of next week. Our quotations give a wide enough range to cover all ideas both inside and outside. We quote: New creamery, 21 to 22c.; new Townships, 20 to 21c.; Western dairy, 18 to 19c.; Western roll, 17 to 18c.; old dairy, 17 to 18c.

MONTREAL TRADE NOTES.

The first vessel with new crop rice is now in the river.

L. Chaput, Fils, & Co. are offering some nice lines of one gallon cans tomatoes, corn and apples.

N. Quintal & Fils have a nice line of tomatoes in 3 lb. tins which they are offering at the inside figure, 80c.

Mr. C. A. Chouillon is getting out some artistic three sheet posters detailing the peculiar good properties of Menier's chocolate.

The decline in raw sugar in England and New York had no effect whatever on the position of the refined article on this market.

The Mount Royal Milling Company have put out their samples this week for new rice. Their figures on Patnas are \$4.75 to \$5.50.

There are 12 cargoes of molasses now on the way to this port and the prediction is that the combine will have a hard time holding up the price.

Latest f.o.b. tea quotations at Yokohama are as follows: Choicest, 25c.; choice, 23 1-2c.; finest, 21 1-2c.; fine, 20c.; good medium, 17 1-2c.; medium, 16 1-2c.

Despatches from Halifax state that the S.S. Craigsid from Matanza, which had a cargo of 3,000 tons of raw sugar for Montreal had collided with a derelict and sunk.

Kimick, Lindsay & Co. report that the outlook on canned goods is not quite so bad as some people would make it out to be. There are no quotations for new stock yet.

Cables from the Islands to-day stated that the molasses market there was working easier, and that it is probable that a bid of 12c. first cost would not be refused.

Caverhill, Rose, Hughes & Co.'s advices from Japan this week state that the total exportation to date is two million pounds. A vessel is now out a week with 9,000 packages, which is to be distributed as follows: New York, 4,500 packages; Chicago, 2,500 packages; Pacific ports, 1,750 packages, and Canada, 250 packages.

BUSINESS CHANCE.

A GOOD GENERAL STORE FOR SALE—stock about \$4,000 to \$5,000—also postoffice in connection, in the village of Norland, situated on the banks of Gull River. Apply to Postmaster, Norland.



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

PERSONAL MENTION.

James Stafford, grocer and butcher, Midland, was in town last week. His special object was to dispose of a lot of cattle.

A. B. Sidney De Wolf, Halifax representative of the Toronto Biscuit Co., was in the city last week en route to the World's Fair.

James E. Gass, of the firm of J. E. Gass & Son, wholesale grocers, Halifax, N.S., was in Toronto a few days ago. The firm is a wide awake one.

Robert Barron, who has been spending the last couple of months in Scotland, has returned.

Wm. Ramsay, who formerly ran a wholesale grocery establishment where Sloan & Crowther now do business, is in the city. He at present resides in Scotland, a few miles out of Edinburgh.

D. Morrison, who represents Eby, Blain & Co. in London and the west, was in the city this week replenishing his samples. He says prospects in the west are good.

SUGAR POSSIBILITIES.

The easier feeling noted in the case of raw sugar at New York and in Great Britain has had no effect on the position of the refined sugar market in Montreal, and an occurrence that transpired this week is calculated in the minds of most of the shrewd operators on that market to prevent any decline. This occurrence is the sinking of the steamship Craigsid when near Halifax after she had collided with a derelict. The Craigsid is a complete loss and so is her cargo of 3,000 tons centrifugal, which she had taken on board at Matanzas on account of the Canada Sugar Company. The feeling in Montreal is that the loss of this large cargo will have a material effect on values, more especially on granulated, as both the refineries in Montreal are known to have only small stocks now. No decline in price, therefore, is anticipated, and as stocks in dealers' hands are small, also the demand is expected to pick up within the next thirty days or so. On the whole the natural position of the sugar market is precisely the same, and it has not been affected at all by the speculative reaction which was noted in Great Britain and in New York lately, which was simply the natural reaction after the bulge that the bulls on the product had worked. A factor that is making itself felt more and more every year in the sugar market since prices have been reduced owing to the improved methods of manufacture is the increased consumption of the article by India and

CARD'S CELEBRATED

Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbown, Ralston & Co., Montreal; Bate & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
CUELPH

other eastern countries. This demand is calling more and more every year on the supplies of the raw product in Java, the Philippine Islands and China, and of course this restricts the supplies available for Europe, the United States and Canada. This fact is more apparent the present season than ever before, and in view of it it is decidedly interesting to know that the supply is short in Cuba, while the stock of beet root in Europe has been seriously curtailed by the drought. In the face of these conditions it does not seem natural to look for any material change in the way of easier prices on sugar, and the occurrence above referred to is apt to make a decline still more unlikely.

GOING TO HOLD ON TILL DEATH.

DEAR GROCER,—I see that I must be more explicit in locating your correspondent, "Straight Moyune," (who, by-the-by, is missed this week). Your much esteemed and very affable Editor says I am on the wrong "scent." I cannot agree with him there. I think I am on the right scent, and it is too strong for me to lose, although he would put me astray. I am not what is called a "downy bird," but a "sleek hound," with a good scent, having been well trained by experience to hold on till death when sure of the game. I did not presume that "Straight Moyune" and the writer of the article, "How to Purchase Tea," were one person. I said: "The affinity between the letter 'How to Purchase Tea' and 'Straight Moyune's' opinion of it, and subsequent dissertations, is so glaringly perceptible one can almost imagine they were twins." I did not even hint they were Siamese twins, nor do I mean, like as somewhere we are told, that two may become one; but I mean in the sense that two nations may become one in purpose when they ally together against another nation or nations in war.

A CITY TRAVELLER.

Toronto, May, 1893.

We Take Stock in May.

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the New Era and Columbian assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

JAMES A. SKINNER & CO.

54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS
"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers;

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Britannia" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

GELATINE

Kœpff's Superior Refined

Specially prepared for making Jellies, Blanc-Mange, Charlotte Russe, Soups, Gravies, Etc. Quality second to none.

WARREN BROS. & BOOMER,

SOLE AGENTS

35 and 37
Front St. East, **TORONTO**

—: : We are offering : :—
EXCELLENT VALUES

—: IN :—

**TEAS, SYRUPS and NEW
ORLEANS MOLASSES.**

—: SPECIAL SNAP IN :—

VALENCIA RAISINS.



**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS

& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

T. KINNEAR & CO.,

TORONTO,

For this week Special
Bargains in

TEAS



**Clover Leaf Lobsters
And String Beans**

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

DRY GOODS.

(From the Dry Goods Rev'ew.)

The past week has not been an extra brisk one in this trade, although as the present week advances prospects improve. Sorting orders are more numerous than they were, but are for small parcels only. A considerable number of buyers have been on the market and picked up a large number of drives and bargains.

Linens are reported much higher in price in Great Britain. The advance is fully ten per cent. In the manufactured article, hence linen stocks are being conserved by importers both in this city and in Montreal, and prices are exceedingly firm.

The latest advices from Germany confirm the 1st of May advance of 10 per cent. in fancy braids, especially in ladies' military braids. The manufacturers are offering candid advice about placing orders for the next six months' requirements before June 1st, as another advance is expected then. The advance is caused by the requirements of fashion combined with the advance in wool.

Cardinal, cream, and tan hosiery is in strong demand, and stocks are almost depleted.

Angola shirtings promise well. These are taking the place of low all-wool fancy flannel shirtings, being cheaper, and standing well both washing and wearing. The wholesalers give them fancy names, such as Inverness, Loch Lamond, Ceylon, etc.

Many buyers have returned from the foreign markets. Among the latest arrivals are: Mr. D. O. Anderson, of Alexander & Anderson; Mr. Fisher, buyer for Wyld, Grasett & Darling's furnishing department; Mr. Blackey and Mr. Sanderson, buyers for John Macdonald & Co.'s haberdashery and staple departments respectively. Mr. Johnson, buyer for Wyld, Grasett & Darling's woollen department, has left on a buying trip. All the buyers report a rising market to buy in, and had to pay advances in many cases.

NOTES.

John Macdonald & Co. have just opened up a shipment of new designs and shapes in ladies' blouses in prints, delaines, ginghams, and silks. These are the latest novelties, and are shown in light and dark colors and in assorted sizes.

Caldecott, Burton & Spence have just received a shipment of haircloth. They have a full range of all prices. This cloth is in big demand in New York, London and Paris, and a greater demand is anticipated in the fall. They have also received a shipment of shot surahs. These include one quality only, but all the latest tintings.

W. R. Brock & Co. report a strong demand for their special line of black cashmere half-hose, called "Leader," which was mentioned in last week's issue.

Alexander & Anderson have had a very successful dress goods season, and are now offering clearances at special prices. Their stock includes plain and fancy dress goods, delaines, challies, etc.

John Macdonald & Co. are offering an overmake of topshirts from a leading manufacturer, including 15 numbers. These will be sold at 25 per cent. less than regular prices. They also show a line of 3,000 dozen of manufacturers' staple handkerchiefs, which are selling at fully 50 per cent. less than regular value. In carriage dusters they show an extensive range of embroidered monie,

striped and checked linen, and melton rugs in navy, myrtle, drab and brown.

W. R. Brock & Co.'s well-known line of white dress shirts called the "Monarch" have been greatly in demand this season, and their output has been double that of any previous season, particularly in their Nos. 20, with cuffs, and B. 20, with bands, which can be retailed at one dollar each.

Athletic jerseys in cotton and worsted, both long and half sleeves, are shown in great range in black, navy and royal and various combinations of 1-inch stripes, by Wyld, Grasett & Darling; also bathing trunks and snits in great variety.

W. R. Brock & Co. have a nice line of trouserings just passed into stock. This includes light and medium colors in small line stripes.

Gordon, Mackay & Co. are showing a grand range of fine linens, noticeable amongst which is a choice line of five o'clock tea cloths and Damask sets, also several prices in 72 inch bleached damask and napkins to match.

Fancy cashmere drill vests of the latest London styles are shown in large assortment and in sizes 34 to 44, by John Macdonald & Co. Previous to stock-taking they are clearing out a few odds and ends of braces at greatly reduced prices. In creams, whites, spots, and fawns their stock of Windsor ties is unexcelled. Their first shipment of Japanese handkerchiefs direct from Yokohama is to hand, and orders will at once be filled.

Wyld, Grasett & Darling have just passed into stock a repeat of black and cream chantilly and Polnte d'Irelande laces.

W. R. Brock & Co., in their woollen department, are showing a very handsome range of cream ground worsteds with colored silk stripes and checks, suitable for ladies' and men's vests, outing coats, blouses, etc. These are the leading fashion for the season.

A repeat of cardinal, tan and cream cotton hose is just to hand with Wyld, Grasett & Darling. They have also a repeat of lisle hosiery, and are showing a long range in silk hosiery for evening wear. In gloves they are showing creams and other shades in long evening gloves in 24 and 30 inch.

Five cases men's flannelette shirts and 60 dozens fancy knitted top shirts in choice designs have been received in Gordon, Mackay & Co.'s furnishing department, and are being offered at prices which will ensure a rapid clearance.

Wyld, Grasett & Darling are showing their well known brands of English collars, Grandee and Glendowe, in various heights, from 1 5-8 inches to 3-inch, and in sizes 14 to 18 1-2. They have been selling these goods for the past four years and have never had a complaint from buyers. Each season shows an increase in the volume of sales and they are now staple stock. Their neckwear samples for the autumn season are now in the hands of their respective travellers, and will be found quite equal to their usual standard of excellence. A fine range of summer neckwear is now in stock, including colored cambrics in puffs and derbys; white dress bows, all sizes and shapes.

The manager of Gordon, Mackay & Co.'s curtain department reports a lively demand for lace curtains this week, white being asked for in the better grades and cream in the lower lines. This firm has just received a second repeat of several numbers which have proven exceptionally good sellers, and are now busy filling back orders.

DEATH OF GEO. K. SCOTT.

Sad was the news and sudden its bringing that on Saturday last announced to the business men of the country and Toronto and Montreal in particular the death of Geo. K. Scott, until recently a member of the firm of Taylor, Scott & Co. His death occurred the previous day in Montreal, where he had undergone an operation for peritonitis. So far as the operation was concerned it was successful, the direct cause of his death being heart failure. He was only sick a few days.

Deceased was one of the most popular of business men. Those who were brought into casual contact with him recognized in him a shrewd business man, but, above all, those qualities that make friends many and enemies few, while his close and intimate acquaintances and employees looked upon him as their ideal and paid homage to him as such. And when the sad and unexpected news of his death reached them they felt a void had been created in their existence. To his old employees at Taylor, Scott & Co.'s the news came with especial sadness. To the floral pillow they sent to grace the coffin of their former and beloved employer, the youngest and least important to the oldest and most important contributed. And when the remains were borne from his late residence in Tranby avenue to their last resting place they were there to pay their last tribute of respect.

The late Mr. Scott was born in Donegal, Ireland, in 1856. He came to Montreal when quite young, and there entered the employ of the soap manufacturing firm of Alfred Savage & Co., remaining with it for 17 years. A little over five years ago he severed his connection to enter as a partner the firm of Taylor, Scott & Co., which, it will be remembered, was dissolved some weeks ago.

Merchant (to applicant)—Do you think you know enough to assist me in the office? Boy—Know enough! Why, I left my last place because the boss said I knew more than he did.

It is understood that the British Post office has given notice that hereafter the following articles, even if samples only, if sent by mail to Great Britain, will not be delivered on arrival, but will be turned over to the customs authorities to be disposed of as may be deemed proper: Cocoa, coffee, chicory, currants, figs, fig-cakes, dried plums, prunes, raisins and apricots, peas, tobacco—manufactured or not, including cigars, cigarettes and snuff—hydrate of chloral, playing cards and transparent soap, in the manufacture of which alcohol is used. Interested parties should act and govern themselves accordingly, as the interdicted articles will not be forwarded from United States to Great Britain.

A . . .
Few . . .
Reasons
Why . . .

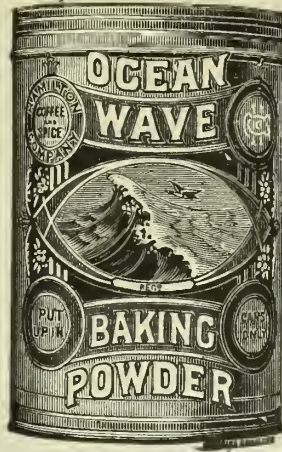


Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



Best Value!



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.



COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Hender-
son streets, Jersey City, where we have greater facilities for
manufacturing to meet the increasing demand for our
machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK

The Hungerford
Co.



LIGHTBOUND, RALSTON & CO.

Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST
COCOA IN THE WORLD.

SCHWEITZER'S COCOATINA



1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

EGGS IN NEW YORK.

Commencing to-day eggs will be sold on this market "Inspector's average off" instead of "at the mark," as previously this season. Eggs are separated into two classifications, new laid and fresh gathered. Between March 1st and October 1st, stock is sold as new laid, and must comprise at least 90 per cent. of fresh, full and sweet eggs, the balance may be held or salted eggs, although when salted they are settled for at half price. From October 1st to March 1st eggs are sold as fresh gathered, and need only be 75 per cent. of new laid, the balance being fine sweet, held or salted eggs, but when salted, as with the classification of new laid, they have to be settled for at half price. New laid eggs are always sold at the mark, unless otherwise specified. In the spring the old and held stock is usually pretty well cleaned up before fresh stock arrives, and most of the eggs can be sold safely as new laid, there being little chance of the stock not passing inspection, which would incur a penalty upon the seller. But as the spring advances, and the weather becomes warmer and less favorable for holding, the eggs commence to show heavier losses, and the egg committee of the Mercantile Exchange, change the rule from at the mark to Inspector's average off, when they consider it necessary. As nearly all the receivers of eggs, certainly all the prominent ones, are members of the Exchange, almost the entire business is conducted under the supervision of the exchange, buyers and sellers being governed by the rules of the egg committee, even though the goods are not sold under the call. The number of eggs sold last month under the call amounted to 11,164 cases, and during the month of March 26,380 cases were sold. The quantity would be more than doubled were the entire sales made on the floor reported, but large quantities change hands, often after the call, which are not posted. For some time the trade have endeavored to have the egg committee change the rule governing sales to Inspector's average off, and it was thought they would appoint last Monday as the day to change, as they held a meeting last week; but they decided that on and after the 17th sales would be Inspector's average off, unless otherwise specified, instead of the mark.

The arrivals this spring have been large, and the quality unusually fine, as there were no eggs carried over from last fall, owing to the extreme prices current during the winter, and there have been no held or poor eggs to be worked off with the fresher goods, while the cool spring has kept stock well. The receipts have been, by months: January, 1,352 bbls., 57,057 cases; February, 2,120 bbls., 94,742 cases; March, 9,151 bbls., 306,727 cases; April, 8,042 bbls., 237,469 cases. Years ago most of the eggs were

received in barrels, but they are gradually giving way to cases, which are more handy, cheaper, and much more in favor with the trade. The receipts in barrels the first four months this year were 20,665 barrels, while last year 44,254 bbls. arrived during the same period, and the previous year 66,550 bbls. arrived. From this it will be readily seen that in a comparatively short time barrels will be entirely obsolete.—N.Y. Bulletin.

VINEGAR.

There are essentially two classes of vinegar upon the market to-day, writes A. H. S. in National Grocer, viz., that made by fermentation and oxidation alone, and that made by the intervention of distillation between the oxidation and fermentation processes, and commonly known as alcohol vinegar. The former being produced from fruit juices and fermented malt liquors, carry with them a certain per cent. of solids, fruit acids, and mineral matter absolutely necessary to a complete food product. These elements are wanting in the second class (alcohol vinegar), and are practically impossible with any vinegar made from distilled liquor. These facts have created an almost universal demand for cider and malt vinegar. Investigation proves two conditions to exist between the dealers and consumers. First, the public generally want, and think they are getting cider or malt vinegar; second, that nine-tenths of the vinegar actually furnished to consumers is wholly or in part made from distilled liquor. The incentive for this deception is found in the difference in cost of production.

Alcohol distilled from corn, rye and like grains, when relieved from revenue tax, can be produced very cheaply, all low wines for the production of vinegar being exempt from United States revenue tax. Hence a merchantable distilled vinegar can be produced as low as three cents per gallon, or less than half the cost of the material from which a gallon of cider vinegar is made, besides requiring much less time to make it. In order to continue this fraud two things are necessary. First, the reputation, demand and price of fermented vinegar must be kept up. Secondly, to most successfully and economically produce an imitation to be substituted for it. To this end the intelligence and ingenuity of unscrupulous men have been taxed to the uttermost, and large trusts or combinations have been formed between many producers of and dealers in distilled vinegar throughout the country.

To protect the people from this injustice the legislatures of some States (notably Massachusetts) have enacted laws prohibiting artificial coloring matter in any vinegar. Consequently the line is squarely drawn between fermented and distilled vinegar, because the former can-

not be made without color, except it be bleached, while it is impossible to get color into the latter without the addition of coloring matter. There can be no injustice done to either class by such a law, as each would then stand or fall on its own merits and neither could be mistaken for the other.

Some dealers are of the opinion that in buying vinegar from the farmers they are securing an article not only pure, but which meets all the requirements of the law. Now, this is not always the case, for while the vinegar may have been made from cider many farmers who make by the old process (and nearly all do) complain that they cannot get their vinegar up to the mark and reach the standard set by law without fortifying.

A HINT TO YOUNGE CLERKS.

Said an old man of eighty, whose career had been one of marked success: "It is a great thing for a boy to have a nail to hang his hat on." He had possessed such a nail in his mother's old kitchen, and all the family were taught to respect it. If the broom was hung on Henry's nail it was quickly removed and nothing was allowed to interfere with the little orderly habit he had been so early taught, of hanging up his hat instead of throwing it down when he came in. It seemed a small matter, yet he felt it had done much for him in helping to make him an orderly, careful, systematic man.

Once get the seed of a good habit well planted, and then stir the soil properly, and it will grow and multiply. It is surprising to see how one grain of good wheat will, under favorable circumstances, increase. A farmer at the West, who had plenty of rich prairie soil, tried the experiment, and at the end of the third year reported seventeen bushels as the proceeds of the one grain. Akin to this is the growth of good or evil habits in our characters. Each is likely to bring with it a harvest.

Looking through a boy's personal possessions would tell more about his characteristics than any letter of recommendation. As this is a way of determining your character, always open to yourself, it is well sometimes to take a survey with a view to becoming better acquainted with one's self. Throwing things around, and stirring up things in a trunk or drawer to find missing articles do not point toward a successful business career. Thrift and advancement seldom seek such quarters.

When one is really satisfied that here is his weak point, it is good to make a beginning towards a reformation. A nail to hang his hat on is something. A shelf of books set in orderly array is encouraging every time one looks that way, and once get the business fairly started it will be far easier to keep things in order than not. Very disorderly people have turned squarely around and become just reverse. It is a quality more cultivated than is generally supposed. Indeed, reformed people, I have noticed, are apt to carry the matter to an extreme, but it was much more to their advantage than the opposite. Still, the earlier it is commenced the better, and the more thoroughly it is extended to all the affairs of life, the greater will be the chance in one's favor. No one can make the most of himself and his abilities without such habits of order and precision.—Ex.

WORLD RENOWNED**BATTY'S PICKLES**

Eight Prize Medals have been awarded to Batty & Co.
for excellence of their Nabob and other
Pickles, Sauces, Jams, Etc.

London Exhibition, 1851 and 1862 Sydney Exhibition, 1880
Amsterdam " 1869 Paris " 1867 and 1878

It Will Pay You to See Them

FOR SALE BY

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.
WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES
& Co.
HUDON, HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.

KINGSTON: A. GUNN & Co.

WRIGHT & COPP, Dominion Agents.
TORONTO.

MACLAREN'S

IMPERIAL CHEESE

IN GLASS JARS

Delicious, Appetizing, Tempting

FOR SALE BY _____

Wholesale Grocers

OR

WRIGHT & COPP, Dominion Agents.
TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGAR

CONSIGNMENTS SOLICITED.

GENERAL AGENT

.. AND ..

BROKER

18 SACKVILLE STREET,
HALIFAX, N. S.

BUSINESS CHANGES.

SALES MADE OR PENDING.

W. S. Santo & Co., grocers, Nanaimo, B.C., have sold stock off by auction.

The general stock of Magoon & Gray, Kingsey Fall, Que., has been sold by auction.

The business of Anderson & Burrows, general merchants, Summerside, P.E.I., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

B. Yerxa & Co., grocers, Fredericton, N. B. have dissolved.

Musgrove & Dooley, liquors, North Sydney, N.S., have dissolved.

Giddons & Spencer, flour, Londonderry Station, N.S., have dissolved.

James Laughlin, of the American Oil Co., Toronto, is offering to compromise.

P. A. Berube & Bro., fruits, Ottawa, have dissolved. E. E. Berube continues.

Ray & Miron, liquors, Lethbridge, Man., have dissolved. M. E. Ray continues.

Dobson & Campbell, millers, Beaverton, will dissolve June 1. Alex. Dobson will continue.

Shaw & Morrison, general merchants, Wapella, Man., have dissolved. Mr. Shaw continues.

S. Damer, groceries, etc., Orangeville, has admitted his son Theodore, under the style of Damer & Son.

James P. Jordan and William Scott, Montreal, have formed a partnership as tobaccoists under the firm name of Jordan & Co.

C. Grassman and Joseph Robitaille have been registered partners in Montreal to run a general store. Avila Besner and Avila Farand have been registered for a similar purpose.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

James Giddens, grocer, etc., Cobourg, has assigned to W. Logan.

L. H. Bouchard, general store, St. Etienne de Boulton, has assigned.

C. & A. Inkman, general merchant, Agassiz, Man., is asking an extension.

James Morgan, general merchant, P. Southport, P.E.I., is offering to compromise.

E. Talbot, general merchant, Fraserville, is offering to compromise at 30c. on the dollar.

J. H. McMillan, grocer, Nanaimo, B.C., is offering to compromise at 75c. on the dollar.

A demand of assignment has been made on E. H. Paquette, general merchant, Coaticook, Que.

The sheriff is in possession of the estate of Wood & Tunstall, general merchants, Kamloops, B.C., and stock is advertised for sale by tender.

Christopher Dempsey, grocer, 826 Yonge street, Toronto, has assigned to W. A. Campbell. His liabilities are \$2,500 and assets \$708. He has only been in business about six weeks, and before that he was agent for the Christie Lime Co. It was during

that time that most of his present indebtedness was contracted. He is now absent from the city.

CHANGES.

James Tibbits, feed, etc., Fredericton, N. B., has sold out.

Cornelius Kennedy, liquors, has been succeeded by P. Dee.

John Large, butcher, Yorktown, Man., has sold out to T. W. Smith.

Brown & Rawlinson, saloon, Calgary, have sold out to W. H. Herald.

Peter Anderson, grocer, Nelson, Man., has sold out to J. A. Wright.

Williams Bros., grocers, St. John, N. B., are selling to close business.

Wm. Woodley, grocers, Rednersville, has been succeeded by J. M. Chrislett.

J. A. Shupe, fish dealer, Vernon, has been succeeded by Shupe & Lumstrum.

J. J. Brosman, general merchant, Bracebridge, has sold out to S. Wright.

M. White, sugar and candy, Nanaimo, B.C., has sold out to Jesse Thompson.

Walter Mitchell, boot and shoe dealer, Moncton, N. B., has removed to St. John.

Stephen & Figgure, grocers, St. John, N.B., style changed to C. & E. MacMichael.

Esau Loewen & Co., general merchants, Schauenfeldt, Man., have removed to Winkler.

E. C. Cargill & Co., general merchants, Lansdowne, Man., has sold out to W. P. Paton.

R. Walton, general merchant, Clarkleigh, Man., is advertised selling out and is going to England.

E. J. Crawford & Co., general merchants, Souris, Man., have sold out their Montreal branch to W. A. Rose.

W. F. Arms, butcher, is opening up at Belmont, Man. James Almstead is doing ditto at Gleichen, Man.

The firm name of J. E. Donohoe & Partner, grocers and liquors, Halifax, has been changed to E. Donohoe & Son.

Peter J. Leslie, trader, Cow Bay, N. S., has registered consent for his wife, Jane Power, to do business in her own name. P. E. Gough, grocer, Halifax, has given like consent to his wife, Margaret T. Gough.

FIRES.

Harry Howell, hotelkeeper, Bedford, N.S., has been burned out.

Neil Stewart, general store, Harbor Grace, Nfld., has been burned out.

A. Bigelow & Son, general merchants, Lower Stewiacke, N.S., have been burned out.

The mill in connection with the general store of G. R. Burt, Hartland, N.B., has been burned out.

DEATHS.

J. G. Ballack, produce dealer, Centreville, is dead.

Samuel Bourgeois, general merchant, St. Hyacinthe, Que., is dead.

J. C. Steen, of the firm of G. A. Bigelow & Co., wholesale liquor dealers, Nelson, B.C., is dead.

CHATS WITH BUSINESS MEN.

"Well, there is one thing that I think the law should put a stop to, and that is the adulteration of baking powder," I heard a Yonge street grocer say the other day. "Why it is getting terrible."

"I should say it was," chimed in a city traveller, "why half of it is nothing but a lot of phosphate."

"Phosphate!" interjected the Yonge street man. "It's worse than that. Why man, dear, they use sulphuric acid; one in the business acknowledged as much to me the other day. Well, I'll tell you what he did say: 'When I am testing the pure powder I eat the piece of cake in which it is placed, but when I am testing the adulterated article I merely bite off a piece of the cake in which it has been placed, and spit it out again.' Yes, sir, that is what that man said to me, and he didn't seem a bit ashamed, either," concluded the grocer as he turned to wait on a customer.

* * *

"There is one thing that the clerks in the wholesale houses along the street should do," said one of them to me the other day, "and that is organize an association, secure rooms near by, put in a billiard table, and keep on file the trade and daily papers. We would be able to go there during lunch hour and have a quiet smoke, read the papers, or have a game of billiards. I think it would be a fine thing, don't you?" I do think it would be a fine thing, and its usefulness might be extended by the addition of a sort of information bureau regarding vacancies or clerks wanting situations. The next thing to be done is for someone to move in the matter.

* * *

During one of my tours in quest of news this week I strolled into J. W. Lang & Co.'s sample room. Mr. Lang had not any important information. "But, by-the-bye," he added, "I received a sample bag of firecrackers this morning. No letter accompanied them, but the parcel was marked 'Quebec,' so I suppose somebody down there is going into the manufacture of firecrackers. You see they appear to be well made," he remarked, as he dipped down into the bag and pulled out a handful for my inspection.

"Indeed they do," put in Mr. Sam McQua, who travels the city for the firm, "but they will have to get up pretty early if they are going to outstrip the Chinese, who now have a monopoly of the business."

"Well, let's try one of them. I guess it won't do any harm here," remarked Mr. Lang, as he struck a match where a man always does, and applied the light to the fuse. He held the match to the fuse but it refused to fizz, and then as he dropped the match, he exclaimed: "Why, it's a piece of twine." And then he gave it a pull, and instead of the usual contents of a firecracker, rolled around the string was a strip of narrow paper on which were printed the names and prices of some of the cigars manufactured by S. Davis & Sons, Montreal. "Well, that's a unique and clever way to advertise," remarked Mr. Lang when the general laugh which followed the discovery had subsided.

BYSTANDER.

"Standard Goods are the best to Handle"

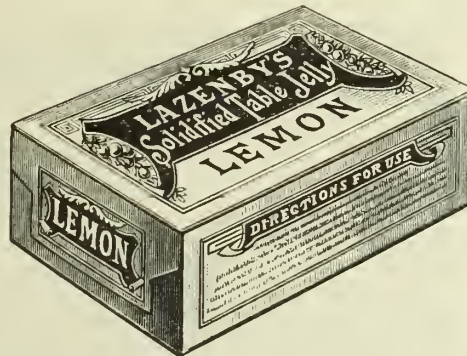
The Standard Pickle



LAZENBY'S

DON'T deal in second-rate goods; a reputation for selling the best articles will draw the most trade.

THE
STANDARD
JELLY



LAZENBY'S

Where you can get Lazenby's Goods:

PERKINS, INCE & CO.
H. P. ECKARDT & CO.
SLOAN & CROWTHER. } TORONTO.

H. N. BATE & SON, OTTAWA.
GEO. CHILDS & CO, MONTREAL.

BAULD, GIBSON & CO.
JOHN TABIN & CO.
DAVIDSON BROS. & CO. } HALIFAX.

A. M. SMITH & CO., LONDON, ONT.
BALFOUR & CO., HAMILTON.

C. & C. MACMICHAEL.
DEARBORN & CO.
JARDINE & CO. } ST. JOHN, N.B.

WHITEHEAD & TURNER,
QUEBEC.

And Many Others.

CANADIAN AGENTS:

Arthur P. Tippet & Co., TORONTO and
ST. JOHN, N.B.

SITUATION WANTED.

COMMERCIAL BROKER WITH FIRST CLASS connection among wholesale trade is open to take Toronto Agency for Canning Factory. Concern and goods must be first-class. Communications strictly confidential. Address BROKER, care of this paper. 19

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

W. C. A. LAMBE & CO.,
GROCERY
BROKERS
TORONTO.

AGENTS FOR

The St. Lawrence
Sugar Refining Co.,
MONTREAL.

STAMINAL

A FOOD AND A TONIC

The Vital Principles of BEEF and
WHEAT with HYPOPHOSPHITES

STAMINAL

— PUT UP BY —

The Johnston Fluid Beef Co.
MONTREAL.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.



**Crosse &
Blackwell**

CELEBRATED FOR



Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.



— SOLD BY —

All Grocers in Canada



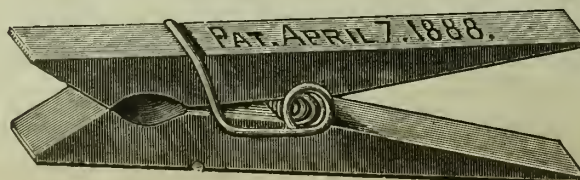
**Licorice
Lozenges**

Manufactured
exclusively by

YOUNG & SMYLIE,

BROOKLYN, N.Y.

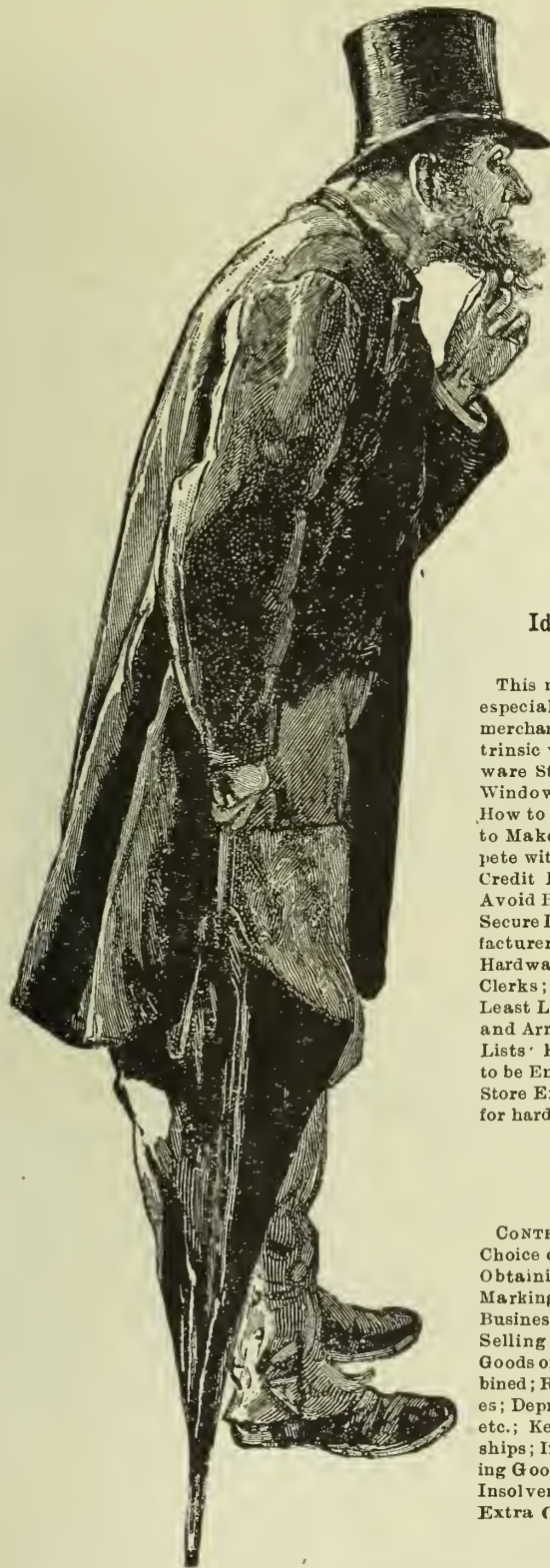
These Goods can be obtained
from any of the leading first-class
houses in Canada.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.



It is more honorable to have built
a dog-house than to have dreamed of
building a palace.

BOOKS FOR BUSINESS MEN.

Ideas for Hardware Merchants.

By D. T. MALLET.

This novel book is the only book ever written especially for hardware men, and every hardware merchant will find it of decided help and of intrinsic value. It tells How to Advertise a Hardware Store; How to Dress a Hardware Store Window; How to Select Seasonable Goods and How to Display Them to Best Advantage; How to Make a Success with Hardware; How to Compete with "Department Stores;" How to Turn a Credit Business into a Cash Business; How to Avoid Bad Debts and Increase Trade; How to Secure Low Quotations from Jobbers and Manufacturers; How to Arrange the Fixtures in a Hardware Store; How to Treat and Manage Clerks; How to Keep Your Accounts with the Least Labor; How to Systematize Your Business and Arrange Its Details; How to Arrange Price Lists; How to Meet Close Competitors and How to be Enterprising; How to Properly Proportion Store Expenses, and thousands of practical hints for hardware merchants. Paper cover, \$1.

How to Keep a Store.

By SAMUEL H. TERRY.

CONTENTS: The Selection of a Business; The Choice of a Locality; On Buying a Stock of Goods; Obtaining Credit on Purchases; Examination, Marking and Arranging of Goods; Advertising a Business; Employment of Clerks; The Art of Selling Goods; Selling Goods for Cash; Selling Goods on Credit; Selling for Cash and Credit Combined; Replenishing Stock; Settling for Purchases; Depreciation of Goods; Losses by Fire, Theft, etc.; Keeping Accounts; Expenses; Co-partnerships; Influence of Social Life on Business; Buying Goods at Auction; Investment of the Profits; Insolvency; Business Qualifications, etc. 12 mo., Extra Cloth, \$1.50.

300 Ways to Dress Windows.

By HARRY HARMANN.

Fully explained. For grocers, general dealers and all lines of business. 250 pages, 150 illustrations. Price, post paid, \$1.75. This includes a nickel hammer and a pamphlet on show windows. SENT FREE, a sample of Bon Ami; cleans windows, show cases, brass, etc., with a 44 page catalogue of window supplies.

Building Business.

By N. C. FOWLER.

Nath'l C. Fowler, jr., the eminent advertising doctor and expert at business, has written a book all about advertising in daily papers, weeklies, magazines, religious and agricultural papers, in streetcars, signs, lithographs, novelties, calendars; about cuts and how to use them; window dressing; store decoration; points on selling; keeping accounts; everything about publicity and business outside, written from the merchant's standpoint—a book worth its price to the man who spends \$25 for printing, and the more to the extensive advertiser and merchant; 177 great advertisers answer the vexed questions of advertising, presenting individual and collective opinion of positive value—most important chapter written. Cloth \$3.75, half leather \$4.50, full leather, \$5.

Self Instruction in Practical Business Qualifications.

By CHAS. S. MCNAIR.

Size, 8½ x 11 inches, 256 pages. \$2.50

How to Sell Goods.

By B. F. CUMMINGS.

A Prize Essay, 10c.

**METHOD
IS THE
SECRET OF
SUCCESS.**

The Publishers of this paper have arranged to accept and transmit to the U. S. and Canadian publishers, orders for these books. Money should be sent by P. O. Order or register letter to

THE J. B. MCLEAN PUB. CO., LTD.

10 FRONT ST. EAST,
TORONTO.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the **STANDARD GOODS OF AMERICA.**

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.

THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black NO DUST Lead

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace. **HIGHEST EXHIBITION HONOURS.**

FOR BRIGHT, SILVERY, QUICK POLISH FOR STOVES & GRATES, ALWAYS USE

"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

Always Bright & Beautiful. In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT. ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d.

Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.

Won't Wear the Blades like others.

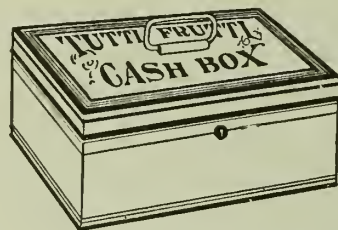
6d. and 1s. Tins.

NIXEY'S "CERVUS" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE. Wholesale: W. G. NIXEY, London, England.

Canadian representatives: Canadian representatives:—Mr. W. Matthews, 7 Richmond St. East, Toronto. Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

Don't Miss It



Adams & Sons' Co., 11 and 13 Jarvis St., TORONTO, ONT.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London
England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade, and the highest distinction the Exhibition could confer. The following being the terms of the award:

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, May 25, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
1 lb. cans, 1 doz. in case.	16 00
2 1/2 lb. cans, 1 and 2 doz in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
9 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25

Per doz	
Dunn's No. 1, in tins.	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " 7 oz pkgs.	85
" " 2 oz	40
" " 5 lb tins.	65
" " bulk, per lb.	12

Per doz	
Empire, 5 dozen 4 oz cans.	\$0 75
" 4 8 "	1 15
" 2 16 "	2 00
" 1/4 5 lb cans	9 00
bulk, per lb.	15

COOK'S FRIEND.

(In Paper Packages.)	Per doz
Size 1, in 2 and 4 doz boxes.	\$2 40
" 10, in 4 doz boxes.	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/4 "	14 00
Ocean Wave, 1/4 lb, 4 doz cases	75
" 1/4 lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/4 "	9 60

OCEAN
WAVE

DIAMOND BAKING POWDER.

1/4 lb. tins, 4 doz cases.	0 67 1/2
1 lb. " 3 "	1 17
1 lb. " 2 "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3.	4 50
" " 5.	8 00
" " 10.	9 00
Japanese, No. 3.	4 50
" " 5.	7 50
Jaquet's French No. 2.	3 00
" " 3.	4 50
" " 4.	6 00
" " 5.	7 50
" 1-gross Cabinets, asst.	9 00
Egyptian, No. 1.	9 00
" 2.	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

per doz	
No. 7, 1 or 2 doz. in box.	\$2 00
No. 4, " "	1 25

P. G. FRENCH BLEACHING.

per gross	
1/4 No. 4.	\$1 00
1/4 No. 6.	4 50
1/4 No. 8.	7 25
1/4 No. 10.	25

BLACK LEAD.

	London.	Canada
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes) 7s 6d	\$2 5	
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d	2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d	1 50
6 1/2 lb. in large 1/4 d. pkts, 1 gross	8s 6d	3 00
13 lb. in large 1/4 d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d	2 50
Reckitt's Black Lead, per box.		1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz.; or 1/4 gro., 4 oz.		

F. F. DALLEY & CO.

Per gross	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS. per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.

Per doz	
Apples, 3's.	\$0 95 \$1 00
" gailons.	2 10 2 20
Blackberries, 2.	2 00 2 25
Blueberries, 2.	1 00 1 10
Beans, 2.	0 90 1 00



TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,

One Box - - - 60 cents.

One Case, 10 Boxes, \$5.25.

Tanglefoot is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue

Tanglefoot is the Perfection of Sticky Fly Paper.

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure.....	1 15	
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 50	1 60
" Lombard.....	1 50	1 60
" Dauson Blue.....	0 95	1 00
Pumpkins, 3's.....	3 00	3 25
" gallons.....	1 40	2 10
Raspberries, 2's.....	2 15	2 25
Strawberries, choice 2's.....	1 65	
Succotash, 2's.....	0 85	1 00
Tomatoes, 3's.....	1 50	
"Thistle" Finnan haddies.....	2 75	
Lobster, Clover Leaf.....	2 20	
" Star (flat).....	2 60	2 70
" Impr'l Crown flat.....	1 90	2 00
" tall.....	1 80	2 00
" Other brands.....	1 10	1 35
Mackerel.....	1 45	1 60
Salmon, talls.....	1 70	1 80
Sardines Albert, 1/4's tins.....	13	
" 1/2's.....	20	
" Sportsmen, 1/2 genu- ine French high grade, key opener.....	12 1/2	10 1/2
Sardines, key opener, 1/4's.....	10 10 1/2	
" Martiny, 1/4's.....	17 1/2	18
" 1/2's.....	11 15	17
" Other brands, 9/4.....	23 25	
" P & C, 1/4's tins.....	33 36	
" 1/2's.....	6 1/2	
Sardines Amer, 1/4's.....	9 11	
" 1/2's.....	11 00	
" Mustard, 1/4 size, cases 50 tins, per 100.....		

CANNED MEATS.

Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" " 2 ".....	2 70	2 80
" " 4 ".....	4 80	5 00
" " 6 ".....	8 75	9 00
" " 14 ".....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2 ".....	2 60	2 75
" 4 ".....	4 75	
Par Ox Tongue, 2 1/2.....	9 50	
Ox Tongue.....	7 85	8 00
Lurch Tongue.....	3 25	
" 2 ".....	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" 2 ".....	4 00	
Soups, assorted.....	1 50	
" 2 ".....	2 25	
Soups & Bouilli.....	1 80	
" 6 ".....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Deviiled Tongue or Ham, 1/4 lb cans.....	1 40	
Deviiled Chicken or Turkey, 1/4 lb cans.....	2 25	

Sandwich Ham or Tongue, 1/4 lb cans.....	1 50
Ham, Chicken and Tongue, 1/4 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.

Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo.....	180 pieces... 1 30
(with brilliant stone ring)	
Sappota.....	150 pieces... 1 00
Sweet Fern.....	230 " 0 75
Red Rose.....	115 pieces... 0 75
Magic Trick.....	115 " 0 75
Oolah.....	115 " 0 75
Puzzle Gum.....	115 pieces... 0 75
Bo-Kay.....	150 " 1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery.....	100 " 0 70
Lalla Rookh (all flavors) 100".....	0 70
Jingle Bell.....	150 " 1 00
Cracker.....	144 " 1 00
O-Dont-O.....	144 " 1 00
Little Jap.....	100 " 0 70
Dude Prize.....	144 " 1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleyroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/4's.....	6 and 12 lbs. 0 30
Caracas, 1/4's.....	6 and 12 lbs. 0 35
Premium, 1/4's.....	6 and 12 lbs. 0 30
Sante, 1/4's.....	6 and 12 lbs. 0 26
Diamond, 1/4's.....	6 and 12 lbs. 0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homoeopatic, 1/4's, 8 & 14 lb boxes.....	
" Pearl.....	25
" London Pearl 12 & 18 ".....	22
" Rock.....	30
" Bulk, in bxs.....	18

Cocoa—	per lb
Case of 12 lbs each.....	0 35
Smaller quantities.....	0 37 1/2

BENS DORF'S ROYAL DUTCH COCA.

1/4 lb. cans, per doz.....	Boxes each 12 lbs \$2 40
1/2 " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caracas, 1/4's, 6 lb. boxes.....	0 40
Vanilla, 1/4's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.....	0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's, ".....	4 50
" 1 lbs. ".....	8 75
Homoeopathic, 1/4's, 14 lb boxes.....	0 34
" 1/4's, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homoeopatic Cocoa (1s).....	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins).....	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc.....	26-27
Mott's Cocoa Nibbs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22 & 24.....	22 & 24
Mott's Confee Chocolate.....	23c-43
Mott's Sweet Choc. Liquors 21c-31.....	

OOWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12.....	7 25
24 and 36 lbs in box.....	
Hygienic Cocoa in 1/2 lb tins, 12.....	3 75
24 and 36 lbs in box.....	
Hygienic Cocoa in 1/4 lb tins, 12.....	2 25
24 and 36 lbs in box.....	
Cocoa Essence, pkgs, 2 and 4 doz.....	1 40
in box.....	per lb
Iceland Moss, in 1/4 lb pkgs, 6 and.....	0 35
12 lb boxes.....	
London Pearl, in 1/4 lb pkgs, 6 and.....	0 30
12 lb boxes.....	
Soluble (bulk) No. 1 in 10 to 30.....	0 21
1 lb boxes.....	
Soluble (bulk) No. 2, in 10 to.....	0 19
30 lb boxes.....	
Soluble (bulk) No. 2 in 5 to 10.....	0 21
1 lb tins.....	
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and.....	0 40
12 lb boxes.....	
Diamond, 1/4's, 6 and 12 lb boxes.....	0 25
ss.....	0 28
Mexican Vanilla, 1/2 and 1/4 in 6.....	0 35
and 12 lb boxes.....	
Sweet Ceylon, 1/2 and 1/4 in 6 and.....	0 25
12 lb boxes.....	
Chocolat Parisien, 5c. cakes, in.....	0 30
6 lb boxes.....	
Royal Navy, 1/2 and 1/4, in 6 and.....	0 30
12 lb boxes.....	
Pure Caracas, (plain) 1/2 and 1/4, in.....	0 40
12 lb boxes.....	
Confectioners' in 10 lb cakes.....	25-35
Powder, in 15 and 30 lb boxes.....	0 25
Creams, in 3 lb boxes.....	0 28
Icing, 1 lb pkgs, per doz.....	2 25
1 lb.....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1, bxs 12 & 25 lbs each.....	45
Baker's Vanilla in bxs 12 lbs each.....	55
Caracas Sweet bxs 6 lbs each, 12.....	
bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12.....	
bxs in case.....	30
Vanilla Tablets, 416 in box, 24 bxs.....	4 00
in case, per box.....	
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes,.....	30
12 lbs each.....	
Grocers' Style, in cases 24 boxes, 6.....	30
lbs each.....	
48 Fingers to the lb., in cases 12 bxs.....	30
12 lbs each.....	
48 Fingers to the lb., in cases 24 bxs.....	30
6 lbs each.....	
8 Cakes to the lb., in cases, 24 bxs.....	32
6 lbs. each.....	
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.....	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each.....	42
Cracked, in bxs, 12 lbs., each, 1 lb.....	35
papers.....	
Cracked, in bags, 6, 10 and 25 lbs.....	30
each.....	
Breakfast Cocoa—	
In bxs 8 & 12 lbs., each, 1 lb., tins.....	48
In boxes, 12 lbs., each, 1 lb tins.....	50
decorated canisters.....	10
Cocoa Shells, 12's and 25's.....	
Broma—	
In boxes, 12 lbs., each, 1 lb. tins.....	45

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.

	Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper.....	\$0 34	\$0 36
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 53	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42

Fancy Chocolates.

Fingers—	
40 in a box.....	per box \$0 36 \$0 40
20 ".....	
Croquettes—	
Yellow wrap.....	2 70 3 00
Pink.....	3 75 4 20
Green.....	
Croquettes are packed 12 1/2 lb. pack- ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	0 55 0 60
Green.....	
Each case contains 54 1 1/2 lb packages or 108 1/2 lb packages.	



"Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

Headquarters } In 1 lb. and 1-2 lb. Glass Jars — FOR — JAM. } 5 lb. and 10 lb. Tins 7 lb., 14 lb. and 28 lb. Pails

Get our prices if you want to make money. The season for Jam is just beginning.

TORONTO BISCUIT & CONFECTIONERY CO., TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

OHAS. BÖCKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28 33
Old Government Java	25 35
Rio	21 22
Plantation Ceylon	29 31
Porto Rico	24 28
Guatemala	24 26
Jamaica	22 23
Maracaibo	24 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own "	32
Jersey "	30
Laguayra "	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	.....	0 06	0 07
Brimstone	.....	0 03	0 03½
Borax	.....	0 12	0 14
Camphor	.....	0 80	0 85
Carbolic Acid	.....	0 30	0 50
Castor Oil	.....	0 07½	0 08
Cream Tartar	.....	0 28	0 30
Epsom Salts	.....	0 02½	0 02½
Paris Green	.....	0 16	0 17
Extract Logwood, bulk	.....	0 13	0 14
" boxes	.....	0 15	0 17
Gentian	.....	0 10	0 13
Glycerine, per lb	.....	0 17	0 20
Hellebore	.....	0 16	0 17
Iodine	.....	5 50	6 00
Insect Powder	.....	0 30	0 35
Saltpetre	.....	0 08½	0 09
Soda Bicarb, per keg	.....	2 50	
Sal Soda	.....	1 00	1 25
Madder	.....	0 12½	.....

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1½ oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Casos, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN	c. per lb
Currants, Provincial, bbls.	5½
" " " bbls	5½
" Filiatras, bbls	5½
" " " bbls	5½
Currants, Patras, bbls	6½
" " " bbls	6½
" " cases	7 7½
" Vostizzas, cases	7½
" " cases	7½ 10
" 5-crown Excelsior (cases)	8 8½
" " case	8½ 8½
Dates, Persian, boxes	5½ 5½
Figs, Elomies, 14oz., per box	10 10½
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14½
Gold medal washed Turkey, bgs abt 6 lbs., finest grade grown	10½
Prunes, Bosnia, casks	7½
" " cases, new	7½ 9
Raisins, Valencia, offstalk old	4½ 5½
Selected	6½ 6½
Layers	6½ 7
Raisins, Sultanias	6½ 10
" Eleme	.....
Malaga	.....
London layers	2 25
Loose muscatels, Califor	1 60 1 70
Imperial cabinets	.....
Connoisseur clusters	3 50 3 60
Extra dessert	4 50
" qrs.	.....
Royal clusters	.....
Fancy Vega boxes	.....
Black baskets	3 40 3 50
" qrs	.....
Blue " "	.....
Pine Dehesas	.....
" qrs	.....
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" Valencias	4 80
" Floridas	3 00 3 50
" Seedlings	.....
" Navels	.....
DOMESTIC	
Apples, Dried, per lb	0 05½
do Evaporated	0 09 0 09½

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickarel	per lb
Pike	do
White fish	do
Manitoba White fish	do
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish:	
Labrador herring, p. bbl	.....
Shore herring	.....
Salmon trout, per ½ bbl	.....
White Fish, ½ bbl	.....
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	.....
Boneless fish	per lb
Boneless cod	.....
Smoked Fish:	
Finnan Haddies, per lb	0 07½ 0 08½
Bloaters	per box
Digby herring	0 12 0 15
Fish: Haddock per lb	0 05 0 05½
Cod	0 05 0 07
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65 3 00



FLY PAPER.

TANGLEFOOT.

Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 67 0 68
" Red Winter	0 66 0 68
" Goose	0 61 0 62
Wheat, Spring, No 2	0 62 0 64
" Man Hard No 1	0 85 0 86
" No 2	0 83 0 84
" No 3	0 74 0 76
Oats, No 2, per 34 lbs	34 35
Barley, No 1, per 48 lbs	43 44
" No 2 extra	39½ 40
" No 3	36 37
Rye	53 55
Peas	57 57½
Corn	.....

HAY & STRAW.

Hay, Pressed, "on track	9 50 10 00
Straw Pressed,	5 50 6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30

HORSE NAILS:

"C" 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65

SOREWS: Wood—

Flat head iron 7½ p.c. dis	
Round " 7½ p.c. dis	
Flat head brass 75 p.c. dis	
Round head brass 70 p.c.	

WINDOW GLASS: (To find out what

break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.)

1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00

ROPE: Manila

Sisal	0 11½
New Zealand	0 09½
Axes: Per box, \$6 to \$12.	

SHOT: Canadian, dis. 12½ per cent.

HINGES: Heavy T and strap	0 04½ 05
" Screw, hook & strap	0 03½ 04½

WHITE LEAD: Pure Ass'n guarantee

ground in oil.	
25 lb. irons	per lb
No. 1	4½
No. 2	4½
No. 3	4

TURPENTINE Selected packages, per gal	0 52 0 53
LINSEED OIL per gal, raw	0 60 0 62
Boiled, per gal	0 63 0 65
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.

½ pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO

Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple	\$0 06
Family	0 07

Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10

These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.

Marmalade—orange	0 12
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KNIFE POLISH.

NIXER'S

"Cervus" boxes of 1 doz.	
6d.....London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
"Acme" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and ToluWafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity "Licorice, 200 sticks	1 45
" " 100 "	0 72½
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—STOATHARINES

Condensed, per gross, net	\$12 00
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MUSTARD.

ELLIS & KEIGHLEY'S. ets

Durham, Fine, in ½ and 1 lb tins	
" per lb	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
Ex Sup. in bulk, per lb	30
Superior in bulk, p lb	20
Fine, " "	15

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1 lb. tins.....	0 42
Pure in 1 lb. tins.....	0 44

NUTS.

per lb

Almonds, Ivica.....	14 15
" Tarragona.....	16 16 1/2
" Fornigetta.....	14 15
Almonds, Shelled Valencias.....	28 32
" " Jordan.....	45 50
" " Canary.....	28 30
Brazil.....	14 15
Cocoanuts.....	5 6
Filberts, Sicily.....	10 11
Pecans.....	11 15
Peanuts, roasted.....	13 14
" green.....	11 12 1/2
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Naples, cases.....	15 16
" Marbots.....	12 13
" Chilis.....	12 13

PETROLEUM.

bbl lots, Toronto... Imp. gal.	
Canadian.....	0 13 30 13 1/2
Carbon Safety.....	0 17 0 18
Canadian Water White.....	0 19
Amer'n Water White.....	0 21 0 22
Photogene.....	0 25
(For prices at Petrolia, see Market Report.)	

PICKLES, SAUCES, SOUPS.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup.....	per doz	6 00
" " ".....	pts	3 50
" " ".....	pts	2 00
" Chili Sauce.....	pts	4 50
" " ".....	pts	3 25
Snider's Soups (in 3 lb cans).....		
Tomato.....	3 50	
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.....	4 50	

Chicken Gumbo, Or Tail, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, V. rmicelli, Noodle, Consomme, Bouillon, Pea Assorted.....	4 25	4 00
Per doz		
Worcester Sauce, 1/2 pts.....	\$3 60	\$3 75
" " ".....	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" " ".....	6 00	
Harvey Sauce-genuine-hlf. pts.....	3 25	
Mushroom Catsup ".....	2 25	
Anchovy Sauce ".....	3 25	

PRODUCE.

DAIRY.

Per lb

Butter, creamery, tubs.....	\$.....
" dairy, tubs, choice.....	0 19 0 21
" " " medium.....	0 15 0 20
" low grades to com.....	0 15
Butter, pound rolls.....	0 20 0 22
" large rolls.....	0 19 0 20
" store crocks.....	0 19 0 20
Chese.....	11 0 11 1/2

COUNTRY

Eggs, fresh, per doz.....	0 10 1/2 0 11 1/2
limed.....	.....
Beans.....	1 40 1 60
Onions, per bbl.....	2 00 2 50
Potatoes, per bag.....	80 0 90
Hops, 1891 crop.....	0 13 0 15
" 1892.....	0 17 0 20
Honey, extracted.....	0 05 0 08
" section.....	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 10 1/2 0 11
Pork, mess, p. bbl.....	0 21
" short cut.....	21 00 21 50
Hams, smoked, per lb.....	0 13
" pickled.....	0 12
Bellies.....	0 13 1/2
Rolls.....	0 10 1/2 0 10 1/2
Backs.....	0 13
Lard, pure, per lb.....	0 12 1/2 0 13 1/2
Compound.....	0 10 0 10 1/2
Tallow, refined, per lb.....	0 05 1/2 0 06
" rough, ".....	0 02 1/2

RICE, ETC.

Per lb

Rice, Aracan.....	3 1/2 3 1/2
" Patna.....	4 1/2
" Japan.....	5
" extra Burma.....	3 1/2 4
" Java extra.....	6 1/2 6 1/2
" Genuine Carolina.....	9 1/2 10
Grand Duke.....	6 1/2 6 1/2
Sago.....	4 1/2 5 1/2
Tapioca.....	5 5 1/2
Goathead (finest imported).....	6 1/2

ROOT BEER.

Hlre's (Liquid) per doz.....	\$2 00
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SPICES.

Per lb.

Pepper, black, pure.....	\$0 14 \$0 16
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	16 18
Cassia, fine to pure.....	18 25
Cloves.....	14 25
Allspice, choice to pure.....	12 15
Cayenne.....	30 35
Nutmegs.....	75 1 20
Mace.....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Cream of Tartar, fine to pure.....	25 32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.

1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5 1/2
Ditto.....	5
" fine to choice.....	5
Ditto.....	5
Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartoons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8 1/2
12-lb ".....	8 1/2
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	9
40-lb " 1 lb. package.....	9 1/2
40-lb " 1/2 lb. ".....	10
40-lb " assorted 1/2 and 1 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
20-lb ".....	8 1/2

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivory Starch in cases of 40 packages.....	\$3 00

SUGAR.

c. per lb

Granulated.....	5 1/2 5 1/2
Paris Lump, bbls and 100 lb. bxs.....	6 1/2
" " 50 lb. boxes.....	6 1/2
Extra Ground, bbls.....	6 1/2
" " less than a bbl.....	6
Powdered, bbls.....	5 1/2 6
" " less than a bbl.....	5 1/2
Extra bright refined.....	5 1/2
Bright Yellow.....	4 1/2 4 1/2
Medium.....	4 1/2 4 1/2
Brown.....	4 1/2 4 1/2
Dark yellow.....	4 1/2

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85 0 90
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40 0 45
Common, fine car lots.....	0 75
" small lots.....	0 95 1 00
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75 0 80

CANDIED PEELS CANDIED

LEMON - ORANGE

- CITRON -

7LB. BOXES 7LB. BOXES

WE WILL HAVE PLEASURE IN SUBMITTING
SAMPLES AND QUOTATIONS TO IMPORTERS
FOR FALL TRADE.

Correspondence Solicited. . . .
Samples Sent on Application.

THE PURE GOLD MFG CO.
.. TORONTO ..

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand.)

Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Ordres for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND,

- - - MONTREAL.

SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22½ lbs.	2 30
Quarter sacks, 56 lbs	0 58
Sacks con'g 16-14 lb. p'kts.	2 75

F.o.b. Toronto—

Full sacks, 22½ lbs.	2 60
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS and MOLASSES.

SYRUPS.	Per lb.	bbls.	½ bbls.
D.	2½	2½	2½
M	2½	2½	2½
B	2½	2½	2½
V.B.	2½	2½	2½
E.V.B.	2½	2½	2½
E. Superior	2½	2½	2½
XX	2½	2½	2½
XXX	2½	2½	2½
Crown	3	3	3½

MOLASSES.	Per gal
Trinidad, in puncheons...	0 32 0 35
" " bbls	0 36 0 37
" " ½ bbls	0 40 0 40
New Orleans, in bbls	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" " barrels	0 42 0 44
" " ½ barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.	per lb 6½
Do. 2, 6-16 and 3 lb bars	" 6
Primrose, 4½ lb bars, wax W	" 6
" " " " "	6½
John A. cake, wax W.	per doz 42
Mayflower, cake,	" 42
Gem, 8 lb bars per lb.	6
" 13 oz, 1 and 2 lb. bars	5½
Queen's Laundry, per bar.	2 75
Pride of Kitchen, per box.	6 50
Sunshine, boxes, 100 tablets	6 50
" " 50	3 40

	Per lb
Eclipse	0 05½
Ruby, 10 oz	0 42
Monster, 8 oz	0 30
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz.	0 72

	Per box
Mottled in 5 box lots, 100 bars	5 25
" " 60 bars.	3 20
Electric	2 50
Hard Water Electric	2 50
Royal Laundry	3 10
Octagon	4 50

	Per doz
Royal Magnum	0 30
" 25 doz per box.	0 25
Anchor, Assorted	0 45
" Castile	0 50
Morse's Assorted	0 50
Morse's Roso	0 50
" Windsor	0 50
" Castile	0 50
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72

	Per box
Sweet Briar	0 72
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

	Per doz
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 50
Arcadian	0 45
New Arcadian, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (100 cakes)	5 00
Sunlight	3 50

TEAS.

CHINA GREENS

	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13½ 15
Nagasaki, ½ chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	7½ 11

Congou—	
Half Chests Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	67c
6's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	54
Laurel, 3's	67
Brier, 7's	55

Index, 7's	60
Honeysuckle, 8's	68
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	60½
Prince of Wales, in caddies	51½
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	65
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
½ lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.	
Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	54
16½ lbs	53
Gem, 3 x 6, 3s. caddies 16½ lbs	51
St. Lawrence, 2 x 3, 7s. caddies	48
about 17 lbs.	48
Banner, 2 x 3, 7s. caddies about	46
17 lbs.	46
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	46
Louise, Solace, 12s. caddies about	46
16 lbs.	42
Florence, Solace, 12s. caddies	47
about 17 lbs.	46½
Hawthorne, 8s. butts 23 lbs.	
Something Good, 6s. butts 21 lbs	

FANCY SWEET CHEWING	
Good Luck, spun roll, 16 boxes	65
4 lbs.	61
Empire, 3 x 6, 4s. spaced 8s. bxs	60
4 lbs.	52
Top, 16 oz. spaced 8s. boxes 4 lbs	50
Joy, 3 x 12s, 14½ oz. Spaced 6s.	49
Rough and ready. Butts 25 lbs	50
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20½ lbs.	
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.	
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.	

BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about	47
22 lbs.	43½
Morning Star, 12s. Butts about	44
22½ lbs.	
Montreal Twist, 12s. Caddies	
about 23 lbs.	
Anchor Twist, 12s. Caddies about	42½
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M.
Madre E' Hijo, Lord Landsdow	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Raina Victoria	80 00
" " Pins	65 00
El Padre, Raina Victoria	56 00
" " Raina Vict., Especial	50 00
" " Conchas de Regalia	60 00
" " Bouquet	66 00
" " Pins	60 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Oigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	16 00

DOMINION OUT TOBACCO WORKS, MONTREAL.

OIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOOS.	per lb
Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpgk, 10 lbbs	62
Gold Block, ninths, 5 lb boxes	73

OIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	63
Athlete, per lb	1 15

PLUG TOBACCO'S.	
Old Chum, plug 4s. Solace 16 lbs.	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12½	68
" " " 7s. R. & R. 14½	68
" " " 7s. Solace 14½	54
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17½	58
O. V. - " 7s. " 17	55½
Derby, - " 12s. " 17½	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1.. \$1 70
" " " "	" 3 " 1 90
Pails, 2 hoops, clear	No. 2.. 1 60
" " " "	" 3 " 1 80
" " " painted	" " 1 80
Tubs, No. 0	9 50
" " 1	8 00
" " 2	7 00
" " 3	6 00
Washboards, Globe	\$1 90
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Globe Improved	2 00
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

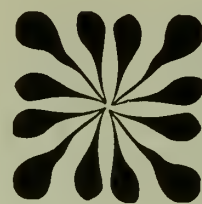
per case

Matches, 5 case lots, single case	
Parlor	1 60
Telephone	3 40
Telegraph	3 70
Safety	4 30
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40
Mops and Handles, comb	per doz 1 25
Butter tubs	\$1 60 \$3 60
Butter Bowls, crates st'd	3 60

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 60
1 " " 2 doz. 10c. " "	1 00

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MONTREAL.**

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Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

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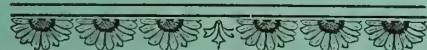
Strictly first-class. The favorite commercial house along the line of C. P. R.

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Canada, the European Continent, Australia and
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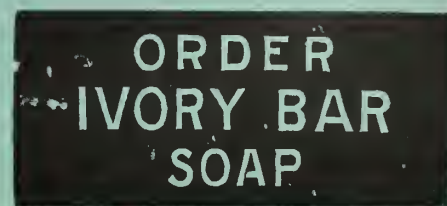
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"Lemon Jelly Marmalade," "Messina Lemons."
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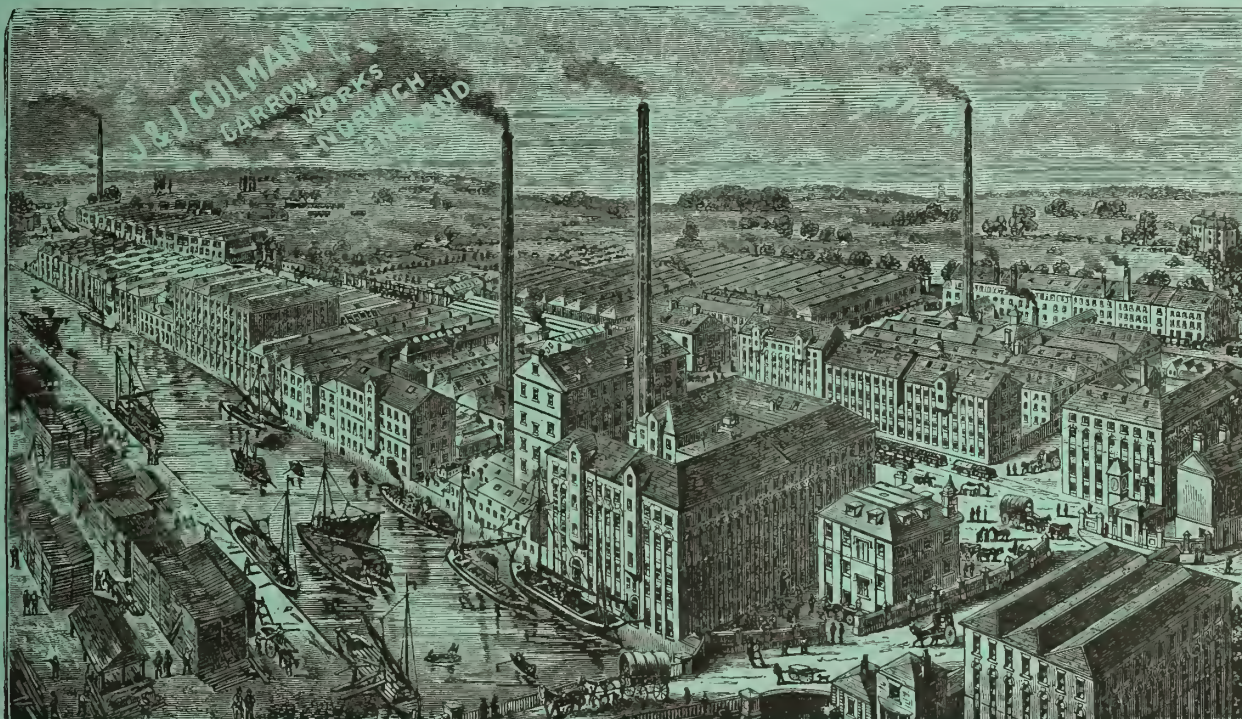
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, JUNE 2, 1893.

No. 22



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OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

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PURE

Highest Test
BI-CARBONATE
OF SODA.

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Extra Refined, Packed in Drums, Barrels or Casks, also

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If you have
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SEND FOR
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COCOA

Wholesome
Pure

THE STRONGEST FORM
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To secure the Highest Grade of Fish Order this Brand.

NEW PACK READY 1st JUNE.

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Is appreciated by your Customers, to make
a Neat Parcel you must have Good

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Which you can obtain at Lowest Mill Prices and
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MAMMOTH WORKS:

HULL, - - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JUNE 2, 1893.

No. 22

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

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The outlook for the merchant and husbandman of this country is by no means bad. The fields promise, take it all round, to give a good yield of grain, roots and hay, while the fruits, both cultivated and wild, are expected, in many instances, to yield bountifully.

* * *

Law suits are undesirable things. You may go into them and come out with the satisfaction that you have won. But too often that is about all you get, particularly if it be for the collection of an account that you are suing. You may take off your coat and give the other fellow a good thrashing, but if while you are thus engaged somebody walks off with your coat, the pleasures of victory are diluted with the knowledge that you are the victim of a theft. Yet this is what is occurring every day in tilts between creditor and debtor. The trouble is with the law. At one time the pendulum swung high in the creditor's favor. And in this connection our minds revert to the harrowing scenes in debtors' prisons so graphically described by Dickens. But of late nearly all amendments to the law have favored the debtor to the disadvantage of the creditor. As a result the pendulum now swings high in the opposite direction, or, in other words, the anomaly has been taken from the shoulders of the one and placed in another form on those of the other. The intention was to protect the poor but honest

man who could not pay his debts from the hand of the stern creditor, but now the dishonest as well as the honest debtor often seeks shelter beneath the robes of the law. It is not necessary to specify. Nearly every merchant knows it is so from actual experience.

* * *

"Don't give credit, and then you'll have no difficulty about collecting your accounts," is the specie of argument used by some when the defective condition of the law regarding the collection of accounts is pointed out to them. But this line of argument is about as sensible as it would be for some one to say, in urging for a decrease in the police force, that if people properly guarded their premises burglars could not get in. The credit system is part and parcel of our business system; is engrafted in it, and is not likely to be soon, if ever, removed. A any rate, whether it be permanent or not, one thing is patent: As long as it does exist there ought to be laws to enforce the payment of accounts more cheaply and expeditiously than at present. Of course the ratio of a merchant's losses from bad debts will depend largely upon himself. If he is lax in his methods it will necessarily be large. No law will ever prevent it from being otherwise. While after all a careful scrutiny of accounts is the best preventative of loss, there are times when the most watchful of business men are led to give credit to those who are unworthy of it, and it is in order to cover such cases as this that the law needs to be extended.

* * *

Protection against fire is a subject that is at the moment commanding more than usual attention. The cause of the increased interest is the number of fires that have of late been occurring. Canada as well as the United States has suffered, and here, as there, they have been attended with loss of life, although probably not to the same extent. Among those who are taking a pro-

minent part in the discussion in the United States is Albert A. Pope, who has heretofore earned a reputation as an advocate of improved country roads. Briefly stated, the climax of his argument is for the placing of fire brigades on a semi-military basis, and with this end in view he would have the subject of how to control a city conflagration treated, under a discipline similar to that adopted at military and naval academies, in a scientific way, in the polytechnic schools of the country as a special branch of study. The more efficient the fire brigade the less danger is there of course of a conflagration taking place. This is frequently demonstrated. But there are also the small towns and villages to be considered. They cannot afford to keep up an expensive and well disciplined organization. Some communities, such for instance as where there may be only a store, blacksmith shop and saloon, can scarcely be expected to maintain even an ordinary hand fire engine, but it is a well-known fact that there are in this country even respectably-sized villages of one thousand inhabitants or more that do not possess even this antiquated instrument. At a fire in one of this class of villages not so very long ago the spectators had to resort to the unique method of throwing snowballs to keep it from spreading to the roof of an adjoining building. Fires, like rivers, are never large at the commencement, and what is wanted is something conveniently and constantly on hand to extinguish a blaze in its incipency or that will tend to prevent it from rapidly spreading until more efficient means arrive. What this convenient extinguisher shall be is for every business man or manufacturer to determine for himself, and as a help in the premises he might give his clerks and his children too, if he is fortunate enough to have any, a little drilling occasionally in the extinguishing of incipient fires—yes, and a little instruction to the women folk would not be thrown away—for upon a cool head and prompt action much often depends in matters of this kind.

WEDNESDAY AFTERNOON CLOSING

Wednesday afternoon closing is subject that is being much discussed at the moment by the retail grocers of Toronto. For three or four years past most of the grocers, particularly the leading ones, have been in the habit of closing their places of business every Wednesday afternoon in the week during June, July and August; and they are all of one accord in regard to the benefits derived from the practice. But, from what can be gathered from a remark dropped here and an innuendo thrown out there it is just possible that blinds will not be drawn or store doors locked with the same unanimity and alacrity as formerly.

The reason is of course the same one that is periodically trotted out whenever any movement in the direction of early closing is inaugurated—the fear that the nearest competitor will adopt a contrary course, keep open and catch the trade that belongs to he who shuts up. In other words selfishness and its offspring jealousy are the obstacles that threaten to block this as it does about everything else having for its object the betterment of the grocer's condition.

The price of success in the grocery trade is close application to business. The keenness of competition and the small margin of profit demands it. But attention to business does not mean enslavement to it. A merchant, like any other human being, needs relaxation and change now and then. By closing his store at seven o'clock, as a good many are now doing, some opportunity is afforded; but at the best it is comparatively small. He and his clerks can take in a concert, call on their friends, enjoy a quiet drive or boat sail the cool of the evening, but that is about all. By two or three hours after closing the night is old, when sleep and not pleasure is in order. One free afternoon each week, however, gives merchant and clerk time and opportunity to go where they can find complete change of environment, pure air, and sunshine unobscured by city smoke. They can board a steamer, and get out on the lake and sniff its invigorating breezes, or allow themselves to be carried to one of the many resorts that are within a few hours' sail of the city, or in vehicle or on horse or on "bilk" take a trip into the country where the trees are budding, the birds of many species singing, the grain ripening, and where a hundred and one things can be found to admire and to detract the mind from the cares of business.

Life at the best is but short, and in his journey through it the man of business has got his share of hills to climb and thorny bushes to push his way through. But there are also fertile plains and valleys in which flowers and fruits abound. The periods when the mind is free from business cares are some of these plains and valleys, and turning into them one afternoon a week is

surely seldom enough when the rest of the week it is probably hill-climbing. Close your store Wednesday afternoons, and never mind what your neighbor does. The chances are that he will not be long in following your example. But even if he does not you will soon overtake him in the race for business, although the chances are that he will be the first to cross the river of Death. But it is success and health, not death, that the average grocer is after.

POOR OUTLOOK FOR CURRANTS.

The position of the currant market has been one of considerable strength for some time. A number of causes have contributed to this end. Last season the vines in Greece were ravaged by the currant-grower's dreaded enemy, the peronosporo. Then came destructive earthquakes to some of the currant districts, and following these things came the natural concomitant, financial depression. A few weeks ago the cables announced the advent of further earthquakes, which were more destructive than the previous ones. In last week's GROCER was published this forecast of the crop made by Barff & Co. of Patras, May 6: "The coming crop is not progressing as favorably as usual at this season of the year; the cold and frost experienced during February and the early part of April caused much damage to the buds and plants generally and the vegetation is stunted and uneven, in many districts the show of blossom is small, so that only a small crop is expected. Peronosporos has appeared amongst the rose plants and in a few isolated cases has been observed on the leaves of the currant vines, but it is yet too early to expect any general visitation of the malady. We very much fear it is lurking in the plants and that it will show up before long, but the extent of damage it may cause will very much depend upon the state of the atmosphere during the next month." Saturday last P. L. Mason & Co., of Toronto, received a cable from Patras announcing that the fears regarding the re-appearance of the peronosporo had only been too fully realized, it having resumed its attack on the vines. Under any case it was expected that the currant crop would be short this season owing to the disasters of last season, but, in view of the latest developments, it now promises to be very much so.

RE MOLASSES AND SUGAR.

Mr. Felix Taussig, of New York, was in Toronto last week. As an authority on sugar, molasses and kindred subjects he stands high, and when THE GROCER ran against him the conversation naturally turned on these articles.

"The molasses market with us at present," he said in reply to a query, "is dull but strong owing to the scant supplies. The stocks at principal points are about exhausted. At New Orleans there remains hardly any desirable goods fit for grocery purposes. My trip to Cuba this season was far from satisfactory, as I could not secure one-half

the molasses I wanted. I found very few plantations left that were making Muscavado sugars and molasses, and the Cuba Muscavado molasses is the only kind fit for grocery purposes. The centrifugal, or second molasses can only be used for distilling. The demand for molasses in the United States this year has been unprecedented. The reason of this was the high prices of pork products, and in our Southern country, where pork is one of the principal foods for the poor, they substitute molasses to a great extent when pork is high. Owing to the enormous increase in the consumption of molasses this season there remains very little stock in the various distributing points, and, as I have already said, hardly any at principal points. I see, therefore, no reason why values should not be enhanced considerably in the near future. All we have to wait for is a renewed demand, which is bound to come long before we can depend on replenishing our stocks from the present growing crops. Speaking for ourselves I can say that we have to-day the smallest stock of molasses that we have ever had at this season of the year, and I can safely assert that every other house is in the same fix and probably more so as we have been liberal buyers from the beginning of the season.

"On sugars I think the situation is even stronger. All crops are short and the increase in demand greater than ever before. The prospects with us in the United States are that the demand to come in the near months will be something never before equalled. Our fruit crops promise to be very large and the enormous quantities of sugar that will be required for preserving and canning is bound to advance prices. Our latest cable from Cuba said that the crop was about finished and that grinding operations had ceased on most plantations, and the estimated crop would be about 760,000 tons, which shows a shortage of about 150,000 tons. The reports on the beet crops are also of large shortages, and I can therefore see no reason why sugars will not advance materially between now and next September. Speaking with a large sugar importer the other day he used quite a novel argument about the coming increase in the demand for sugar. His words were: 'Just think of the hundreds of thousands of people that will visit the World's Fair and then figure the millions of cocktails, gin fizzes, lemonades, milk punches, and all other beverages that will be drank. And all contain sugar.' This of course is the funny side of the question, but in my mind there is no doubt that all sweets must advance. There is nothing to stop them until next January, when we get the new crop from Cuba. The recent lower cables on sugar from London were entirely speculative and caused by the realizing of speculators who held stocks of sugars since then, however the market has improved and prices are higher."

CHATS WITH BUSINESS MEN.

"Anything new?" said a traveller to me Saturday in reply to a query for news, "Well, can't say there is. But, say, there is one thing that should be exposed," he added, as with a look of indignation overspreading his features, he stopped in the work of replenishing his tea samples, busy as he was. "And it is this: You know that there is a fixed price for tobacco, but some of those Montreal houses, and Toronto houses too, bad luck to them, are giving rebates. Yes, and by-the-bye," he added as he touched my shoulder, "even some of the Collingwood fellows are guilty of the practice. Well, when I say the houses I mean their travellers are. And this is how they do it: You are a grocer. You buy tobacco from those fellows presumably at the regulation price, and your invoice will show it, but the fact is you pay just one cent a pound less than the regular price for your tobacco, for the traveller goes down in his pocket and hands you back a cent for every pound of tobacco you have bought. I say it is dishonorable; it is mean. I can give you the names of the people who are buying from these fellows if you wish. One merchant told me that he gets a rebate direct from the house. How's that? That's combination for you! Why, do you know, there are some towns—Peterboro' for instance—where I cannot sell a pound of tobacco. When I try to do business with them they simply laugh at me and say: 'Old fellow, you are not in it.' Of course it makes me mad, but what can I do. We're not going to give any rebate, you can bet on that. Why we only get four cents a pound on tobacco, and what is that, taking into consideration all the expense and loss we have to bear."

"Well I am particularly surprised at the Montreal houses. Why if you will believe me, it was only the other other day that some of them were up here trying to induce the Toronto houses to put the price of tobacco up a cent," interrupted his superior, who was standing near by. "O, it annoys me, and I think it is dishonorable of all concerned."

* * *

"Yes, I am just down from Collingwood," said a gentleman to me last week. "But there has been nothing extraordinary happening up there that I know of, except it be that George Miller of Gravenhurst, has been visiting his old friends there. Who is he? Well at present he is manager for Homer & Co., of Gravenhurst. I think that's the firm, but at one time he occupied a similar position with a Collingwood firm. That's when he got his popularity with the Collingwood boys, and he has just been down renewing old acquaintanceships. O, he's the boy I can tell you; and he's like the Scotchman who kept the Sabbath and everything else he could lay his hand on, particular business and his friends, and what is more he he still well preserves his avoirdupois—some 300

pounds of solid good nature. Well, ta, ta, call in and see us if you ever come to Collingwood"

* * *

"Some people talk of sympathy for those retailers who were found selling soaked peas the other day," said a wholesaler to me, "they thought they were getting something cheap and that is about all they cared. They knew they could not get goods that were up to quality for the price they paid. But, O well, I suppose they have learned a lesson. At least I hope they have. Do you know that the matter had a somewhat injurious effect on the sale of canned peas for a while? Well it did, but I don't know that it worked any harm in the long run, for I think the incident enlightened the consumer a good deal as to the difference between canned and soaked peas."

BYSTANDER.

ASSOCIATION TALK.

The opening meeting of the Toronto Retail Grocers' Association, to be held in June, is being looked forward to with a good deal of pleasure by the members. Messrs. R. Donald and Robert Mills, who are to lead the affirmative and negative respectively in the debate, "Resolved, that travellers are a benefit to the trade," are finding time, when not engaged sharpening up arguments for the fray, to add a number here and there to the programme of vocal and instrumental music and readings which is also being prepared under their supervision.

The members of the Cardiff Grocers' Association are considering the advisability of adopting a uniform price of bread by bakers and grocers.

The recent war between the Retail Grocers' Association and the commission merchants of Indianapolis, Ind., which resulted in the boycotting of all commission men who would not sign an agreement to quit retailing, has now involved the local millers. The millers agreed not to sell to the consumer, but supposed that, in thus binding themselves to the retail grocers, it was understood that the grocers would reciprocate, and buy flour at home. The millers claim this is not done, and that instead of bettering their condition they have simply added to the profits of the grocers without receiving any benefits themselves. They have appointed a committee to make terms with the grocers, and seem to be anxious to terminate the affair harmoniously, being inclined to look upon it as a misunderstanding rather than as an intentional affront.—American Grocer.

The retail grocers of Superior, Wis., are considering the advisability of forming an association for the purpose of adopting a strictly cash basis.

There are 3,000 grocers in New York city, and at a recent meeting of the Retail Grocers' Union there, an ex-president held that out of that number one half ought to be in the ranks of the association.

Officers of the Horse Insurance Fund in connection with the Retail Grocers' Union, of New York, report that 3 per cent. on the

valuation of the animals insured cover all expenses. No assessment has ever been levied.

At a recent meeting of the Scottish Shopkeepers' and Assistants' Union, the chairman said that the recent plebiscite in Glasgow had shown that about 6,000 shopkeepers (employers) were in favor of early closing being secured by legislation. That was now within almost measurable distance owing to the efforts of the Union and the London Early Closing Association. But, while there were 6,000 shopkeepers in favor of Act of Parliament, only 1,659 of these had subscribed funds towards it furtherance, and their combined subscriptions amounted to only £115. He thought that in this lay the most of the delay in settling the question. If 6,000 shopkeepers and shop assistants were to subscribe at the rate of only 1d. per week an annual income of £1,300 would result to the Union. The Union had already expended £800 in furthering the object, and the directors hoped that by putting the matter before the shopkeepers they would be able to procure the requisite funds to carry forward the measure in Parliament to a successful issue.

NEW CROP JAPAN TEAS.

The first samples of new crop Japan teas consigned to the Toronto market arrived here Monday last. The teas themselves are expected end of this week; and Monday next will probably see wholesalers shipping out to the trade. The quality is fine and equal to anything seen on this market for some time. The choicest will sell at from about 35 to 40c. a pound.

The samples mentioned as arriving on this market last week were of teas consigned to New York, where they sold at 43 to 48c. This was of course too high a price for this market. Three or four hundred packages of the choicest sold there without sample, the stipulation being that the tea should be up to standard; and it turned out to be rather better.

THE HISTORY AND MYSTERY OF TEA.

"Tea; its History and Mystery," is the title of a 265-page book issued by Joseph M. Walsh of Philadelphia, who is already known as the author of a work on coffee. The obstacles and difficulties its author had met with in his endeavors to learn something of tea when he first entered the trade was the motive which led him to undertake the present work. The material composing it was collected during a period covering twenty years, and arranged subsequently in its present attractive and readable form. The book consists of ten chapters and the subject it treats of is dealt with in this order: (1) Early history, (2) geographical description, (3) botanical characteristics and form, (4) cultivation and preparation, (5) classification and description, (6) adulteration and detection, (7) testing, blending and preparing, (8) chemical, medical and dietical properties, (9) world's production and consumption, (10) tea culture, a probable American industry. The book is illustrated, and the time spent in perusing its contents will by no means be ill-spent.



SALMON PACKING ON THE COAST.

DEAR GROCER,—Thinking it may be of interest to the grocery trade I am sending you a few facts I have gathered respecting the preparations being made on this coast for the salmon packing season. As you are doubtless aware this is the year of the big runs on the Fraser river and every canner is making preparations to avail himself to the full capacity of his factory of the expected large supply of fish. There are this year twenty-five canneries on the Fraser, all now engaged in making cans. There is no combination or limitation among the packers as to their output, and as the preparations average 20,000 cases for each factory, the total pack on the Fraser this year will be half a million cases, if the salmon run is anything like what it was four years ago, the last "big run" year. There are fifteen canneries in the other parts of the province which will add about 125,000 cases, making the total for British Columbia 625,000 cases. In Alaska there is no combination among the packers, neither is there on the Columbia river. Taking everything into consideration it is considered by competent judges that this year will show the largest pack of salmon ever put up on the Pacific coast, and if all the cans now being made are filled, it will be decidedly a case of over production and everything points to low prices this fall.

Yours truly,

A. HENDERSON.

Vancouver, B. C., 20th May, 1893.

A GENTLE REMINDER RE COCOA.

EDITOR GROCER,—I notice in this week's Mail, in its grocery report, what purports to be an item of "news" regarding cocoa. The item claims to contain the views of a bona fide grocer, but happily the grocers of that kind are getting scarce. He mentioned the names of three makers, all foreign, and not the makers of the best cocoas either, not one English or Canadian name in the list. Is it possible that even in its commercial columns the Mail writers must wear the same old green goggles. Some of the grocers have been slow to recognize merit in a home article, and they cannot be blamed, for the reason that very often the quality was not up to the mark, but I think it is the duty of all Canadians to support home goods when they have equal or greater merit than the foreign ones, and next to Canadian we should give our preference to English goods.

Yours, etc.,

J. W. COWAN,

Cowan Cocoa & Chocolate Co.

Toronto, May 26, 1893.

VALUE OF THE SILVER DOLLAR.

An interesting table showing the commercial value of the silver in a silver dollar from 1872 until the present year is as follows:

Calendar Year.	Value.	Calendar Year.	Value.
1873.....	\$1.004	1883.....	\$0 858
1874.....	.988	1884.....	.861
1875.....	.964	1885.....	.823
1876.....	.894	1886.....	.709
1877.....	.929	1887.....	.758
1878.....	.891	1888.....	.727
1879.....	.868	1889.....	.724
1880.....	.886	1890.....	.809
1881.....	.881	1891.....	.764
1882.....	.878	1892.....	.764

At the date of the passage of the present silver law (July 14, 1890), the price of silver in London was 49¼ pence, equivalent to \$1.07¼ per fine ounce. The highest point reached since the passage of the act was in New York, August 19, 1890—\$1.21 per fine ounce, and in London, September 3, 1890—54½ pence, equivalent to \$1.19¼ per fine ounce. The lowest price of silver was reached during the last calendar year, viz., \$0.83 a fine ounce, showing a decline from the highest price in two years and a half of \$0.38 an ounce.

TIN POISONING IN PRESERVES.

It is only during recent years that chemists and hygienists have given the subject of tin poisoning by preserves in tin cans serious consideration, says N. Y. Bulletin. Confirmatory evidence is abundant and the remedy indicated seems to be in finding some coating for the interior of the can that will resist the action of the organic acids and the sulphur contained in the albuminous matter of vegetables, meat, etc., on the tin of the cans.

A Holland manufacturer, C. Verwer, of Krommeine, has succeeded in preparing a varnish which, according to some investigations recently made, answers the purpose perfectly. In this invention not only must the varnish resist the action of the preserves, but it must be perfectly adherent.

In order to determine whether the above-mentioned varnish was capable of preventing the solvent action of the acids on tin, some of the most acid foods, such as sauerkraut, buttermilk, and pears in wine, after four to nine months' keeping in varnished cans, were subjected to examination. Only imponderable traces of tin were found. The same results were obtained with a sample of beans coming from France, and examined after being preserved twelve years in a varnished can. This latter example is of less importance since beans and peas free from salt dissolve almost no tin. The investigator was unable to obtain acid foods which had been preserved for so long a time, but in his opinion the experience acquired after four to nine months suffices to strongly recommend the varnishing process, in consideration of the strong reactions which occur in unvar-

nished cans. With experience thus far gained, sorrel is the only vegetable whose action the varnish is unable to withstand.

It is strongly urged that varnished cans alone be used, especially for acids foods, and it seems important that the various governments should give the matter consideration. Several manufacturers have already adopted the process for foods and beverages.

PRESERVATION OF CANNED APPLES.

While it is not "a well-established fact," as a contemporary solemnly avers, that canned apples, in common with other canned goods, undergo a change, and that their flavor is either entirely destroyed or sufficiently altered to render them more or less unpalatable in course of time; yet any process or improvement looking to their better preservation is not unworthy of consideration and investigation; for it so happens at times that the cans are not absolutely airtight or hermetically sealed, and in this way decomposition or deterioration is brought about, thus creating as "a well-established fact" what is really an exceptional case. Intense heat, too, when sufficient to make itself felt within the can, is not without an injurious effect; but while fruit is not often spoiled through such a possibility, the few exceptions that there have been are sufficient to warrant the adoption of improved methods provided any better process can be demonstrated. Cold storage, to be sure, is a safe-guard against any danger of this sort; but, besides the expense, it is not always practicable where the fruit has passed from the hands of the manufacturer into those of the retailer, to be held until disposed of to the consumer; and while the first mentioned may think that all responsibility, so far as he is concerned, is at an end when the goods pass from his possession, he must not overlook the fact that if they subsequently spoil or deteriorate, the blame will be laid at the door of the packer. So it is, after all, to his interest to assure their preservation, if possible, until finally opened for consumption. To this end a Chicago, Ill., genius, has conceived the idea of employing an air-tight can or receptacle from which the air can be exhausted and carbonic acid gas substituted, which, it is claimed, has the effect of effectually preserving the fruit while neither altering the flavor nor imparting to it any unpalatable taste—American Cider Maker.

BLENDED TEA IN ENGLAND.

In a discussion between the members of a grocers' association in England in relation to the tea trade, one of the leading disputants said that he thought many grocers made a mistake by buying blended teas instead of blending their own, thus sacrificing their individuality. It was quite impossible for any blending house in London to blend a tea that would be suitable equally for Coventry, Leicester, the Potteries and Birmingham. He gave some loose tea to show that their loose tea was better than packet, and in buying blended tea they were losing touch with their customers. "This emphasizes the necessity of every dealer in tea studying the wants of his neighborhood and of placing his tea trade upon an independent basis," remarks American Grocer.

CANNED GOODS GOSSIP.

British Columbia papers say that fish are still being taken in moderate numbers, but the large number of boats on the river runs the average per net lower than usual.

Canneries on the Nova Scotia coast have been securing a very fair supply of lobsters recently. The Digby Canning Company, it is reported, boiled about 6,000 in two days recently. It is also noted that shipments of lobsters from Yarmouth to Boston have been unusually heavy.

There have as yet been no advices of relief from drought in France, says a New York paper. The pea packing season is therefore very backward, and about the only work done thus far is the putting up of a moderate quantity of common and inferior articles. That the drought reports are radically different from the ordinary crop scare is an established fact. All information goes to show that the crop has been seriously injured, and that it is now beyond recovery that would enable canners to put up their average pack and assortment. Significant in this connection is the fact, well authenticated, that some packers have bought back contracts made early in the season, paying \$1 per case above the original contract price; and that as high as \$1.50 per case has been paid in a few instances to cancel orders. Spot goods, last season's pack, have advanced sharply as well. "Fines" are commanding \$2 per case more than they could have easily been purchased at six weeks ago, and other sizes have undergone nearly, if not quite, as radical change in value.

The Armour Packing Co. have brought out a new line of canned soups, packed in 2-pound tins. The line consists of braised beef with vegetables; braised beef with gumbo and rice; braised beef with piquant sauce. The soups retail at 30c. per can.

Apropos of canned tomatoes, some statistics were brought to notice that deserve passing thought, if not serious consideration. In brief, the data show that nearly or quite 7,000,000 cases will have been distributed and a large percentage consumed during the two years ending August, 1893. In other words, it is figured out that the consumption for 1892 and 1893 amounts to at least 3,300,000 cases per annum. That jobbers have light stocks is evidenced in the fact that they are obliged to pay \$1.20 to \$1.25 per dozen for tomatoes to keep on hand enough goods to accommodate their regular trade. That retailers are not carrying any too many may be inferred that their current purchases are but little behind the average for the season. Prices at the opening this season were about 85 to 90c. delivered, or 30 to 35c. per dozen below present selling price. In connection with the facts above outlined, this one speaks for itself. Another little suggestion was

brought up. It may be summarized thus: There are at least 150,000 retail grocers in the United States. Ten cases to each at the beginning of the coming season would absorb 1,500,000 cases, or over 40 per cent. of the quantity packed last season. Opening prices this year are as low as they were last year. Why should the consumption not be as large and tomatoes as "good value?"—N. Y. Bulletin.

There are 43 canning establishments in California, 10 of which did not pack fruits for the season of 1892. With a view to arrive at substantially correct results regarding this growing industry in the State, the California Fruit grower has been at great pains and labor in the compilation of the following facts and statistics. These have been obtained from the various canning companies themselves under circumstances eliminating all probabilities of exaggerated statements or erroneous returns. They may therefore be regarded as a practically safe guide to the canners themselves and to the trade generally, as indicating the requirements of the present season, making due allowance for stock on hand. If these figures shall assist canners and dealers in the adjustment of supplies to consumption, and thus maintain a steady market for our canned goods, the California Fruit Grower will be amply repaid for its three months' labor of correspondence and investigation relative to this important matter. During the season of 1892 the 33 canneries operating in California packed fruits as follows:—Apricots, 385,757 cases; peaches, 565,455 cases; pears, 268,479 cases; plums, 135,296 cases; other fruits, berries, grapes, cherries, etc., 247,409 cases; total pack, 1,602,369 cases. A case of standard fruit consists of 24 cans of 2½ pounds each; and while all fruit was not put in such manner, some being put into larger cans, the calculation of amounts is based upon the standard packed as noted. That is to say, the canned fruit pack of California for the season of 1892 amounted to an aggregate of 1,602,369 cases, or 112,165,830 pounds, including syrup and packages. The pack of tomatoes was 228,492 cases and that of other vegetables 33,224 cases.

Among the Canadian exhibitors of canned goods, says a contemporary referring to the Worlds Fair is the well-known firm of Boulter & Sons, Picton, Ont., who have sent a large display of their fruits and vegetables in cans. The well-known label of the Erie Preserving Co., St. Catharines, Ont., is also conspicuous in the Canadian exhibit.

Reports come from various points between Maryland and California to the effect that bank accommodation is so tightly drawn that some canners of fruit and vegetables are inconvenienced. Whether financial conditions will lean to a curtailment of packing operations is however very uncertain.

Early orders for British Columbia canned salmon, 1893 season, N. Y. Bulletin is informed are ahead of the average for this

season of the year in Canadian and English markets.

The receipts of Southern peas by boat at this port do not indicate an average crop, but they may come with a rush a little later on. As a rule the 10th of May averages the time when packers may take steamboat peas, but receipts will have to increase mightily in the next few days to bring this year to an average on time. Last year the early steamboat peas were very fine and found great favor with the packers of the finest quality. Reports are that peas have been drowned out in the lower Ohio section, where some of the heaviest planting for packers has been done, but peas easily recover from injuries, and aside from a slight reduction of supply the packers there will not suffer more than a slight delay. As the acreage this year was considerably reduced from an average in the section where the "Viners" are operated any serious loss of supply would leave the market barer than it has been for several seasons past.—Trade, Baltimore.

The outlook for canned salmon is, if anything, more perplexing than usual at this season of the year. Spot stocks of ordinary goods seem to be just a trifle heavier than it was estimated some time ago that they would be at the middle of May, and an air of mystery is assumed by the Alaska canners combine that by no means promotes confidence as to the future. The impression prevalent here that there will likely be some friction between the combine and the independent canners, due as it is to interpretation of the spirit of recent correspondence from the Coast, prompts indifference, to say the least, on the part of eastern buyers generally. The idea seems to have become whispered that the combine's price for red fish will not be above \$1 per dozen f.o.b. San Francisco, if the Alaska pack this season exceeds 600,000 cases, and the impression gains ground that if a contest between the different interests takes place, the opening price will be nearer to 90c. So much for possibilities on this side of the Atlantic. Another suggestive fact is that the British Columbia pack this season will be limited only by the supply of fish cans and labor. The only interpretation of this is that Alaska canners are likely to meet active competition in the foreign markets. As for the Columbia River, there is quite satisfactory evidence that the fish packed in that quarter will be pushed vigorously in all markets if prices for Alaska fish are not kept on a comparatively low level.—N. Y. Bulletin.

The Tatamagouche correspondent of the Truro News writes: "The season has arrived when preparations are being made for the lobster fishery. Our packers are in good cheer, as the outlook just now in prices is fairly good, being much better than this time last year. Lobster canning of late years has assumed large proportions, and is now quite an important industry on the Northumberland Strait. Already all the available young men and women are booked for the season. Not a little of the money in circulation is obtained from this source. The McLellan Bros are the only packers of this town; they are now making ready in anticipation of a good summer's work. Our bay, as well as the straight and gulf, are clear of ice, so that they who go down to the sea in ships and lobster boats and do business on our waters can now do so without obstruction."

FACTS ABOUT CASSIA.

Cassia, or bastard cinnamon, as it is sometimes called, is indigenous to the forests of Quang-ting and Quang-see in China, and is grown in several parts of South Asia, says Merchants' Review. Some of very fine quality, of late years, has been imported here from Java and Saigon. The trees which are cultivated are kept as a sort of coppice, and numerous shoots spring from the roots. These are not allowed to rise higher than about ten feet. When the trees first put forth their flame-colored leaves and delicate blossoms, the scenery is exquisitely beautiful. In three years after planting each tree affords one shoot fit for cutting; at the fifth year from three to five shoots may be taken, but it requires the vigor of eight years before it yields as many as ten branches of an inch in thickness. From the age of ten to twelve years is the period of its greatest perfection, but its duration of life is not limited, as the root spreads and annually sends up new shoots or suckers. The tree is in its best state when the bark separates easily from the wood and has the inside covered with a mucilaginous juice; but if that be not carefully removed the flavor of the spice is injured. The shoots are cut when from half to three-quarters of an inch in thickness, and in length from one to three feet; the bark is instantly stripped from the wood, and freed from the epidermis, which is scraped off. The fragrance diffused around during this process is extremely delightful. The wood, when deprived of its bark, has no smell, and is only used for fuel. When the bark is cleansed it is of a pale yellow color; and it is then thoroughly dried in the sun, where it curls up and becomes of a much darker tint. The small pieces, when practicable, are then put inside the larger ones, and the whole close together in the tubular form in which it is sold in the stores.

When the rind or bark is first taken from the tree it consists of an outer portion, which tastes like common bark, and an inner portion which is very sweet and pungent. In the course of the drying the oil of the inner portion, on which the flavor wholly depends, is communicated to the whole, and the quality of the entire bark depends more upon the relative qualities of those portions of the bark than upon anything else. The Ceylon cinnamon has the outer portion much thinner than the cassia of other countries, and thus its higher pungency. There are three styles or classes of cassia—the "thin quill," or inner bark, manipulated without its outer rind, which seldom comes into this market in its genuine state; the "cassia vera," or the bark proper taken from the green yearling shoot, and which is often very aromatic; and the lignea, or woody bark, taken from near the trunk. The principal exports are from China and Batavia. Under favorable circumstances the tree yields a large and small harvest every year

The large one is obtained soon after the fruit is ripe; that is, when the tree has again pushed out shoots and the sap is in full circulation. May and June are the best months for the great harvest; in November and December the little harvest is obtained. Oil of cassia or cinnamon is generally distilled from the fragments broken off in packing, but a very great portion of cassia that finds its way into our market has been "sweated," or the greater portion of its oil extracted. A very small quantity of oil is contained in the bark, one hundred pounds of which are required to yield half a pound of oil; consequently it is extravagantly dear. When distilled from the finest cinnamon its specific gravity is greater, but from the cassia it is less than that of water.

Though cassia has found a place in our pharmacopœia, the purpose to which it has been applied by the South Americans invests it with medical properties which it is not usually supposed to possess. One thousand bales are said to be consumed annually by the miners in South America; each receives daily a certain quantity cut into small pieces, which he eats as a preventative against the noxious effluvia of the mines. The average weight of a bale of China cassia is from 70 to 80 lbs., with 9 per cent. allowance for tare.

HOW MACKEREL ARE CAUGHT.

A salt mackerel for breakfast has usually been looked upon as evidence of poverty and a desire to economize, but of late years this lowly fish has become almost a luxury, owing to the falling off in the catch. How many who smack their lips over a broiled bloater or one boiled and served with cream sauce, think of the hard work and danger attending its capture? How they are caught may not be uninteresting. Most of the vessels engaged in the fishery sail from Gloucester, Mass., and have crews numbering from 15 to 25 men. They cruise from Cape Henlopen to Newfoundland, keeping within a few miles of shore. When a "school" of mackerel is sighted by the look-out at the mast-head, every man on board is full of life and energy because they work on a share of the profits, and no opportunities must be allowed to escape. The seine-boat and dory are lowered, the former having the immense net or seine carefully stowed away and in position for immediate use. The seine-boat is usually about 38 feet long, built of fine cedar, is 7 feet, 6 inches to 8 feet wide and 3 feet deep. They cost from \$225 to \$250. Generally, seven or eight men row, two throw the seine, and one steers. This is the regular crew, and each man has his position to which he goes promptly on signal. The dory, with two men, always goes with the seine-boat. The work now is a splendid example of muscular activity, cool heads and quickness of action. As soon as they come up with the fish, one end of the seine is given

to the men in the dory, who hold and keep it in position, the men in the seine-boat throwing the net and rowing around the "school" of fish. When this is accomplished and the seine-boat reaches the dory, the men there quickly pass the end or bight of the "purse-line" to the men in the seine-boat. Then comes the quick and careful work—"pursing the seine," which means drawing the bottom of it together with this "purse-line," which is made of best Russian hemp rope, $1\frac{3}{4}$ inches in circumference, running through rings attached to the bottom of the seine. To this line are attached purse-weights, of which there are two weighing 60 to 75 pounds each. They are used to keep the bottom of the seine steady and overcome the ocean currents to some extent. This pursing of the seine gathers the mackerel into a huge bag. Sometimes all this effort and work is wasted. The mackerel may be wild, and sometimes when a good school is almost enclosed and only a small opening remains, they will dive, go through it quickly and escape. Sometimes a shark will get caught inside the seine with the mackerel and go through it with a rush, leaving a hole through which the smaller fish escape. Then the net must be repaired and all the work done over again. Sometimes sharks outside the seine with large appetites and a great desire to satisfy them make it necessary for the crew to be active and careful. That catching mackerel is hard work may be concluded from the fact that on a trip last season the schooner Hattie Graham brought in 430 sea-packed barrels, and in catching that quantity the seine was thrown 135 times. The seine is 1,200 to 1,400 feet long and 150 to 175 feet deep. The crew probably rowed all of 400 miles in getting to the schools, rowing round them and pursing the seine. The schooner Grayling for 400 barrels sixty-eight times and rowed 200 miles; schooner Harvard, forty-eight times for 200 barrels, and in eleven sets of the seine secured only 28 barrels. What practice this would be for a Yale or Harvard boat crew.—American Grocer.

CIDER PRESERVATIVES.

We think salicylic acid is the best preservative for cider, and in small quantities is perfectly harmless. The acid should be either dissolved in alcohol or in a little of the cider, so as to prevent its floating. The proper quantity is about an ounce and a half to fifty gallons of cider, and should be added when the first fermentation has just been completed. There is no harm in using sulphur by burning it inside the casks, either in the apparatus used for this purpose by French wine-growers or by soaking strips of cloth in melted sulphur, lighting them, and allowing them to burn inside the cask. This destroys the fungi which oftentimes are apt to spoil the cider.—Fereign Ex.

ATTENTION !!

THE fine Dargeeling Teas we are offering are worthy any Grocer's attention, and no wonder; they are the finest money can buy. It paid us to handle them; why wouldn't

it pay you?

We have a range of sweet drawing Ceylons at 30 to 32c., and Japans and Hysons at 16 to 17c. These are exceptional value.

Don't put off buying just because you have some in stock. You can never get too much of a good thing. Say the word and we will mail the samples.

Sugars and General Groceries are being quoted "away down" by us.

Lucas, Steele & Bristol,
WHOLESALE GROCERS, - - - HAMILTON, ONT.

Ex "Empress of India." The First of the Season.

NEW JAPAN TEAS

Now in Store

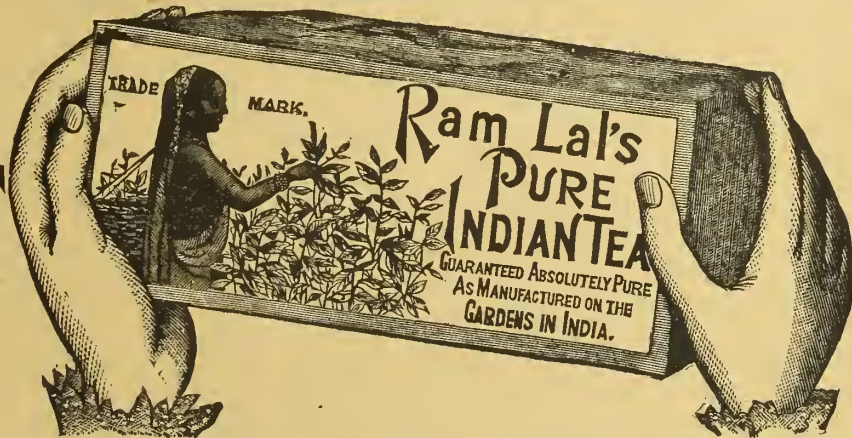
Extra Choice Pale Colored Mikado Chop

W. H. Gillard & Co. WHOLESALE GROCERS **Hamilton, Ont.**

ALL LOVERS OF A REALLY GOOD CUP OF TEA

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Wholesale Agents, JAMES TURNER & CO., Hamilton.

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

"St. Olaf"

Pronounced the finest
of its kind.

Norway Condensed Milk

"Viking"

Unsweetened — Really
Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.

ON BEGINNING BUSINESS.

In country towns connections have a great deal to do with the success of the storekeeper. For instance, writes a correspondent in *Merchants' Review*, if a would-be merchant proposed to set up a rivalry against an old-established and respectable dealer, the writer would certainly feel inclined to advise him to think well before so doing, but if he replied that his "connection" was sufficient to establish a business, it might overrule the objections. Friends and acquaintances, however, ought not to be to implicitly relied upon. They are, as a rule, more exacting and less easily satisfied than the general public. The writer has known, in his nearly 40 years' experience, many an unfortunate victim to the promises of friends, who has opened with the most glowing prospects and closed with the most disastrous results. Your friends, of course, expect you to give credit, and are surprised that you should be so importune about those "little bills;" they may possibly remind you of certain obligations that you are under to them for past favors. By and by your friends discover that your goods are not a whit better nor cheaper than those of other merchants, and soon find fault with goods purchased of you, comparing them to their disadvantage with articles bought by neighbors at rival stores. It is not long, perhaps, before some of your warmest friends leave you for some other dealer, forgetting, of course to settle their accounts, and when you remonstrate, you lose not only your friend and customer but your maney also. The sold reliance of the beginner in the retail business should be in the integrity of his transactions, the reasonableness of his prices and the civility of his demeanor. He should make it the interest and the pleasure of the consumer to his store. If he pays due attention to these points he will make patrons of his friends and friends of his patrons and establish a connection that will never desert him.

Religious and political connections are easily formed in small towns, where the minds and habits of every man are known to his neighbor, but the merchant should never seek to make the pretense of religion a means of worldly progress. If he does, in all probability the truth will out some day, he will be condemned as a hypocrite, and having built his expectations on so substantial a foundation he and they will come to grief together. In these days of toleration a man may hold any religious opinion if he do so becomingly. The store is the place to practice the principles taught in the place of worship, but it is not the place to traffic under the cloak of religious reputation. The same with politics. A good citizen will discharge his duty to his town and state conscientiously. Let him allow others the freedom of opinion which he claims for himself. There are proper times when we have politi-

cal duties to perform; but in the place of business let not the storekeeper weigh the opinions of other men, as he would his merchandise, in brass scales. Politics is the business of the state; fair dealing is the business of the storekeeper, and while the writer is the last to say that men should not recognize and discharge political duties, he does assert that they should neither seek nor bestow custom for party purposes.

SOME LONG SAUSAGES.

In former times it was the custom in many German towns to manufacture sausages of enormous length and carry them on festive occasions in solemn procession through the streets, says an exchange. On New Year's day in 1558 a giant sausage 742½ feet in length was carried in triumph by forty-eight persons. But in the year 1583, according to a German paper it took ninety-one persons to carry a sausage 2,235 feet long and weighing 434 pounds. The chronicler of the period says: "The butchers' men were all nearly attired in white blouses. The first man wound one end of the sausage several times around his neck with a portion of it hanging down in front, the rest followed at equal distances carrying the trophy on their shoulders, and the last one had the other end wound round his neck like the man at the head of the procession." In the year 1601 we are told that the sausage attained a length of 3,768¾ feet, 487½ of which were presented to their serene highnesses at the castle. All this happened at Konigsberg. In 1613 Emperor Mathias regaled the princess of the house of Austria with a tournament, at which the butchers of Vienna gave a representation of a peasant's wedding, and paraded the streets with a sausage measuring 3,746¼ feet long.

THE AROMA OF COFFEE.

The aroma of coffee develops especially during the process of roasting; its fatty oil oxidizes, is burned, and is changed into essential oil, or caffeine, a species of ether that cannot be isolated by distillation, and which we can sometimes see with the naked eye on the surface of the ordinary infusion. But coffee, like many other natural products, such as wine, tobacco and cocoa, requires a certain length of time after being gathered before it reaches its full maturity. Experience has shown that the development of its aromatic principle is acquired by keeping it in a green state from one crop to another. But it is well known that for about the last half century the caffeine seems to be lacking in the infusion of coffee, which has no longer the exquisite qualities due to its aroma. If, now, on one hand, we consider that the production of coffee is necessarily limited by the conditions of climate requisite for its growth, and that, on the other hand, the planter, in order to supply the demand which is constantly on the increase, is now

obliged to deliver the crop as soon as it is gathered, we can do nothing but infer that the cause of the degeneration of coffee lies in the fact that it is supplied to trade too soon, while it has not yet developed its constituent principles, and particularly its caffeine.—*New York Herald*.

FLUSHINGS, PICKING AND CURING OF INDIAN TEA.

Col. Edward Money, in his prize treatise on Indian tea, makes the statement that some of the newer districts, such as Daijeeling, Chittagong, or Kangra, are not as good tea districts as Assam or Cachar, thereby probably leading to the conclusion that tea from these districts is inferior to that produced in the more favored localities. Col. Money was speaking as a planter, and favored Assam and Cachar, because of the greater number of flushes, and, consequently, the greater yield and ultimate profit, the increased yield more than counterbalancing the high price obtainable for the finer flavored high grown teas. Flushing will commence in Assam about the 20th of February, and continue through October, yielding in extreme cases as high as 38 pickings, while in Kangra the pickings have been known to fall to ten or twelve in a season. The tea bush when under cultivation and ready for picking, stands about 5 feet high and about as many in diameter, though in its wild state as found in the jungle it attains a height of 25 feet.

Were tea picked with a care for the proper separating of the leaf according to its size, beginning with the top of the bush and the outer ends of the branches, we should have in the order of their quality the following styles: Flowery Pekoe, Orange Pekoe, Pekoe, Pekoe Souchong, Souchong, Congou, Bohea. The two latter brands would be very coarse, and do not find their way to America except mixed with other sorts, for which we have to thank the London dealer, who has likely forgotten more of the tricks of the business than we in the New World can learn in a life-time, to which I will refer later under the head of bulking.

These designations of the fineness of Indian tea are somewhat perplexing to Canadian retail dealers, as up to a short time ago the brand "Orange Pekoe," was supposed to properly refer to an artificially flavored China tea produced in Foochoo, and also in Canton, that from Foochoo being best known, and generally of a small make.

I feel called on to make a digression in referring to the practice of many salesmen in offering even to the wholesale trade, a tea marked only "Pekoe Souchong," or "Souchong," the place of growth not being stated. The result proves that the tea in question turns out to be Java, which I think a dealer with a fair regard for his reputation would not offer except with the distinct understanding that it was Java, and that no retailer will sell but to his hurt.

D. S. MACORQUODALE.

35-37 Front street east.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

THE smaller lines of
 our manufactures,
 such as Herbs,
 ground or rubbed;
 Curry Powder; Celery
 Salt; Borax and Cream
 Tartar in packages are
 worthy of your atten-
 tion.

The Snow Drift Co.

BRANTFORD



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada. BRANTFORD, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo
 and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
 Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly at-
 tended to.

102 ADELAIDE ST. WEST - - - TORONTO.

WILLIAM ARCHER, Carpenter and Store Fitter
 VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
 All classes of Store Fittings, Exhibition Cases,
 Show Cases, etc., from the Cheapest to the Most
 Elaborate, made well, quick, and at Reasonable
 Charges. Alterations, Repairs. Estimates Free.
 Post cards promptly attended to.

114 SPADINA AVENUE,
 Cor. of Adelaide St., Toronto.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
 HAMS, BACKS, BELLIES and SPICED
 ROLLS.

Write for Quotations.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Gould Bros., of Uxbridge, are reported to be doing a rushing business this spring.

The bloom promises a great fruit season in the United States. And plenty of fruit means a good demand.

The people of Beautiful Plains county, Man., want a creamery and cheese factory, not one of which industries exist in the county.

The Critic, of Halifax, says that Robt. Manning, of Parrsboro', has this season shipped to the States about 1,900 lbs. of spruce gum.

A. F. McLaren, the cheese manufacturer, of Stratford, will be banqueted by the business community there before leaving for Windsor.

On Saturday night the Executive Committee of the Toronto Pedlars' Protective Association waited upon Ald. Stewart and presented him with an illuminated address in appreciation of his efforts in getting the license for them reduced.

H. R. Moore and Geo. Wilcox, Owen Sound, have leased a large two-storey building on Bay street, that town, which they are fitting up for an evaporating and pickling factory. The building is in a good situation, being in close proximity to the C.P.R. station.

Several Victoria, B.C., firms are exerting themselves to engage in the Australian trade, and samples of Australian mutton are coming by the first ship, while samples of various products will be sent back, notably fish, fresh and salted.

"Isn't that awfully high for strawberries?" she asked, as she stirred up the berries with her finger. "Yes'm, it is rather high—most too high—but I've got pickles at half that price. About the same thing, but just as cheap again." She sighed and took the pickles.—Detroit Free Press.

The returns by counties show that California had 733,284 prune trees in bearing one year ago and 813,709 non-bearing trees. Many counties made no returns, so that the grand total is much larger than the figures given indicate. There is plenty of room for the profitable extension of the industry, for, practically, there is no limit to the demand.

A merchant in an Eastern city advertised for a clerk, giving the list of qualifications he desired should be possessed

by the employee. Among other requirements, the clerk must be "one who has a taste for reading trade journals with a view to being well informed." That merchant had a lot of good sound brains in his head.

Freight engagements of deals to British ports from Montreal have been made at the low figure of 32s. 6d., which, according to Trade Bulletin, is the lowest rate accepted for a long time, while some state that it is about the lowest on record. Other engagements have been made at 35s., so that the range of freight rates at present is from 32s. 6d. to 35s.

At a meeting of the Toronto City Travellers' Association held Friday night last the committee reported that arrangements had been completed for holding the annual excursion to Niagara Falls and Buffalo on July 19 by the Niagara Navigation Co.'s boats. The meeting was entertained during the evening with songs by Messrs. J. Owen and Ed. Chudley.

A good-sized Spanish onion, after boiling a short time, will yield, on being pressed, quite a large quantity of very adhesive fluid, says an exchange. This is used quite extensively in various trades for pasting paper on tin, zinc, or even glass, and the tenacity with which it holds would surprise anyone making the first attempt. It is the cheapest and best mucilage for such purposes, and answers as well as many of the more costly and patent cements.

Wakeford Bros., Battersea, have started excavating stone for the erection of a new mill. The Kingston Whig says that men have been engaged for the past two or three weeks digging out the iron which lodged in the cellar when the floor was burnt out. It will also take a couple of weeks to wheel the burnt grain away. The new mill will cost in the neighborhood of \$7,000. J. Lemmon, whose grocery was also burned down, has started to rebuild a brick place of business.

Judging from the increase in butter factories this season in the provinces of Ontario and Quebec, the production of creamery butter will be the largest on record, and it therefore follows that producers will have to find a larger export outlet, which can only be done by following the English market and selling on an export basis precisely as cheese factory-men do. Butter is certainly a more perishable article than cheese, yet, strange to say, makers as a rule speculate more on the former by holding, than on the latter.—Trade Bulletin.

An enterprising Parisian shopkeeper has hit upon a novel device to induce people to stop in front of his show windows in the chill of winter and spring. He secured a length of gas-pipe, and, perforating it with tiny holes, laid it just under the edge of the window out-

side. Then he rigged a small pump that forced a gentle current of warm air through the pipe, and thus practically heated the space in front of his display. Nor was this all. He fashioned a clever machine that sprayed a delicate perfume into the pump, and so the warm air is kept scented, to the great delight of the feminine shoppers, who can scarcely be induced to "move on." The warm air also keeps the glass clear and bright.

The Ontario, Cal., Record notes the picking of 1,050 boxes of lemons from a ten-acre lemon grove of seven-year-old trees. These will yield after curing 900 boxes. The grower intends holding the crop for next summer prices. Aside from that, at \$3 per box, the crop returns \$2,700 gross from 10 acres, or \$270 per acre. Deducting all costs, the returns are a dozen times over the net returns to growers of cereals. If \$4 or \$5 a box is obtained, then the profits become enormous. And yet California growers want protection, and most of them are good borrowers.

There has been a remarkable increase in the importation and consumption of sugar in Japan during the past twenty years, which can scarcely have failed to have had some effect on the course of the world's markets. In 1868 the declared value of sugar imported by Japan was \$918,700, and last year it was \$10,000,000. A Japan native paper gives the total value of the sugar imported during the last 24 years as \$98,840,000, or an average of about \$4,300,000 per annum. In 1880 the declared value was \$3,630,000, and in 1891 \$8,490,000. Meanwhile the value of the sugar produced in Japan itself has increased from \$1,700,000 in 1884 to upwards of \$6,000,000 in recent years.—London Grocer.

Now and then the Sugar Trust officials evolve some new rule in regard to handling their produce, that appears to be constructed upon basis of making matters as disagreeable as possible to those compelled to deal with them. The latest is on syrups, and in substance is as follows: A line of syrups is placed on sale, say 200 or 300 barrels or more, and

To Grocers - -

Teas of all kinds, repacked into Half Chests and Catties of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,
17 Common St., MONTREAL.

New Season's Japan Teas

Ex S. S. "Empress of India" and C. P. R'y.

☞ Samples on application.

H. P. ECKARDT & CO.

Wholesale Grocers,
TORONTO

**FOOD
FOR
INVALIDS**



STERILIZED.

Doctors recommend it for the sick, as it is

**Easily
Digested
A PERFECT FOOD**

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative.
48 Front St. East, Toronto.

**COWAN'S
OCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

We Offer to the Trade :

GREENBANK Double Concentrated Lye, solid and powdered, in tins.

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

ARRIVING THIS WEEK:

From the Finest Gardens in
Ceylon. . . .

Chests, Choicest Tippy Pekoes.

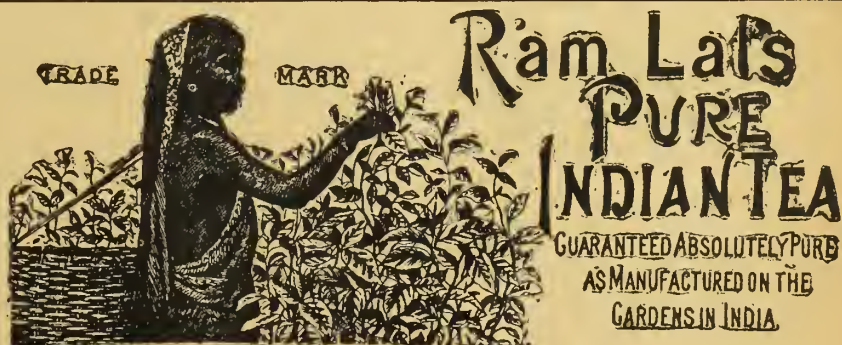
ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - **Montreal**



CAVERHILL, ROSE, HUGHES & CO., MONTREAL.

priced at a certain rate, which will be accepted for the entire parcel. But if buyers take only 100 barrels, then they must pay 1c. per gallon additional, and less than 100 barrels 2s. per gallon additional, a discrimination that is raising a very decided protest—except possibly from some grocers who may have suggested the plan.—N.Y. Bulletin.

The average retail grocer is content when he is left alone. He is willing to work hard, and to mind his own business if unmolested. He cares not, as a rule for the worryment of politics, unless he is imposed upon. Touch his pocketbook and you make him fretful. Show him that he is imposed upon and you arouse his indignation and he will get on his fighting clothes. Under a smooth exterior he conceals oftentimes a very pugnacious temper, and when he strikes it is direct from the shoulder.—Ex.

"If our American cousins would stencil the weights of their cheeses on the boxes instead of marking them with black or red lead it would do away with any chance of mistaking them," writes a correspondent of an English trade paper. "Under the present system the figures are often difficult to make out, and sometimes entirely obliterated. To wholesale firms who store with carriers and railway companies, and have to rely on them for the weights, it is very important that a system should be used which renders accuracy easy of achievement. To avoid any chance of confusion between the shipping number and the weight the stencil might mark the word "weight" over the figures. This system would also save time, as the figures could be so easily read as to enable them to be taken quicker."

According to the census there are 1,588,055 married persons in Canada, of whom 791,902 are females and 796,153 males, so that there are over 4,000 wives

missing. The census does not account for them. Nearly every husband in Ontario has a wife in the country, the figures being 353,060 husbands and 352,798 wives. The discrepancy is still smaller in Quebec province, where there are 244,792 husbands and 244,639 wives. In all Canada there are 129,015 widows and 62,777 widowers. In Ontario the number of widows is 60,289, and in Quebec 36,362, or one in about every 40 of Quebec's population, and one in about every 35 of Ontario's. Toronto returned 23,856 married men, and 23,933 married women. In this case there were 77 husbands not accounted for. The number of widows in Toronto is 5,295.

Second clerks and learners are like 20-dollar gold pieces in the States. Ever since the cholera scare last fall, when emigration was suspended, this class of help has been very scarce. Sixty-five dollars was the lowest rate possible for the passage over, and the boys who make the best clerks could not afford it, and those who could and came were a lot of "Berliner Gelernte Kaufman," who modestly demanded 25 dollars monthly "zum anfang," including board, etc. Now that this emigration barrier has been raised, the few that are coming in are headed directly for Chicago. The World's Fair acts like a big sheet of fly paper, or a magnet, and they imagine the gold dollars are flying in the air. Since the winter is over and the roads fair, the walk back won't do them any harm, and they will know better, consolingly remarks an exchange.

FORCING SALES OF CANNED GOODS.

It is now the season for more or less speculation in canned goods which always occurs, but in some striking respects the present season, in Montreal at least, is an exceptional one, that is so far as tomatoes and salmon are concerned. Very low offers have been made of the new pack of both, very much lower in fact in the minds of conservative buyers on that market than the natural conditions call for. It is claimed that the agent for a Western cannery has been making free offers of tomatoes at 87½c. for delivery shortly, which is fully 7½c. under the basis of last season, the opening price on new pack then being 95c. Everyone admits that tomatoes are in a more or less unsettled condition owing to the low offers that are being made by some dealers in Montreal, but in spite of these business is being done in prime brands at considerably over 80c., at which stock is offered by some Montreal wholesale houses. In fact, for prime brands 85 to 90c. is a juster quotation, and for some pet canneries \$1.05 to \$1.10 is what holders ask. It is argued, therefore, that with an unusually excessive supply on hand there is no reason for these low offers so far ahead, and that besides the canneries are injuring themselves to a certain extent as the very fact of these low

offers being made makes it harder to do business, and so work off what supplies of old stock there is before the new pack becomes a genuine factor in the situation. It is held that it would be far more business like therefore for the packers in question not to force trade so much, but wait and see what the natural price is and not try and make one before there is any absolute necessity on their part for doing so.

In canned salmon the case is even worse. The market here is fairly well cleaned up, there being no red sockeye to be had at all. The canners on the coast however have in the opinion of dealers here absolutely gone mad, for they are making free offers everywhere at \$1 a dozen on the coast. A comparison with the opening price last year shows how low the above figure is. Last season the opening figure was \$1.32½ and it worked up in the first portion to \$1.35, gradually stiffening on that until the minimum was reached in the face of \$1.55 to \$1.60. In the face of all this the canners are to-day quoting excessively low prices before they actually know what the run is going to be. In fact they are making a bigger gamble than usual on the future, and the only possible solution of it is that some of the canners who were disappointed last year in not making as many sales as they wished are determined to get orders this season willy nilly without any regard to what the fish may cost them or to the prospects of a large run. If the run is a small one the consequences will be decidedly unpleasant to them, for it is needless to remark that they are getting all the orders they want at the above price and are booking them right and left, in fact six and eight weeks ahead. This is making a regular plunge of it, and it is more than probable that there are lively times ahead for some people when it comes to a question of delivery.

A MAN WHO WILL SUCCEED.

"Now, if you will show me where the burglars got into your store," said the detective, "I will see if I can find some clew."

"In a minute," said the proprietor. "I am working at something a little more important than hunting for a clew just now. Take a seat."

And while the detective waited the merchant wrote as follows at his desk:

The man who broke into Katzenhefter's store on the night of the 15th and carried away a silk hat, a pair of French calfskin boots, a fur-trimmed overcoat, a black broadcloth suit and two suits of silk underwear was a black-hearted villain and scoundrel, but a man whose judgment cannot be called in question. He knew where to go when he wanted the finest clothing the market affords.

"Jacobs," he said to the bookkeeper, "send a copy of this to all the papers in town, and tell 'em I want it printed in big black type to-morrow morning. Now, Mr. Hawkshaw, I am at your service."



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.



"No Grocer's Stock Complete Without It."

THIS excellent cheese is winning a splendid reputation among judges of really first class goods. This Article is always fresh and nice, conveniently put up and does not run into butter fat like inferior goods. When you buy cheese buy **Cheese**, and not mushy fat.

Canadian Merchants

You do not require to go to the WORLD'S FAIR to test the merits of

Bensdorp's **COCOA**
Royal Dutch

Stay right in Canada, and drop us a postal card for a sample lot. We are agents.



WRITE US FOR SAMPLES.

Columbian Exposition Soft Drink Co.

Having the exclusive privilege for Soda Water and all other Temperance Drinks on the World's Fair Grounds.

CITY OFFICE, 76 WABASH AVE.
GROUND OFFICE.

CHICAGO, March 9, 1893.

STEPHEN L. BARTLETT, ESQ.,
Sole Importer of Bensdorp's Cocoa,
Boston.

DEAR SIR,—

After a thorough competitive test of the different brands of Cocoa, both foreign and domestic, we unquestionably give Bensdorp's Cocoas and Chocolates, of Amsterdam, Holland, the preference, and desire you to book our order for 80,000 lbs., for use at the World's Columbian Exposition at our soda fountains.

Yours truly,

Columbian Exposition Soft Drink Co.

E. F. CULLERTON, President.

EBY, BLAIN & CO., Wholesale Grocers Toronto, Ont.



"Sterling,"

"Something Good,"

"Uncle John,"

"Judge,"

"Lord Stanley,"

— ARE —

Some of Our

Choice Brands



EMPIRE
TOBACCO
Co.

MONTREAL

CEYLON COCOA AND CINNAMON.

One scarcely realizes what riches, especially in food supplies, are to be found in that far-away "Isle of Paradise," Ceylon. It is wonderfully productive in aromatic spices, coffee berries, tea plants, cocoa-trees, etc., to say nothing of oranges and other tropical or semi-tropical fruit.

Along the coast line are forests of cocoa-trees. These do not extend far into the interior but confine themselves to the coast, as they seem to thrive on a sandy soil and sea air. In fact, it is said that they grow so near the strand that they over-hang the salt waters of the sea, and in such bare and naked sand that not a single blade of grass could grow near them.

Barbary is a considerable center for cinnamon, and here there are numerous stone warehouses built for the purpose of storing this product. Ships find anchorage in the harbor and are laden with the pungent bark.

Before the cinnamon is packed up, it must always first be examined by surgeons appointed for that purpose, as well as by the surgeon who resides at the place where the package is made, as by him that accompanies the ship. "I had very frequently an opportunity, in the course of this year," writes a traveller in a contemporary, "to assist at this employment, and was obliged afterward, in conjunction with the others, to be responsible for the goodness of the cinnamon. From each bundle a few sticks are taken out, which are examined by chewing, and by the taste. This office is very disagreeable and troublesome, because the cinnamon deprives the tongue and lips of all the mucus with which they are covered, and causes afterwards an intolerable pain, which prevents one from going on any further with the examination. So that one must perform this business with great caution, and at the same time eat a piece of bread and butter between whiles, which in some measure mitigates the pain. It is but seldom that one is able to hold out two or three days successively.

"The superfine cinnamon is known by the following properties, viz., in the first place, it is thin and rather pliable; it ought commonly to be about the substance of Royal Paper, or somewhat thicker. Secondly, it is of a light color, and rather inclinable to yellow, bordering but little upon the brown. Thirdly, it possesses a sweetish taste, and at the same time is not stronger than can be borne without pain, and is not succeeded by any aftertaste.

"The more the cinnamon departs from these characteristics the coarser, the less serviceable it is esteemed; as for instance: In the first place if it be hard and as thick as a half-crown piece; secondly, if it be very dark or brown; thirdly, if it be very pungent and hot upon the tongue, with a taste bordering upon that of cloves, so that one cannot suffer it without pain, and so that the mucus upon the tongue is consumed by it when one

makes several trials of it; fourthly, if it has any after-taste, such as to be harsh, bitter or mucilaginous.

"Such are the sorts of cinnamon, when they are selected from the storehouses, and sorted for exportation; but the barkers, who examine the cinnamon trees in the woods, and strip off the bark, speaks of more and different sorts of cinnamon, the leaves of which, in their external appearance, bear some resemblance to each other, and are not all used indiscriminately for barking, but are picked and pointed out by those that are judges of the matter."

ESSENTIALS TO SUCCESS.

In most cases success or failure depends on the man. Sometimes good men fail, not on account of lack of business ability, but from circumstances which they could not foresee nor control. But if failures of this kind were the only ones, the number would be comparatively few. The greater number of failures among merchants is the result of a lack of some one or more of the essential elements on which success depends.

What are some of these essential elements?

(1) To understand one's business; to know When, where and how to buy goods.

(2) To know one's customers; to understand their tastes, peculiarities and characteristics.

(3) Politeness, equability of temper, decision and firmness.

(4) The ability to refuse a request without making an enemy. This is harder to do than most persons think.

A man may be honest, intelligent, have a fair business education, possess sufficient capital, and all that, and yet not be able to win and hold desirable trade simply because he lacks politeness, or has an unpleasant manner; or, if polite enough, he may lack decision and firmness, and so makes too many bad accounts. A brusque and abrupt manner in refusing credit to some customers often loses the merchant the cash trade of these same persons, whereas it might be retained by a polite and diplomatic refusal. One must have tact in business.

There are many persons who, while they have no legal responsibility, are nevertheless honest and worthy of credit to a reasonable amount. Such customers are often better payers than others who own property and from whom an account may be collected by law. It is not a bad plan to give persons of this class a trial, limiting the line of credit to an amount within their respective capacities, and then if they do not pay up according to contract, withhold further credit. In many places the bulk of one's patronage comes from poor people, who have nothing to depend upon but their earnings. Knowing that their credit depends upon maintaining it, they are likely to pay with reasonable promptness. Since a strictly cash system is, in most places, impracticable, one is forced to adopt the credit system, but let it be discriminative and judicious.—J. C. Watkins in Trade.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods
Agency.

**FOR DAIRY . .
— BUTTER
OR DRESSED . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
Ont.
JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

DOVER APPLE CO.
Fruit Evaporators.

ALSO, MANUFACTURERS OF

Cider and White Wine Vinegars.

CLIFFORD H. A. LEES,

Write for quotations. Manager.

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,

3 and 4 Corn Exchange,

Manchester,

Also at

Liverpool and Glasgow. **England.**

Are prepared to receive Consignments of Eggs,
Bacon, Hams, etc. Having been established more
than 40 years, they are in connection with all the
best buyers in the North of England.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

Butter is easy at 13 to 16c. Eggs are in demand
at 12c. Dried Apples 4c. Green Apples \$1.50 to
\$2.50. Potatoes \$1.00 to \$1.10 for choice stock.
Beans \$1.30 to \$1.50. Honey 8c. Maple Syrup 7c.
Chicken 7c to 80c. per pair. Turkey 12 to 15c. per
lb.

Consignments of Above

Solicited.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

**PUT
TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,

6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

**76 COLBORNE ST.,
TORONTO.**

—: DEALER IN :—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM. FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S.
S. "Charrington," 1500 Boxes Extra Fancy Mes-
sina Lemons; ex S. S. "Fremona," 3000 Boxes
Extra Fancy Messina Lemons; ex S. S. "Dra-
cona," 300 Boxes Extra Fancy Messina Lemons.

These are all Extra fancy November-cut Mes-
sina fruit, among them being 2000 Boxes of the
celebrated Santi-de-Pasquale brand, which is so
well known for their long-keeping qualities.

Write for quotations.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings **Oranges.**

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, June 1, 1893.
GROCERIES.

The feature of the trade is a re-awakened interest in canned tomatoes consequent upon the shipment by one house here of 1000 cases to Chicago, and the arrival on this market of samples of new season's Japan tea. Business otherwise has developed no strikingly new features. Trade is quiet, but probably not more so than is usual at this time of the year. On the contrary, judging from remarks dropped here and there, the volume for May is larger than for the corresponding month a year ago, while the margin of profits is generally conceded to be more satisfactory. Coffees are higher outside but no change has been made here. The dried fruit market remains much as before, although a little more interest is being taken in currants owing to damage by frost and the reappearance of the peronosperos in Greece. The sugar market continues to rule quiet and firm, outside figures seemingly obtaining more than a week ago. Syrups are in better supply but demand is poor. In molasses the feature is a firmer feeling in New Orleans make in sympathy with higher prices outside. Teas continue quiet and unchanged.

COFFEE.

Business here continues to be of a hand to mouth character and with no change in prices. We quote as before:—Rio, 19½ to 21½c., East Indian, 27 to 30c., South American, 21 to 23c., Mocha, 26 to 30c., Santos, 21 to 22c., Java, 30 to 32c. Prices are a shade higher outside.

DRIED FRUIT.

The report of renewed attack on currants by the peronosperos and of damage by frost to both currants and prunes is awakening some interest in these lines, but otherwise the fruit market is quiet and featureless. A few of the cheaper Valencia raisins have been selling, but the demand outside these have been insignificant. Prime layers are scarce. The idea for off stalk is still 4 to 4½c. pound for seconds, 5¼ to 6c. for fine; layers, ordinary selects, 6¾c.; fancy selects, 7½ to 8c., according to quality. In currants, good fruit continues to grow scarcer, and next year's crop will be small on account of ravages of the peronosperos and damage by frost. The demand is fair at 6 to 6½c. for good fruit and 5½ to 6c. for ordinary. There is the ordinary demand for prunes at 7¼ to 8c. in cases. Some damage has been done by frost to the coming crop but it is not

thought to be serious. In dates the movement is confined to an odd case or two at 5 to 5½c.

RICE AND SPICES.

New crop B rice is now ready at the mill, and other qualities will be next week. B will be worth 3¾ to 3¼c. The idea for last season's growth is still 3¾ to 3¾c., but there is practically nothing doing.

Spices are quiet and unchanged. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

No material change has developed during the week. A few odd cars are moving, but the general trade for small lots has not commenced yet, it being yet too early in the season. Refiners are still firm in their views and independent about selling, saying that they expect higher prices next month. Granulated is quoted as before at 5¾ to 5½c., although jobbers are getting the outside price oftener than a week ago. A yellow sugar can be got as low as 4¾c., but the quality is held to be poor and in value relatively lower than the sugar which sells at 4½c., which seems to be the lowest price for a sugar of fair quality. Raws seems to be attracting a little more attention, and there is an opinion among some that this may have the effect of pulling the price of dark yellows down, particularly should country consumers give more than the usual share of attention to the raw article.

SYRUPS AND MOLASSES.

Supply of syrups is better but, the demand is on the other hand poorer, and no improvement is anticipated for another couple of months. Low grades are scarce. Ruling prices are still 2½ to 3½c.

New Orleans molasses has advanced 3c. a gallon in New York and Philadelphia, and this market is firmer in sympathy, although no actual change in quotations has taken place; the idea here is 32 to 35c.

NUTS.

There is no change in this line. We quote Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack.

TEAS.

First muster samples of this year's Japan tea have arrived on this market. The teas are expected to arrive in a day or so, being now en route from Vancouver. They show slightly better draw than last year and they sell at 35 to 40c. These teas are of course of fine quality, the lower grades not coming in till July or August. The local demand for tea continues small and the little that is selling is chiefly in Ceylons and Assams. We quote Japans—Low grade and common, 13 to 14c. Medium, 17½ to 19c.; fine to finest, 28 to 35c. Blacks—Low grades congous, 14½ to 16½c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy 60 to 70.

BUTTER AND CHEESE

Receipts of butter are liberal, and although the demand is good the tendency of prices is downward. The market is altogether in buyers' favor. There are a few more tubs of dairy butter offering, but the market is still principally supplied by large rolls. Dairy pound prints are also offering freely. The range of prices for large rolls is 13½ to 14½c., with the greater part going at 14c. Ordinary tub sells at 14 to 15c. Strictly fine dairy tub, uniform in color and sweet, is enquired for, and jobbers report that they

could get 16 to 17c. for it. Dairy pound prints are quoted at 16 to 18c. There are a few creamery tubs coming in, but demand is limited. They sell at 21 to 22c. Creamery pound prints are plentiful, but demand for them is only fair at 22 to 23c.

There is not much doing in cheese and prices are easy. Makers are beginning to offer more freely, but still only to a limited extent owing to the backward character of the season. Jobbers are getting 10c. for new make and quote old at 11c. Some small lots have gone forward to the Old Country from Aylmer.

COUNTRY PRODUCE.

BEANS—Much as before. Jobbers do not seem inclined to pay more than \$1.25 to \$1.30 for a good hand-picked bean, and they are selling at \$1.40 to \$1.45.

DRIED APPLES—Quiet and unchanged, jobbers paying 4c. and selling at 4½ to 5c., although it is seldom that the outside figure is obtained.

EVAPORATED APPLES—Dull and easy. Purchases have been made by jobbers at 7 to 7½c., but no one seems anxious to buy unless it be to fill an order; 8 to 9c. is the jobbing price.

EGGS—Supply and demand both good with prices steady at 11½ to 12c., the outside figure being for single cases.

HONEY—Dull and unchanged at 8c. for extracted and 5c. for dark.

POULTRY—As before. We quote: Chickens 75 to 85c., turkeys 10 to 12c. a pound, geese 8 to 10c. a pound.

POTATOES—Market is somewhat unsettled and opinions regarding it differ. There are not many offerings, and prices range from 90 to 95c. on track; store lots are quoted at \$1.05 to \$1.10.

ONIONS—New Egyptian onions are arriving this week, and they sell at \$2.50 to \$2.75 per bag. We quote red at \$1.10 per bag, \$2 per barrel, and yellow at \$1.20 per bag and \$2.25 to \$2.75 per barrel.

HOPS—Dull. There have been sales of a few bales at 15c., and we quote 15 to 19c. as range of prices.

HOGS AND PROVISIONS.

Demand for dressed hogs is limited, packers being out of the market. Farmers' deliveries are fair and prices are easier at \$7.75 to \$8. Hog products are still in good demand and prices steady; 11½c. was refused this week for a carload of pickled hams.

BACON—Long clear, 10½ to 11c. Smoked backs are 13c., bellies, 13½ to 14c., rolls, 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked; pickled, 11¾c.

LARD—Pure Canadian is 13¼c. in tubs, 13½c. in pails and 12¾ to 13c. in tierces. Compound 10 to 10½c.

(Continued on page 20.)

Egyptian Onions
Bermuda Onions
NEW CABBAGE
CLEMES BROS.

Phone. 1768

TORONTO



A Comparison . . With Other Goods

Will, we think, result favorably to ourselves. Great care is exercised in the selection of the materials and in the preparation of our stock. Our customers tell us that they are the best Domestic Goods packed in Canada. Is that your verdict? Have you seen them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

CANNED Lobsters

Direct from Packers—1893 Pack.
Wholesale houses only, supplied.

L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES

ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.



Do not Buy Poor Goods

THE Lakeport

PRESERVING CO.

Pack the Best

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
Can be obtained at
all Leading Wholesale
Houses.
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Keep your
EYE
on the



and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

The feature of the market is a firmer feeling in tomatoes consequent upon the shipment by a local firm of 1000 cases to Chicago, and goods formerly held by some houses at 80c. are now quoted 10c. a dozen higher. The idea seems now to be about 85 to 90c. with some older and well known brands quoted as before at \$1. There are no surplus stocks of tomatoes here and should further shipments be made out of the country we shall likely see higher prices. There is just the ordinary demand. Stocks of corn are light, and as none seem to be in the hands of the packers, one house reports having found it necessary to buy in 1000 cases; 85 to 90c. is the idea with \$1.40 quoted for honey sweet. Peas are in fairly good supply with prices ranging from 80c. up. Peaches are unchanged at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Apples are in fair demand and unchanged at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Plumbs much as before at \$1.45 to \$1.55. A fair business is still being done in salmon of the better quality, and prices are unchanged, the ruling figures for well known brands being \$1.50 to \$1.55 for talls and \$1.70 to \$1.80 for flats. Demand continues fair for lobster at \$1.90 to \$2.10 for talls and \$2.50 to \$2.70 for flats.

MONTREAL.

The canned goods market is dull in so far as actual spot business is concerned. In new pack very low offers are being made on salmon and tomatoes, the facts of which are specially dwelt upon elsewhere. New pack tomatoes have been offered it is claimed at 87½c. and salmon at \$1.

MARKETS—Continued.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$21.50.

DRESSED MEATS—Beef fores are 4½ to 5½c., hindquarters 6 to 8½c., veal 8 to 9½c., lamb 8½ to 9½c.

GREEN FRUIT.

Trade shows some improvement, although the movement is not so free as it might be owing to the cold weather. This is particularly noticeable in regard to lemons. Messinas are about the only kind of oranges on the market and the demand for them is brisk. Banana trade continues good at steady prices. There has been a little scarcity of pine apples while demand has been good and prices higher. Strawberries are slow of sale at 23c., and tomatoes are quiet at \$3 to \$3.50 per case. There are not many

SURPRISE SOAP

Is Not Cheap, but is finest quality
at a fair price.

\$5.00 PER BOX OF 100 CAKES.

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

apples offering, the season being about over; \$1.50 is about the idea for ordinary stock and \$2.50 for choice, with the range all the way up to \$3.50 for fancy stock. We quote: Oranges—Valencias \$6.50 to \$7 per case; ditto, Jumbos, \$8 to \$8.50 per case; Messinas, \$3.50 to \$3.75 per box for 160's, \$1.85 to \$2 for 80's and \$2 to \$2.25 for 100's, \$2.50 for bloods, half box; lemons, \$3 to \$4.50; bananas, \$1.35 to \$2; pineapples, extras, 17c., No. 1 16c., No. 2 14c., No. 3 12½c.; Callifornia apricots, 20c. per lb. 25-lb. boxes; apples, \$1.50 to \$2 for ordinary stock and \$2.25 to \$3.50 for choice to fancy.

MAPLE PRODUCTS.

Demand for maple syrup continues to fall off and prices are easy at 75 to 80c. per wine gallon in tall tins and 70 to 75c. per wine gallon in flat tins. Maple sugar is unchanged at 8 to 10c.

FISH.

Trade continues to improve and may now be characterized as brisk. Receipts are principally white fish, trout and herring. Quotations are as before: Fresh salmon, 20c.; skinned and boned cod-fish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; ciscoes, \$1.35 a hundred; finnan haddie, 5c.; perch, \$2 to \$3 per hundred, as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; shad, \$3 a dozen; halibut, 15c. a lb.; lobsters, 15c. a lb.; salmon trout and white fish, 7 to 7½c.; eels, 8 to 10c. a lb.

SEEDS.

The seed trade is about over for the season, although there is still a free movement in ensilage corn at from 65 to 70c. per bushel, the same as before. There is also a limited demand for Hungarian grass and millet seed at from \$1.20 to \$1.25 for the former and 80 to 90c. for the latter.

HIDES, SKINS, TALLOW, WOOL.

HIDES—There has been no quotable change here, but owing to a serious decline in Chicago the local market is weak and lower quotations are expected soon; 5¼c. for good selections is purely nominal, there being no sales to report.

SKINS—Calfskins are also weaker. Jobbers are still paying 9c., but as large quantities are being imported to this country at lower prices, values are on the decline here. Jobbing seems to be at a standstill.

TALLOW—Is a little firmer if anything but without actual change in price. Demand is fair and supplies rendered. Dealers are paying 5½c. for moderate, and they are selling as before at 6 to 6¼c. Rough is quoted at 2c.

WOOL—There has been a little new wool offering, but so far it has been confined to unwashed, for which 10c. has been the market price. It is expected that the market for washed wool will open at about 18c. More or less foreign wools are selling at fair and unchanged prices. The mills are reported to be still busy.

PETROLEUM.

Trade is keeping up fairly well for the season. There is no change in prices, although there seems to have been a slight

SYMINGTON'S

COFFEE
ESSENCES

... UNEQUALLED ...

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

HYGEIA WATERS

TO THE TRADE

Very many thanks for your kind patronage.

Carbonated Beverages will be my **Specialty** this year instead of a side line. We make no cheap goods and do not use rubber stoppered bottles but fresh corks every time. A 2 cent deposit is charged and allowed on all quarts.

Please note my new address where I will be glad to see any member of the trade at any time.

Yours respectfully,

J. J. McLAUGHLIN

Mnfg. Chemist.

Tel. 2025. 153 and 155 Sherbourne St.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish, and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

Butter Tubs.

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.
HAMILTON.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

W. A. Carson.

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BELLEVILLE CANNING CO.

—PACKERS OF THE—

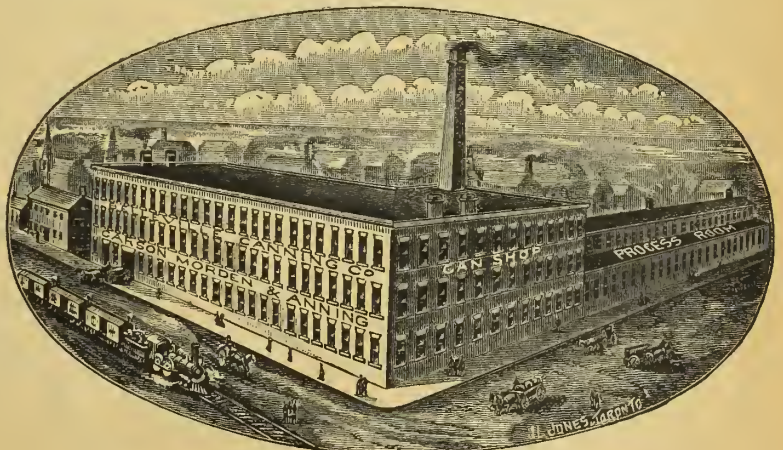
"Queen Brand"

Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued

attempt made to inaugurate an advance in sympathy with the United States market. We quote: Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c., photogene, 25c.

MARKET NOTES.

Davidson & Hay are showing a fine line of Indian tea in chests.

A carload of Baltimore strawberries was received this week by Clemes Bros.

Warren Bros. & Boomer are offering new season Japan teas to arrive here in a week.

Something nice in the way of imported Japan rice is being shown by T. Kinnear & Co.

Davidson & Hay have two lines of Japan teas arriving, which are of exceptionally fine quality.

H. P. Eckardt & Co. are handling Hire's root beer, a beverage that is both palatable and economical.

Perkins, Ince & Co. have received a sample of choice Yokohama leaf Japan tea which shows excellent quality.

T. Kinnear & Co. are in receipt of a shipment of case prunes, which they are offering to the trade at reasonable figures.

H. P. Eckardt & Co. are offering gallon apples (Ontario Packing Co.'s brand), solidly packed, at \$1.90 per dozen.

Eby, Blain & Co. report a large and increasing demand for Cunningham & De Fourier's potted meats and game delicacies.

James Turner & Co. are offering a great bargain in jams at 7c. These goods are as pure as jams can be, packed in 15-lb. pails.

The fine values offering in Ceylon and Assam teas by Lucas, Steele & Bristol of Hamilton are said to be attracting much attention.

First shipment of early pickings of extra choicest new Japan tea, "St. Olaf crop," consigned to Balfour & Co., is due next week.

Perkins, Ince & Co. are showing one of the finest samples of Patna rice that has probably ever been seen on this market. It has a beautiful polish and is free from oil.

There is a report that the estimate for the Padang sale of coffee, May 30, is increased to 20,000 peculs (15,000 interior), against previous estimate at from 14,000 to 17,000 peculs.

T. Kinnear & Co. are in receipt of a nice sample of raw sugar, in barrels of 300 pounds, which they are offering at figures which they consider bargains.

Egyptian onions are beginning to arrive on the Toronto market, and Clemes Bros. have just received a shipment which they are offering at close prices.

Balfour & Co., of Hamilton, have just to hand another consignment of their famous Blue Mountain coffee, straight from the plantation.

"Yes, the demand for tea is rather light," said a wholesaler. "The people seem to be waiting for the new teas to come in, but I'll tell you what it is, those who fancy that

when the new tea comes in that they can get all grades of new Japs are making a big mistake. It is only high grades that come in early in June. The lower grades do not come in till July or August."

H. P. Eckardt & Co. are in receipt of another line of Morton's preserved bloaters in oval tins. It is exceptionally fine for the summer trade.

Smith & Keighley have made a purchase of a line of bright raw sugars which they offer at 4¼c. They also showing this week the samples of new season's Japan teas at 33 to 35c. for delivery June 1.

"We find," said Mr. H. P. Eckardt of H. P. Eckardt & Co. the other day, "that Batty's goods, both pickles and Nabob sauce, are giving good satisfaction and that the sales are increasing very much."

MONTREAL MARKETS.

MONTREAL, June 1, 1893.

GROCERIES

There has been a trifle more activity in some lines of the wholesale grocery trade during the week, but the situation taken on the whole has not shown any very appreciable change. Values all round maintain their firm position, all the staples keeping the strong position they have shown all along. The feeling on sugar continues quite firm, there being no change in the price here, while the news from New York would indicate that the trust there is looking for higher prices, as they have been heavy purchasers of the raw article. The demand, however, is not especially brisk at the moment. Molasses shows no special change, the combine sticking to their price, but there is considerable speculation as to whether they will be able to do so right along in the face of the heavy shipments now on the way to this port. Teas and coffee have been quiet but steady, and spices have ruled very firm. In canned goods the feature is the low prices which are offered by canners on new pack tomatoes and salmon, which, in the opinion of the majority of the trade, are lower than the natural position of the market calls for at present. Payments have been rather backward, which is due to the exceptionally bad roads which interfere with business in some sections. For instance, up the Ottawa valley reports from travellers to their houses here state that they find it almost impossible to get about owing to the condition of the roads.

SUGAR.

The raw sugar markets are very strong and advancing developments within the past week have demonstrated the steadiness of the market and the possibility of still higher prices ere long. On the strength of bullish news from New York and elsewhere the local market is very strong and refiners refuse to make any large contracts. Buyers, on the other hand, however, are not showing any great urgency, so that although firm the market is quiet. It is possible when the situation is thoroughly digested, however, that buyers will show more

anxiety, and sellers are expecting a change to this disposition in a day or so. Quotations now are 4-3-8 to 4-7-8c. for yellows and 5-1-4c. for granulated, and refiners refuse to make any large contracts at this basis. They claim that their advices from New York bear them out in this, as the trust there, which has been bearing the markets right along, has picked up all the available centrifugals afloat and on hand at 4-1-4 to 4-3-8c., purchases being made to-day at the last figure. There are also reports current that the trust has made many heavy purchases in Cuba and of beet in Europe, having evidently come to the conclusion that sugars are not going to be any cheaper.

SYRUPS AND MOLASSES.

The market for syrups is quiet at 2 to 2-1-4c. per lb. for Canadian in wood, and at 18-1-2 to 20-1-2c. per gallon for American.

The molasses market is very dull, and advices from primary markets are very easy in their tone. Latest quotations from the Islands are 12c. On spot the combine price is nominally unchanged at 33 to 34c., but no business is doing at this basis of any account.

TEAS

The market is quiet, business being confined to a few sales in a small way. Some small lots of Japan have been moved in this connection at 12 to 14c. for common and 17 to 18c. for medium grades on city and country account, but the aggregate is very small. New Japan tea is expected here during the course of the week, but it is only a small lot of 250 packages, and will not be an important factor in the situation. It has been offered at about equal to 30c. We quote: Japans—low grades, 13 to 14c.; medium, 15 to 18c.; fine, 19 to 21-1-2c., and finest, 23 to 31c.

COFFEES AND SPICES.

The coffee market is quiet but steady. We quote Jamaica, 19 to 20c.; Maracaibo, 20 to 22c.; Rio, 19 to 21c.; Java, 24 to 28c., and Mocha, 25 to 28c.

In spices the market is firm, common Jamaica ginger selling at 16 to 18c., and finer stock 20 to 24c. Black pepper is 8 to 9c., pimento, 6-1-2c., and nutmegs, 50 to 52-1-2 and \$1 for round business in a wholesale way.

DRIED FRUIT.

A fair demand exists for dried fruit, and further sales of Valencia off-stalk raisins have been made at 3-5-8c. for common, 4 to 4-3-8c. for finer qualities. Layers are scarce and firmly held at 6 to 6-1-2c. Currants are dull at 5 to 6c., as to quality.

RICE.

The first cargoes of new crop rice have arrived, and the quality proves to be excellent. The price has advanced 3d. to 4-1-2d. on the European markets, but there is no change here. We quote ordinary, \$3.85 to \$4; Japans, \$4 to \$4.50; and Patna and Carolinas, \$4.50 to \$5.50.

FRUIT.

The market was dull in anticipation of the big auction sale of the Escalones' cargo on Monday. Prices at this sale were low owing to a dull demand and the poor condition of the fruit. There were 28,000 boxes offered, prices ranging as follows: Lemons—Messina, 50c. to \$4; Catania, 75c. to \$1.87 1-2; Palermos, 87 1-2c. to \$2.62 1-2. Oranges—Messina, \$2.50 to \$3.12 1-2, half boxes, 80c. to \$1.75; Catania, \$1.87 1-2 to \$3;

(Continued on page 24)

The Western Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and
other kinds of feed.

We would solicit the patronage of the
Millers' of the Eastern Provinces, wanting
Manitoba Hard Wheat. All orders en-
trusted to us will be carefully and promptly
filled.

Correspondence Solicited.

FLOUR AND FEED.

TORONTO.

Dullness continues to characterize the
flour market. Prices remain as before. The
lateness of spring has caused an unusual de-
mand for mill feed, and millers report they
cannot fill the demand for shorts fast enough.

FLOUR.—City millers' and dealers' prices
are: Manitoba patents, \$4.30 to \$4.35; strong
bakers' \$3.80 to \$4.00; white wheat patents,
\$3.50 to \$4.00; straight roller, \$3.15 to \$3.30,
low grades, per bag, \$1.00 to \$1.25; Ontario
family \$3.25 to \$3.60.

Car prices are: Toronto freights—Mani-
toba patents, \$4.25 to \$4.35; Manitoba
strong bakers', \$3.90 to \$4; Ontario
patents, \$3.25 to \$3.50; straight roller, \$2.90
to \$3.10; extra, \$2.65 to \$2.70; low grades,
per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.00. to \$4.30 Corn-
meal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$14.00, do (on
track) \$12.50 to \$13.50, shorts (ton lots) \$15,
ditto (on track) \$15; mixed feed \$20 to \$22,
feeding corn 57 to 58c., oats 37 to 38c. on
track.

HAY—Baled timothy, demand is good
and supply fair at \$9.50 to \$10.

STRAW—Plentiful and demand limited, at
\$5.50 to \$6.

MONTREAL.

There is a fair demand for low grade flour,
but the higher grades are neglected, the local
buying being confined to actual require-
ments and no further movements being re-
ported for export. We quote: Winter wheat,
\$3.90 to \$4.10; Manitoba patents, best brands,
\$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55;
extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90;
Manitoba strong bakers', \$3.65 to \$3.80;
Manitoba strong bakers', \$3.90 to \$4.

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices
of Oatmeal or Oathulls in carloads or less quan-
tities, write or wire, and will reply promptly
Can ship via Canadian Pacific or Grand Trunk
Railways.

Robinson's patent Barley

For sale by all Druggists and Grocers, and wholesale of the Agents—FRANK MAGOR & CO.,
16 ST. JOHN ST., MONTREAL. Write for Samples and Quotations.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FC COMPANY

London
Montreal

Toronto
Winnipeg

MONTREAL Markets Continued.

half boxes, 95c. to \$1.75; Palermos, \$2 to \$2.25, half boxes, 90c. to \$1.65.

Bananas are fairly steady, selling at 60 to 75c., while choice large lots meet with active sale from \$2 to \$2.50.

Figs rule steady at 9 1-2 to 10c. per pound.

Pine apples are rather scarce and firm at 8c. to 12c.

BEANS.

The market is quiet, with business in Western hand-picked at \$1.60 to \$1.65, ordinary \$1.25 to \$1.50, and inferior \$1 to \$1.10 for round lots.

HONEY.

Honey moves very slowly at 7c. for extracted, and 9 to 13c., as to quality for comb stock.

HOPS.

There is no change in hops, which rule quiet, at 17 to 18 1-2c. for good to choice, poorer grades, 14 to 15c.

POTATOES.

The market remains firm, and we quote \$1.10 to \$1.20, as to quality.

ONIONS.

There are no domestic onions offering on the market. Egyptian stock are offering at 2 1-4 to 3c. per lb.

PROVISIONS.

The provision market shows no change, business being still confined to a small jobbing movement in smoked meats and lard. We quote: Canadian short cut, per bbl., \$21 to \$22; mess pork, western, new, per bbl., \$22.50 to \$23; hams, city cured, per lb., 12 1-2 to 13 1-4c.; lard, Canadian, in pails, 12 to 12 1-2c.; bacon, per lb., 11 1-2 to 12 1-2c.; lard, common refined, per lb., 10 to 10 1-2c.

EGGS.

The egg market holds steady notwithstanding the many receipts, dealers reporting a good demand at 11 to 11 1-2c.

BUTTER AND CHEESE.

The butter market is much the same in its ruling features. Prices are still sagging off, and it looks as though we would soon see an 18 cent market if matters are allowed to take their natural course. But nothing is so uncertain as the price of June creamery, and it is likely that the present season will be no exception. One thing is certain, however, and that is if the price is put up it will be by operators on this side, who, if they are willing to take their chances, have every right to do so. At present, however, the market is a purely jobbing one. Creamery was dealt in to-day at 20 to 20 1-2c., and the tendency is downward at this basis. Very little townships dairy is offering, the range for it being 18 to 19c., and it must be something very choice to fetch the outside figure. Western rolls are freely offered, but no one wants them now that the hot weather is here in earnest, and they are an exceedingly slow sale at 15 to 16c. Western dairy is worth 16 to 17c. Some old creamery is still on the market, the holder asking 18c. New creamery, 20 to 20 1-2c.; new township, 18 to 19c.; western dairy, 16 to 17c.; western roll, 15 to 16c.

Cheese continues to rule on the heavy side, and, although a fair amount of business is done from day to day, the Britishers manifest more or less indifference at present. For finest white stock 9 1-2c. and under is the basis, and for colored possibly 9 3-8 could be made, but it is impossible that any offer of this kind will stand long. We understand, however, that there are some negotiations on this basis for the London steamer which sails on Thursday. But al-

though this is the case, very much lower offers are being made over the cable. At the wharf this week some 1,200 French cheese were offered, and a comparatively high price was paid for them. Its quality left much to be desired; in fact, it should not have been out of the factory at all, and if it is true as alleged that it is to be shipped on this week's steamer to Bristol, there may be some unpleasant complications arise over it, that is, unless the buyers over there knew that their bids involved the shipment of this kind of goods, which is not likely. This sort of business is the worst thing possible for the market. It led to trouble last year, and will lead to more this if buyers here continue to take such cheese as was offered at the wharf this week. Besides it makes it difficult for dealers who have an order for goods that are really marketable to do business. At St. Hyacinthe some 300 boxes were offered, the price being 9 1-8c. It was all white; in fact colored stock is as scarce as ever, and it is very difficult to fill a good sized order for it at present.

MONTREAL TRADE NOTES.

Regan, White & Co. are offering to arrive some choice Ceylon teas, etc.

Lightbound, Ralston & Co. control Schweitzer's Cocotina for the Canadian market.

Hudon, Hebert & Co. say that the city trade is fully up to the average at present.

Canned goods are not especially brisk just now, but N. Quintal & Fils are offering a cheap line of goods at 80c.

Caverhill, Rose, Hughes & Co. have on hand some first-class lines of canned corn and tomatoes. They offer a bargain in their standard corn.

There is a lot of 2,800 bags of potatoes on the wharf at present from Prince Edward Island which are in such bad condition that no one will touch them.

The berry and small fruit season is now close at hand, and all the wholesalers anticipate an increased demand for sugar which generally follows this.

New crop Japan teas are expected here during the course of the week. The lot is only a small one, however, some 250 packages, and is offered somewhere around 30c.

Travellers in the Ottawa Valley say that the roads are almost impassable. Some of Kinloch, Lindsay & Co.'s men report that they absolutely cannot get about.

Advices to sugar refiners here say that the Trust in New York are purchasers of \$1,800,000 worth of raw sugar. This is interpreted to mean a still higher market for refined in the future.

There are now ten vessels on passage from Barbadoes to Montreal with molasses, varying from 500 to 1,200 puncheons each. It is an interesting speculation whether the combine will hold up under this load of stock.

A large lot of Trinidad molasses which has been knocking around this market for over two years was cleared out this week at a very low figure. The price could not be definitely learned, but it is said to be considerably under the regular market quotation.

REGARDING VINEGAR.

DEAR GROCER,—In the last issue of THE CANADIAN GROCER you have an article on vinegar, the insertion of which in your paper was ill advised, as it contains statements which are not warranted by facts, either as regards the goods manufactured or the methods of manufacturing and doing business adopted by the Bonded Vinegar Manufacturers of Canada. As the article is calculated to injure the reputation of our vinegars with the grocery trade, we propose calling a meeting of those interested to consider the matter.

Yours truly,

WM. MARSHALL,

Manager Hamilton Vinegar Works Co., Ltd.

Hamilton, Ont., May 29, 1893.

[The article in question was clipped from the National Grocer and duly credited to that paper, and referred not to Canadian vinegar but to that manufactured in the United States.—ED. GROCER.]

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

CENTRAL Business College.

TORONTO AND STRATFORD.

THE largest, best equipped and most popular commercial schools in Canada. The course of study in each institution is up to the highest standard of excellence. Highly endorsed; large faculty of experienced teachers in each school; satisfaction guaranteed; graduates assisted in securing employment. Catalogues free. Students may enter at any time.

SHAW & ELLIOTT, Principals.

cow



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal
" Tees & Persse, Winnipeg.

We Take Stock in May

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the **New Era and Columbian** assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

JAMES A. SKINNER & CO.

54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

COFFEES.

—: IN STOCK :—

MOCHA, E. INDIA, CAPITANIA & RIO.

— TO ARRIVE —

EXTRA CHOICE D. G. JAVA.

WARREN BROS. & BOOMER,

35 and 37
Front St. East, **TORONTO**

First Arrival.

New Season's Japan Tea, 1893-4

NOW IN STORE.

Style and Quality Superb.

**RAW SUGAR in BARRELS,
BRIGHT COLOR & DRY.**



May 29th, 1893.

**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well;" Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS

& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

T.KINNEAR & CO.,

TORONTO,

For this week Special
Bargains in

TEAS



**Clover Leaf Lobsters
And String Beans**

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

PERSONAL MENTION.

Fred. Ward, representing John P. Mott & Co., Halifax, passed through Toronto this week on his way to Chicago.

Byron Estabrooks, representing Petti-john's California Breakfast Food Co., Minneapolis Minn., was in Toronto this week.

T. O. Leonard of Detroit, representing the Oswego Starch Co., was in Toronto last week after an absence of some two months.

Charles Kane, formerly of Kane & Kane, Orillia, was married Monday last. There were but few of his friends who knew of his intended step, but they are none the less backward in tendering congratulations.

E. S. Kilgour, grocer, Guelph, is talking of selling out and retiring from business on account of ill-health. He has only been in business about six months, having bought out the business of John A. Wood. The store is one of the finest in Western Ontario.

Gino Kabiglio, a partner in the firm of Salomon, Kabiglio & Co., of Trieste, Austria, makers of the Atlas brand prunes, was in Toronto this week. He is making a tour of the American continent in guest of both business and pleasure. He considers Canada a grand country, judging from what he has so far seen of it, but then it is a little too cold, he says, for his taste. Speaking of the prune crop, he says that while it has been slightly damaged by frost, a good yield is anticipated.

DAWSON BROS.' BRAMPTON STORE

Dawson Bros., the wholesale fruit men, West Market Square, Toronto, also run a retail fruit, confectionery and canned goods business at Brampton. Trade up there has increased so much this spring that they have found it necessary to move to larger and more convenient premises. The change was made last week, and the new store is one door north of the old stand. Dawson Bros. make a specialty of canned goods and carry one of the most varied stocks in this line of any retail store outside the large cities. The new quarters have been fitted up with modern appurtenances and Dawson Bros. have good reason to feel proud of their store, which is claimed to be the equal of anything of the kind in the Dominion.

TO PUSH PORT STANLEY.

A Board of Trade has been formed at Port Stanley with these officers:—President, M. Payne; first vice-president, John Price; second vice-president, John Ellison; secretary, Arthur Ellison; treasurer, T. J. L. Orme. The formation of the board arose out of the need of an association through which the commercial world might be made acquainted with the advantages of the village and harbor of Port Stanley.

IT WAS HER ANNIVERSARY.

Some drummers were diverting themselves in a smoking car by repeating episodes of so-called "check." All but one had related an instance; when he was called upon, he drearily said:

"I don't remember anything worth telling; in fact my wife has completely dazed my memory of matters of that kind by a fine sample of her own stock. You see, when I got back from my latest trip I went home at something after 9 o'clock in the evening. Well, there was my house lighted up from top story to basement; carriages were leaving the door, and affairs seemed to be going inside on a grand scale. I let myself into the basement with a latch key and walked into the dining room. Strains of music came from the back part of the hall, and the mingled laughter and conversation indicated a host of guests.

"Presently my wife came into the dining room, dressed like a Princess; she ran up to me saying:

"Oh, Jack! I'm so glad you've come home early."

"So'm I," said I; "what's the racket—surprise party?"

"Surprise party?" said she, with a pout; "no, indeed, it's the anniversary of my wedding."

"Tilda," said I, "you're off; you're way off! This is the month of March—it was in summer we were married."

"She serenely replied; 'I know that very well; this is the anniversary of my first marriage. Go put on your dress suit, dear.—N. Y. Tribune.

BANANAS WILL BE HIGH.

So says the Produce Bulletin. The latest correspondence of the banana brokers of New Orleans indicates an advancing market in bananas. Cargoes are arriving not more than one-third their usual size and the demand has increased to such an extent during the first half of this week that orders cannot be filled. "The reason for this," said Geo. W. Martin this morning, "is on account of the revolution in the central part of South America. One of the largest banana boats down there was recently seized and made into a war vessel and the workmen on the plantations have been drafted into service. This is the season, too, when men are most needed to harvest the fruit. Under these conditions boats must go to a good deal of trouble in order to get even part of a cargo. None but regular customers can buy bananas in New Orleans at present, and I do not believe any but the big city dealers are getting them. The grade of the fruit is better than usual, for there is only time to harvest the best stock."

"I am already asking \$2.50 for the best bunches, which are almost as large as you are," said J. B. Hoxie in speaking of bananas.

"This is the time when everyone is beginning to eat the fruit, and the demand will continue to increase. There is a scarcity in Chicago, and I have no doubt prices will be advanced still higher. The best grades sold in New Orleans yesterday for \$1.50 from the importers."

From yesterday's purchases good fruit will cost laid down here from \$1.75 to \$1.90 a bunch. After taking out small and damaged bunches in a car, \$2.50 must be received in order to realize anything on them.

REGAN, WHITE & CO. IN TROUBLE

Regan, White & Co., the well-known wholesale grocers of Montreal, are financially embarrassed, and a meeting of the creditors was held Wednesday. The announcement was a surprise to the trade, and a good deal of sympathy is being extended to the firm in their adversity. THE GROCER hopes that they will be able to pull through. At the hour of going to press little information can be gleaned beyond the fact that the chief creditors are John Duncan & Co., Kinloch, Lindsay & Co., and Lightbound, Ralston & Co.

OUTWITTING AN EXCISEMAN.

An old woman in Orkney was noted for selling whiskey on the sly. Her house was a few miles from the town, and excise officers had tried in vain to get her convicted, so many attempts had failed that they had given up the task as impossible. A young officer was appointed to the place, who said, on being told about her, that he would soon secure her conviction.

Early one morning he left town and arrived at the old woman's house by seven o'clock. Walking in, he saw no one, but, noticing a bell on the table, he rang it.

The old woman appeared.

He asked for a glass of milk, which was set down before him. After a little he rang again and the old woman appeared. He asked if she had any whiskey.

"Aye, sir," said she, "we aye have some in the bottle," setting it down before him.

He thanked her and laid down a sovereign, which she took and walked out. After helping himself he rang again and asked for his change.

"Change, sir?" said the old woman. "There's nae change. We hae nae license. Fat we gie we gie in presents; fat we get we get in presents. So good day, sir!" The exciseman left the house a poorer but a wiser man.

The following little story, clipped from Wide-Awake, carries its own moral: Two brothers, Willie and Johnny, set up a lemonade stand the other day. A gentleman was their first patron. Willie's sign read: "Lemonade 4 cents a glass." Johnny's modest announcement was: "Lemonade 2 cents a glass." Being a man with an eye to the fact that "a penny saved is a penny earned," the customer bought a glass of Johnny's lemonade, paid the two cents due, and casually enquired, "Why is yours cheaper than your brother's?" "Cos mine is the lemonade that the puppy fell into."

WORLD RENOWNED

BATTY'S PICKLES

It Will Pay You to See Them

FOR SALE BY

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.
WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES
& Co.
HUDON, HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.
KINGSTON: A. GUNN & Co.

WRIGHT & COPP, Dominion
Agents.
TORONTO.

EMPTY BOTTLES.

THE T. A. SNIDER PRESERVE CO., CINCINNATI, O.

GENTLEMEN,—I write you this under protest, but who ever knew a woman to hesitate about having her own way, even if the whole household were up in arms. My husband thinks me a full-fledged lunatic, and is quite sure you will publish me as a fit candidate for some lunatic asylum, and all because I avowed my intention to write you and ask this simple little question:

I have about 70, I think, of your catsup bottles, perfect in all respects, screw tops not hardly dimmed. Shall these go over the "garden wall," or have you headquarters where these could be left and forwarded to you, or perhaps you do not use bottles the second time. It went against my Yankee grain to throw them away, but if they are of no use I will consign them to the tender care of a peculiar specimen of nature, whose sonorous voice resounds through our alley, "Bottles, rags, old iron!" I know it will not hinder your business one bit to drop me a line, and it will settle this mooted question, and I have had my own way.

In conclusion, allow me to add my mite to the intrinsic worth of your Catsup. IT IS ALL IN ALL. There is NONE BETTER. The number of empty bottles tells the tale in a family of three adults; no children. The World's Fair should give you the gold medal.

Yours respectfully,
CHICAGO, May 15th, 1893.

Mrs. _____

THE REPLY.

CINCINNATI, O., May 16th, 1893.

MRS. _____, CHICAGO, ILL.

DEAR MADAM,—

As in writing you did not hesitate,
We certainly your letter appreciate;
It does not read like from a candidate
For such an asylum as you state.

As to taking empty bottles back,
In this art we entirely lack;
Some come greasy and others black,
And their use our trade would surely slack.

As "a stitch in time saves nine,"
We must know where to draw the line,
Or our business would in time
Cause us to murmur and repine

When you hear that "sonorous" call,
Coming over your "garden wall,"
Would suggest you sell the bottles all
To the man who makes the call.

We thank you for your little "mite,"
And we are sure you are quite right.
For people everywhere do write—
"Snider Catsup—out of sight."

Yours very respectfully,

THE T. A. SNIDER PRESERVE CO.

WRIGHT & COPP, Dominion Agents, Toronto.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL
U. S. A.

WRIGHT & COPP, Toronto

M. F. EAGER

CONSIGNMENTS SOLICITED.

GENERAL AGENT

.. AND ..

BROKER

18 SACKVILLE STREET,
HALIFAX, N. S.

DRY GOODS.

TORONTO MARKET.

Sorting orders have been brisker during the past week than at any previous time since the opening of spring trade, and the wholesale trade has a better feeling in consequence. Many buyers have been in the market, and some large miscellaneous parcels have been bought, and nearly every line has received a share of attention. Clearances and job lots have been in good demand and readily picked up, and if the present trade continues for a month the wholesalers will be in a splendid condition to receive their fall stock.

Letter orders are very brisk, and the enquiries are for very numerous classes of goods, but especially for the classes of goods which are advertised from time to time or mentioned in the reviews of the trade as published in *THE GROCER* or in *The Dry Goods Review*. Hosiery, laces, curtains, summer vests, clearances, etc.; all these have received attention from the increasing number of merchants who find letter orders a useful and expedient way of ordering goods. Most of the houses are now supplying their customers with order pads.

Laces of all kinds are in especially good demand these days. One house cleared out four cases two hours after their arrival on Saturday last.

In prints the leading varieties are heliotrope flowers on black, pink and cream grounds. There is a rage for these goods. Blue and red, red and black, and white and red are the leading combinations in drilletes.

Fall orders are somewhat slow, as retailers are waiting to see how the spring trade turns out, and what the summer trade promises before placing orders. This is a wise plan, although not a pleasing one to those who are on the road drumming for fall.

W. R. Brock is now in his accustomed place in the trade, and after a six months' absence has not lost his interest in everything pertaining to the trade. He says he saw no country in all his worldwide travels which was as prosperous as Canada, and that while we may not have an El Dorado, yet we have a comfortable and prosperous nation.

Caldecott, Burton & Spence have opened up a large shipment of laces, including cream, two-tone and beige cotton gimpures, two-tone guipure insertions and Bourbon silk insertions and laces. Insertions are coming to the front this season, and the enquiry for these is very active at present. Two-tone and cream insertions are especially active. This house is just passing into stock a large shipment of cream and beige handmade guipure insertions of the very latest designs. These have been in very active demand in European markets for some time back.

W. R. Brock & Co., anticipating the great demand for ladies' and misses' lace mitts, have laid in a very large stock of

these goods. They show them in lace effects of lisle and pure silk, also taffeta, lisle and pure silk in plain goods. All the blacks are Hermsdori's absolutely stainless fast blacks, with a guarantee ticket from the dyer attached to each pair. Their pure silk in lace effect to retail at 25 cents is an extra special line, and they claim fully 25 per cent. cheaper than if they were bought to-day from the manufacturer.

Caldecott, Burton & Spence report a strong sorting trade in parasols. They are offering special bargains in clearances of this class of goods.

W. B. Brock & Co. have cleaned out a lot of American wide-width prints, delaine patterns—a manufacturer's stock. The regular wholesale price of these goods is 18 cents, but they have purchased them so that they can be retailed at 12 1/2c. and yet leave a good margin to the dealer.

Wyld, Grasett & Darling have just opened up an assortment of summer vests or waistcoats, which includes cashmere in single and double breasted in various qualities. Their range includes some very choice goods. Linen vests in tasty patterns are also shown, and are preferred by many people on account of the better appearance after laundering. Dark ground vests with fancy spots and small figures are in good demand.

Alexander & Anderson have received their first shipment of new fall prints; they have just arrived from Manchester and are very choice goods. They have also received their samples of new autumn dress goods, and these will be in the hands of their travellers in a few days. In plain goods whipcords and diagonals will still be popular for the autumn trade, and the prevailing color will be "Eminence."

Gordon, Mackay & Co. have just opened up 110 cases, each one of which is full of plums picked up by their buyers when in Europe. Amongst others there are the following goods manufactured for the Australian trade now in such a depressed condition: Plain and twill white cottons, printed flannels, fancy chintz, fancy prints, flannelettes, Turkish towels.

Domestic goods, such as flannels, cotton, tickings, tweeds, etc., are now being received by Alexander & Anderson. These goods have all been purchased at proper prices, and the values are exceptional.

A line that is being paid particular attention to in Gordon, Mackay & Co.'s smallwares department is infants' quilted bibs. These goods they claim come from the best makers in England, and are unsurpassed in value. They invite merchants to see the range.

John Macdonald & Co. have received a shipment of fine note papers in papetrie form. A large shipment of new metal dress buttons, pompons, upholstery tassels and cords are also to hand. Bathing suits and bathing trunks are also to hand, to keep up with the requirements of the summer trade. Men's drill and cashmere vests of the best London makes have been re-stocked. Pearl buttons in all their standard qualities have also been re-stocked. Hand-painted dress fans have just been received in large quantity and long range.

John Macdonald & Co. are receiving large shipments of midsummer and fall prints. Dark grounds with Eminence and Emerald flowers will be the leading varieties. All these goods have been pur-

chased by a very expert buyer, and dealers will find in their stock all the leading novelties.

By anticipating the market and placing large orders for velveteens, Gordon, Mackay & Co. are enabled to offer their customers a well assorted range at old prices. They have just passed into stock five cases assorted blacks and colors, which makes their stock in this line complete in every respect.

MONTREAL MARKETS.

Business in dry goods has shown a decided improvement during the past week, sorting orders for most lines of light wear having shown an increase. Quite a number of customers from near-by points were in the city making purchases and paying up arrears. There is no advance in Canadian woollens yet, although the mills, it is said, are trying to establish higher prices all round. Velveteens show an advance of 20 per cent., and silks are being held at higher prices also. Remittances have shown a slight improvement.

The oil cloth seconds put up to open tender by the Dominion Oil Cloth Co. have been secured by Messrs. Hodgson, Sumner & Co., who now offer them to the trade.

Messrs. McIntyre, of Hodgson, Sumner & Co., and Brophy, of Brophy, Cains & Co., are the last detachment of buyers yet to return from the other side. They are expected the first or second week in June.

The extensions to the warehouses of Messrs. Gault Bros. & Co., on St. Helen street, are almost completed. The firm secured the two adjoining warehouses and they are now all connected with the big main building on the corner.

Jas. Johnston & Co. have been doing a satisfactory trade on city account during the last few warm days. They have turned over quite a quantity of prints, silks and summer trimmings.

Greene, Sons & Co., note an increased trade in gents' furnishings brought on by the fine weather. They have received a number of sorting orders for their reinforced shirts, negligee shirts, also summer underwear. Excessively wide brimmed straw hats will be all the go according to Mr. Radford, for men's wear this season.

The houses are all getting into their stock-taking in earnest now, and will be at it well on into June.

Jas. Linton & Co. note a satisfactory increase in the demand for silks, hosiery and muslins during the past week.

Mr. Howell, of Brophy, Cains & Co., says that the aggregate business during the past two weeks will be pulled up materially by the turnover of the past week, and will be much in excess of the last half of April when the sorting up demand is usually felt. His house has been sharing fully in the call for light goods, their extensive line of prints, foreign and domestic, not being neglected.

Thouret, Fitzgibbon & Co., who have secured the agency for Jammes, Freres' kid gloves, as already noted, report encouraging returns from the west.

A . . .
Few . . .
Reasons
Why . .



Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Henderson streets, Jersey City, where we have greater facilities for manufacturing to meet the increasing demand for our machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK.

The Hungerford
Co.

LIGHTBOUND, RALSTON & CO.

Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST
COCOA IN THE WORLD.

SCHWEITZER'S COCOATINA

1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHUP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.

REGARDING SICILY FILBERTS.

Sicily filberts have been offering in this market for several months past at prices considerably below the cost of the goods as cabled from primary sources. From what we are able to gather it appears that the market at Messina is at the present time under the influence of speculative operators, who are endeavoring to squeeze a short interest. Following the opening of the new year, and in anticipation of a materially lower range of values, some heavy short sales were made in Messina for forward delivery. The bear operators were confident they held the key to the situation, and regarded themselves as safe in venturing upon the sale of round parcels below the then current values of the market, but a quiet buying movement was inaugurated by parties in interest, who believed in an opportunity for a rise, and their action resulted in the available stock being brought under close control. As the purchase of the goods there progressed, the value gradually appreciated, until, according to the latest advices, the bull operators had gained control of the situation, and forced an advance to the equivalent of 85-8 to 83-4c. laid down in this market. Though the importers of the filberts here were fully aware of the movement, and tendency of prices in Messina, yet the limited consumptive requirements of the country did not encourage an advance in price here to correspond. For a lengthened period the prevailing value stood in the neighborhood of 8c., holders being unable to bring about a further appreciation, the demand for some time not warranting any actual advance. With a continued rise abroad, however, coupled with the fact that the stock here was centred in the hands of two concerns, courage was promoted, and an additional eighth to a quarter cent per

pound tacked on. This improvement was sustained and demand stimulated, although enquiries that developed indicated speculative rather than consumptive interest. Some few transactions were completed at 8 to 81-8c., and jobbing purchases made up to the point of 81-4c, when holders, further encouraged by their success, took another step forward and raised the limit to 81-4 to 81-2c. The supply to-day is said to be largely controlled by one house, but in the hands of the outside trade there appears sufficient to meet the present limited requirements of consumers, and to hold in check a further improvement, at least for the time. At this season of the year this class of stock is not wanted to any considerable extent, hence the difficulty in forcing quotations to a point to better correspond to the present import cost. The statistical position of the fruit to-day is indeed a favorable one. The stock in Messina is estimated at not exceeding 7,000 to 8,000 bags, while in this market, though the quantity held is not positively known, yet all are satisfied that the supply is a very small one. The quantity in transit consists of only 700 bags, an invoice coming via Liverpool. Though filberts are raised largely in Spain, Turkey, Italy and Sicily, it is the fruit of the latter section which is given the preference in American markets, that of Turkey and other localities going to Great Britain and the continent.—N.Y. Bulletin.

IMPRISONMENT FOR DEBT.

It is said that in England the experience of the legal profession is adverse to any proposal for the abolition of imprisonment for non-payment of debt, as at present authorized by the debtor's act; that the remedy is well adapted to meet the case of debtors, who, though owning no goods, are earning wages or salaries, and such must always be met with. It also serves to prevent conduct which is in many cases virtually fraudulent, being crowned with the success desired.

CARD'S CELEBRATED

Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbown, Ralston & Co., Montreal; Bate & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
QUELPH

Nearly ten millions of dollars are annually collected through the county courts, while less than six thousand of the million debtors go to prison in the course of its recovery. Comparing the number of warrants of commitment issued with the number of judgment summonses heard, as appeared from the latest county court returns, the average is about one in two. One judge issued 6,090 warrants on 8,421 summonses, and the others in about the same proportion. The judges of Birmingham and Liverpool show a less proportion of warrants. In 1870 there were 179,822 warrants issued against the goods of judgment debtors, and in 1891, 228,538. This was an increase of 48,716. The number of debtors imprisoned in 1890 was 6,597; in 1891 there were 5,852, or 745 less. This is somewhat remarkable, because during that period there was an increase of 116,275 judgment summonses. It seems, therefore, that the law has been successful as a lever to compel the payment of debts. Not more than one-half of the persons remained in prison for the full term, a large number raising the money to obtain their release. The maximum term of imprisonment is 42 days. We understand that it is against the law in England to attach a working man's wages, the law being abolished on account of the great inconvenience to employers and the hardship resulting to workmen having their entire wages attached week after week, and thus leaving them penniless.—The Collector.

MOLASSES . . .

Barbadoes Just arrived and ready for delivery, cargoes Ex. Lizzie Wharton (Leacock Brand), Ex. Rewa (Musson Brand), Ex. Demozelle (Da Costa Brand), Ex. Hyaline (Leacock Brand).

Cuba Sagua, Ex. Amelia P. Schmidt; **Manzanilla**, Ex. Mattie A. Franklin; **Matanzas**, Ex. Stephen G. Loud; **Cardenas**, two cargoes.

Porto Rico Fine assortment of these and all other **West India Molasses** constantly on hand.

New Orleans We carry the largest stock and most desirable assortment of this molasses at all times.

American Syrups At very lowest prices.
All grades. . . .

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application. . .

N. W. TAUSSIG & CO.

96 Wall Street, NEW YORK

Cable Address,
"Taussig, New York."

Atlantic Sugar House, BROOKLYN.

CANADIAN AGENTS:

R. S. McINDOE,
Toronto.

JAS. SIMPSON & SON,
Hamilton.

L. H. DOBBIN,
Montreal.

J. WINFIELD, Quebec.

M. F. EAGAR, Halifax.

BUSINESS CHANGES.

CHANGES.

P. Cusick, hotel, Windsor, has sold out to C. H. Delisle.

J. A. Shupe, fish, has been succeeded by Shupe & Lumstrum.

N. D. Hover, general merchant, Caistorville, is out of business.

R. M. Purdy, general merchant, Eugenia, Ont., is out of business.

N. Handley, flour and feed, Holland Centre, is out of business.

George Robson, grocer, Warkworth, has been succeeded by P. S. Ewing.

M. White, cigars, etc., Nanaimo, B. C., has sold out to Jesse Thompson.

McLagan Bros., grocers, Ancaster, are out of business and have left the town.

William Rogers, hotelkeeper, Midland, has been succeeded by John Hawley.

Bond Sherman, general merchant, Odessa, Que., is reported to have left the place.

E. C. Cargill & Co., general merchants, Lansdowne, have sold out to W. B. Patton.

C. G. Segee, grocer, Woodstock, N. B., has sold out and is reported to have gone away.

The business of Victor Ollivan, restaurant, Montreal, has been sold to a syndicate.

Henry Robertson, general merchant, Midland, has sold out to J. W. Selby, who takes possession July 1.

J. B. A. Mongenais, general merchant, Rigaud, Que., has sold out to A. Chevier and James Fletcher.

M. Murgatroyd, general merchant, Smithville and Ridgeville, has been succeeded in the latter place by D. J. Stone.

John Holland, flour and feed, Marin, Man., has sold out to L. Ironside. Meckle & Coppinger, general merchants, of the same place have sold out to J. Graham & Son.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Alfred Blouin, grocer, Levis, Que., has assigned.

John Richardson, grocer, etc., Orillia, has assigned to T. B. Lafferty.

W. J. McCarney, grocer, Merrickville, has assigned to B. E. Sparham.

W. W. Hubbard, produce, etc., Fredericton, N.B., has been succeeded by Lewis H. Bliss.

Clarke & Graham, brewers, Orillia, have made an assignment of their affairs to Robert Wade.

The stock of John Begg, saloon keeper, Victoria, B.C., has been sold by the landlord.

J. H. McMillan, grocer, Nanaimo, B.C., is offering to compromise at 75 cents on the dollar.

Louis Crepeau, general merchant, L'Assomption, Que., has compromised at 50 cents on the dollar.

A. G. Smith & Co., general merchants,

Collingwood and Byng Inlet, have assigned to E. R. C. Clarkson.

W. W. Gautt, grocer, 438 Queen street west, Toronto, assigned last week to W. A. Campbell, and at a meeting of the creditors held Monday it was decided to wind up the estate. Liabilities and assets are about equal at \$1,200.

T. W. Moffatt, grocer, Orillia, has assigned and a meeting of creditors will be held in a few days at the office of W. A. Campbell, Toronto. Liabilities are estimated at \$4,000 and assets at \$3,600. Mr. Moffatt is at present ill with a bad attack of erysipelas, and a good deal of sympathy is being extended to him.

PARTNERSHIPS FORMED AND DISSOLVED.

Boyle & McQuarrie, general merchants, Nabon, N.S., have dissolved.

X. Bessette and W. Guay have been registered proprietors of the Montreal Hide Co.

The Match Factory Co. (Ltd.), New Westminster, B. C., has been incorporated.

Allan McKendrick & Son, general merchants, of Campbellton, N.B., have dissolved.

Thornburn, Son (Ltd.), general store and lumber, Broadview, Man., have been incorporated.

[] Dame Laudia Bisson has been registered proprietress of the firm of N. Bisson & Co., Levis, Que.

Dame Clothelde Derys has been registered proprietress of the grocery firm of Dugal & Co., Montréal.

Wilson & Robertson, general merchant, White Lake, Man., have dissolved. A. M. Robertson continues.

George and John Carlin, Montreal, have been registered partners to run a grocery business in that city.

Joseph and W. A. Giguere have been registered partners to carry on business in Montreal as restaurant keepers.

Henry Connacher and A. D. McKendrick, Campbellton, N.B., have registered a co-partnership as general merchants.

W. W. Lewis and E. M. Dickson, have registered a co-partnership to carry on business as grocers at Louisburg, N. S.

J. E. Ecrement and J. E. Forest, Montreal, have been registered proprietors of the firm of Ecrement & Co., grocers, Montreal.

A. & W. Hicks, general merchants, N. B., have dissolved, and F. C. Reid & Co., grocers, Moncton, N. B., have done the same thing.

H. A. Myers, general merchant, Norton, N.B., has admitted O. R. Patriquin as partner. The style of the firm is now Patriquin & Myers.

N. G. Vezina and Geo. Legare have been registered to carry on in Montreal business as commission merchants under the style of N. C. Vezina & Cie.

DEATHS.

Richard Power, grocer, Halifax, N.S., is dead.

SALES MADE AND PENDING.

A. D. Kilgour, baker, Sherbrooke, Que., is selling out by auction June 6.

W. S. Santo & Co., grocers, Nanaimo, B. C., have sold their stock off by auction.

The stock of W. J. Mowat, general merchant, Chatham, has been sold by auction.

The estate of N. Nightingale, office furniture, Montreal, is advertised for sale by tender.

It is understood that the stock of W. A. Garfield, grocer, 504 Queen street west, has been sold to J. F. Copeland and George Cavanagh.

The stock of W. G. Campbell, the insolvent grocery of Queen street west, has been sold at 42½c. on the dollar. The insolvent's brother-in-law, E. G. Pearce, was the purchaser.

FIRES.

Lot Strode, hotel, Otterville, has been burned out.

C. Goode is advertising his general store at Chatsworth for sale.

The lobster factory of Michael Neville, Port Moulton, N.S., has been destroyed by fire.

Leonide Secatte, general merchant, Baucherville, Que., has been burned out; insured; stock partially saved.

Mathew Fenwick and J. R. Jones, general merchants, and Stephen Jones, hotelkeeper, Apohaqui, N.B., have been burned out.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

COUNTRY STORE AND STOCK—IN WESTERN Ontario; also wagonmaker's shop cheap. A. G., CANADIAN GROCER. 23

A GOOD GENERAL STORE FOR SALE—stock about \$4,000 to \$5,000—also postoffice in connection, in the village of Norland, situated on the banks of Gull River. Apply to Postmaster, Norland. 24

W. C. A. LAMBE & CO.,

GROCERY

BROKERS

TORONTO.

• •
AGENTS FOR

**The St. Lawrence
Sugar Refining Co.,
MONTREAL.**

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.
WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

- - - TORONTO.

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,
— and —

23 Mathew Street, Liverpool, England.

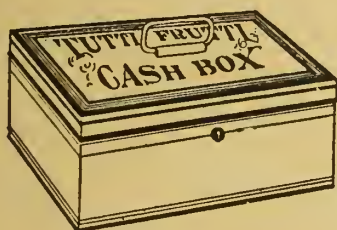
Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.



Ask your wholesaler for one or send for circular.

Adams & Sons Co.,

11 and 13 Jarvis St., Toronto, Ont.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS
SOLD EVERYWHERE.MELTONIAN
BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.

MELTONIAN
CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.

ROYAL
LUTETIAN
CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.

NONPAREIL
DE GUICHE

Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

LICORICE
LOZENGES

.....

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLLIE

Brooklyn, N. Y.

.....

These goods can be obtained from any of the leading first-class houses in Canada. . . .

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

-FOR-

MEXICAN FRUIT CHEWING GUM?

STAMINAL

A FOOD AND A TONIC

The Vital Principles of BEEF and WHEAT with HYPOPHOSPHITES

STAMINAL

— PUT UP BY —

The Johnston Fluid Beef Co.
MONTREAL.By Royal Warrant, Manufacturers
To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.Nixey's
Black NO DUST
LeadHundreds of Testimonials from all parts, including
Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.NIXEY'S
"SOHO
SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
19, SOHO SQUARE, LONDON, ENGLAND.For KNIVES, FORKS, BRASS and
STEEL WORK, Etc., Etc.
Won't Wear the Blades
like others.
6d. and 1s. Tins.CERVUS
KNIFE POLISH
"CERVUS" NIXEY'S
KNIFE POLISH.OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7
Richmond St. East, Toronto. Mr. Charles
Gyde, 33 St. Nicholas St., Montreal.

GOLD MEDALS AWARDED

ROYAL LETTERS PATENT



ROYAL TABLE CREAMS,
AND
INVALID AND TABLE JELLIES.

Made in Variety of Flavors and Colours and
sold in Pint and Quart Sizes.

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom ; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them



The above illustration is
a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy **EBEN^R. ROBERTS'.**

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

Agent: C. E. Colson, Montreal.

EBEN^R. ROBERTS, London, England.

THE CANADIAN GROCER PRICES CURRENT.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

	PURE GOLD.	per doz
	5 lb. cans, 1 doz. in	
	case	19 80
	1 lb. cans, 1 doz.	
	in case	16 00
	2½ lb. cans, 2 and	
	2 doz in case	10 50
	16 oz. cans, 1, 2 and	
	4 doz. in case	4 60
	12 oz. cans, 2 and 4	
doz. in case	3 70	
8 oz. cans, 2 and 4		
doz. in case	2 90	
6 oz. cans, 2 and 4		
doz in case	1 40	
4 oz. cans, 4 and 6 doz in case ...	1 25	
Per doz		
Dunn's No. 1, in tins.	2 00	
" " 2	75	
Cook's Gem, in 1 lb pkgs	\$1 75	
" " 7 oz pkgs	85	
" " 2 oz "	40	
" " 5 lb tins	65	
" " bulk, per lb.	12	

1/4 lb. tins, 4 doz cases.....	0 67 1/2
1/2 lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

TORONTO BISCUIT AND CONFEC-
TIONERY CO.

Abernethy	84
Arrowroot	\$0 10
Butter	0 6
3 lbs	0 20
Cabin	0 7
Cottage	0 84
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10

Pic Nic	0 09
Prairie	0 08
Rich Mixed	0 14
School Cake.....	0 11
Soda	0 06
" 3 lb.....	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07
Wine	0 08

Day & Martin's, pints, per doz	\$3 20
" " 2 1/2 " "	2 10
" " 3 " "	1 10
Spanish, No. 3.....	4 50
" " 5.....	8 00
" " 10.....	9 00
Japanese, No. 3.....	4 50
" " 5.....	7 50
Jaquot's French No. 2.....	3 00
" " " 3.....	4 50
" " " 4.....	6 00
" " " 5.....	9 00
" 1-gross Cabinets, asst,	7 50
Egyptian, No. 1.....	9 00
" 2.....	4 50

P. G. FRENCH DRESSING (LADIES.)
For ladies' and children's boots and shoes.

	per gross
$\frac{1}{4}$ No. 4.....	\$1 00
$\frac{1}{4}$ No. 6.....	4 50
$\frac{1}{4}$ No. 8.....	7 25
$\frac{1}{4}$ No. 10.....	25

	London	Canada
NIXEY'S		
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d	\$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d	2 00

Silver Moonlight, Plum-			
bagso Stove Polish (13			
lb. boxes).....			
3/4 lb. in large 1/4 d. pkts, 1			
gross	4s	3d	1 50
13 lb. in large 1/4 d. pkts, 2			
gross	8s	6d	3 00
13 lb. in large 1/4 d. pkts, 1			
gross	7s	6d	2 50
13 lb. in large 2d. pkts, 1/2			
gross	7s	6d	2 50
Reckitt's Black Lead, per box			1 15
Each box contains either 1 gro., 1			
oz.; 1 gro., 2 oz. or 1 gro., 4 oz.			

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8lb. boxes, of 16x6d. boxes, Canada	\$2 25

CHAS. BOECKH & SONS. per doz		
Carpet Brooms—		net.
"Imperial," ex. fine, 8, 4 strings.		\$3 65
Do. do. 7, 4 strings.		3 45
Do. do. 6, 3 strings.		3 25
"Victoria," fine, No. 8, 4 strings.		3 30
Do. do. 7, 4 strings.		3 10
Do. do. 6, 3 strings.		2 90
"Standard," select, 8, 4 strings.		2 90
Do. do. 7, 4 strings.		2 75
Do. do. 6, 3 strings.		2 60
Do. do. 5, 3 strings.		2 40

CANNED GOODS.

		Per doz
Apples, 3's.....	\$0 95	\$1 00
gallons.....	2 10	2 20
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00

Halla Valley Tea

Indo-Ceylon

In 1 lb. & 1-2 lb.
pkgs.

Try Our Celebrated

Eagle Brand

Japan Tea

M. MASURET & CO.

Importers and Wholesale Grocers, London, Ont.

Letter Orders
Carefully Attended to.Full Line of
Fancy Goods

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure.....	1 15	
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 50	
Plums, Gr Gages, 2's.....	1 75	2 00
" Lombard.....	1 50	1 60
" Damson Blue.....	1 50	1 60
Pumpkins, 3's.....	0 95	1 00
" gallons.....	3 00	3 25
Raspberries, 2's.....	1 40	2 10
Strawberries, choice 2's.....	2 15	2 25
Succotash, 2's.....	1 65	
Tomatoes, 3's.....	0 85	1 00
"Thistle" Finnan haddies.....	1 50	
Lobster, Clover Leaf.....	2 75	
" Star (flat).....	2 20	
" Imp'r'l Crown flat.....	2 60	2 70
" Lombard.....	1 90	2 00
" Other brands.....	1 80	2 00
Mackerel.....	1 10	1 35
Salmon, talls.....	1 45	1 60
" flats.....	1 70	1 80
Sardines Albert, 1/2's tins.....	13	
" 1/4's.....	20	
" Sportsmen, 1/2 genu.....		
ine French high grade, key.....	12 1/2	13
opener.....	10 1/2	10 1/2
Sardines, key opener, 1/2's.....	10 1/2	10 1/2
" Martiny, 1/2's.....	17 1/2	18
" 1/4's.....	17 1/2	18
" Other brands, 9/11.....	16 1/2	17
" P & C, 1/2's tins.....	23 25	
" 1/4's.....	33 36	
Sardines Amer, 1/2's.....	6 1/2	8
" 1/4's.....	9 11	
" Mustard, 1/2 size, cases.....		
50 tins, per 100.....	11 00	

CANNED MEATS.

CANADIAN		
Comp. Corn Beef 1 lb cans	\$1 65	\$1 70
" " 2 " "	2 70	2 80
" " 4 " "	4 80	5 00
" " 6 " "	8 75	9 00
" " 14 " "	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" " 2 " "	2 60	2 75
" " 4 " "	4 75	
Par Ox Tongue, 2 1/2 " "	9 50	
Ox Tongue.....	7 85	8 00
Lurck Tongue.....	3 25	
" " 2 " "	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" " 2 " "	4 00	
Soups, assorted.....	1 50	
" " 2 " "	2 25	
Soups & Bouilli.....	1 80	
" " 6 " "	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	

Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 50 bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230 ".....	0 75
Red Rose, 115 pieces.....	0 75
Magio Trick, 115 ".....	0 75
Oolah, 115 ".....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150 ".....	1 00
Mexican Fruit, 36 50c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti oash box 800 ".....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars ..	0 70
Sweet Sugar Cane, 150 pieces ..	1 00
Celery, 100 ".....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell, 150 ".....	1 00
Cracker, 144 ".....	1 00
O-Dont-O, 144 ".....	1 00
Little Jap, 100 ".....	0 70
Dude Prize, 144 ".....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleyroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.S

Chocolate—		Per lb
French, 1/2's.....	6 and 12 lbs.	0 30
Caraccas, 1/2's.....	6 and 12 lbs.	0 35
Premium, 1/2's.....	6 and 12 lbs.	0 30
Sante, 1/2's, 6 and 12 lbs.....		0 26
Diamond, 1/2's, 6 and 12 lbs.....		0 22
Sticks, gross boxes, each.....		0 00
Cocoa, Homopatic, 1/2's, 8 & 14 lb boxes		
Pearl.....		25
" London Pearl 12 & 18 ".....		22
" Rock.....		30
" Bulk, in bxs.....		18

Cocoa—		per lb
Case of 112 lbs each.....		0 35
Smaller quantities.....		0 37 1/2

BENSCHORP'S ROYAL DUTCH COCOA.

		Boxes each 12 lbs
1/2 lb. cans, per doz.....		\$2 40
1 " " ".....		4 50
1 " " ".....		8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—		per lb
Carracas, 1/2's, 6 lb. boxes.....		0 40
Vanilla, 1/2's.....		0 40
"Gold Medal" Sweet, 6 lb bxs.....		0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....		0 40
"Fry's" Diamond 1/2's, 6 lb bxs.....		0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.....		0 26
Cocoa—		per doz
Concentrated, 1/2's, 1 doz in box.....		2 40
" 1/2's.....		4 50
" 1 lbs.....		8 75
Homopathic, 1/2's, 14 lb boxes.....		0 34
1/2 lbs, 12 lb boxes.....		0 34

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Bromo.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (1/2's).....	32
Mott's Breakfast Cocoa.....	45
Mott's Breakt. Cocoa (in tins).....	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caraccas Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc.....	26-27
Mott's Cocoa Nibs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick.....	22&24
Mott's Confe Chocolate.....	23c-43
Mott's Sweet Choc. Liquors.....	21c-31

COWAN COCOA AND CHOCOLATE CO.

Cocoas—		per doz
Hygienic Cocoa in 1 lb. tins, 12.....		7 25
24 and 36 lbs in box.....		
Hygienic Cocoa in 1/2 lb tins, 12.....		3 75
24 and 36 lbs in box.....		
Hygienic Cocoa in 1/2 lb tins, 12.....		2 25
24 and 36 lbs in box.....		
Cocoa Essence, pkgs, 2 and 4 doz.....		1 40
in box.....		per lb
Iceland Moss, in 1/2 lb pkgs, 6 and 12 lb boxes.....		0 35
London Pearl, in 1/2 lb pkgs, 6 and 12 lb boxes.....		0 30
Soluble (bulk) No. 1 in 10 to 30 lb boxes.....		0 21
Soluble (bulk) No. 2, in 10 to 30 lb boxes.....		0 19
Soluble (bulk) No. 2 in 5 to 10 lb tins.....		0 21
Nibs, any quantity.....		30-35
Shells, any quantity.....		0 05
Chocolates—		
Queen's Dessert, 1/2 and 1/2 in 6 and 12 lb boxes.....		0 40
Diamond, 1/2's, 6 and 12 lb boxes.....		0 25
" 8's.....		0 28
Mexican Vanilla, 1/2 and 1/2 in 6 and 12 lb boxes.....		0 35
Sweet Ceylon, 1/2 and 1/2 in 6 and 12 lb boxes.....		0 25
Chocolat Parisien, 5c. cakes, in 6 lb boxes.....		0 30
Royal Navy, 1/2 and 1/2, in 6 and 12 lb boxes.....		0 30
Pure Caraccas, (plain) 1/2 and 1/2, in 12 lb boxes.....		0 40
Confectioners' in 10 lb cakes.....		25-35
Powder, in 15 and 30 lb boxes.....		0 25
Creams, in 3 lb boxes.....		0 28
Icing, 1 lb pkgs, per doz.....		2 25
1/2 lb.....		1 25
Pudding, 1 lb pkgs, per doz.....		2 25

WALTER, BAKER & CO'S

Chocolate—		
Pre'm No. 1, bxs 12 & 25 lbs each.....		45
Baker's Vanilla in bxs 12 lbs each.....		55
Caraccas Sweet bxs 6 lbs each, 12 bxs in case.....		40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....		30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....		4 00
German Sweet Chocolate—		
Grocers' Style, in cases 12 boxes, 12 lbs each.....		30
Grocers' Style, in cases 24 boxes, 6 lbs each.....		30
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....		30
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....		30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each.....		32
Soluble Chocolate—		
In canisters, 1 lb., 4 lb., and 10 lb. Cocoa.....		56
Pure Prepared, bxs, 12 lbs each.....		42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....		35
Cracked, in bags, 6, 10 and 25 lbs. each.....		30
Breakfast Cocoa—		
In bxs 6 & 12 lbs., each, 1/2 lb. tins.....		48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....		50
Cocoa Shells, 12's and 25's.....		10
Broma.....		
In boxes, 12 lbs., each, 1/2 lb. tins.....		45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.

		Per 120 lb. case lot.	Per 12 lb. box.
		per lb.	per lb.
Yellow wrapper.....	\$0 34	\$0 36	
Chamois.....	0 43	0 48	
Pink.....	0 50	0 56	
Blue.....	0 58	0 66	
Green.....	0 50	0 56	
Lilac.....	0 58	0 66	
Bronze.....	0 65	0 74	
White Glace.....	0 73	0 83	
Premium.....	0 38	0 42	

Fancy Chocolates.

Fingers—		
40 in a box.....per box.....	\$0 36	\$0 40
20 ".....		
Croquettes—		
Yellow wrap.....	2 70	3 00
Pink.....	3 75	4 20
Green.....		
Croquettes are packed 12 1/2 lb. packages in a box, and 8 boxes in a case.		
Pastilles—		
Yellow wrapper per lb.....	\$0 40	\$0 45
Pink.....	0 55	0 60
Green.....		
Each case contains 54 1 lb packages or 108 1/2 lb packages.		



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz 1 lb tins.

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1 lb. tins.....	0 42
Pure in 1 lb. tins.....	0 44

NUTS.

per lb

Almonds, Ivica.....	14 15
" Tarragona.....	16 16 1/2
" Fornigetta.....	14 15
Almonds, Shelled Valencia.....	28 32
" Jordan.....	45 50
" Canary.....	28 30
Brazil.....	14 1/2
Cocoanuts.....	5 6
Filberts, Sicily.....	10 1/2
Pecans.....	11 15
Peanuts, roasted.....	13 14
" green.....	11 12 1/2
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Marbots, cases.....	12 13
" Marbots.....	12 13
" Chilis.....	12 13

PETROLEUM.

bbl lots, Toronto.....	Imp. gal.
Canadian.....	0 13 \$0 13 1/2
Carbon Safety.....	0 17 1/2 0 18
Canadian Water White.....	0 19
Amer'n Water White.....	0 21 0 22
Photogene.....	0 25

(For prices at Petrolia, see Market Report.)

PICKLES, SAUCES, SOUPS.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup.....	per doz
" " ".....	6 00
" " ".....	3 50
" " ".....	2 00
" Chili Sauce.....	4 50
" " ".....	3 25
Snider's Soups (in 3 lb cans).....	3 50
Tomato.....	4 50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.....	4 50

Chicken Gumbo, Oyster Tail, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea Assorted.....	4 25
Per doz	4 00
Worcester Sauce, 1/2 pts.....	\$3 60 \$3 75
" pints.....	6 25 6 50
Pickles, all kinds, pints.....	3 25
" quarts.....	6 00
Harvey Sauce-genuine-hlf, pts.....	3 25
Mushroom Catsup.....	2 25
Anchovy Sauce.....	3 25

PRODUCE.

DAIRY.

Per lb

Butter, creamery, tubs.....	\$..... \$....
" dairy, tubs, choice.....	0 14 0 15
" " medium.....	0 00 0 00
" low grades to com.....	0 00 0 15
Butter, pound rolls.....	0 16 0 17
" large rolls.....	0 13 0 14
" store crocks.....	0 00 0 00
Cheese.....	10 0 11

COUNTRY

Eggs, fresh, per doz.....	0 11 1/2 0 12
" limed.....	0 13 0 14
Beans.....	1 30 1 45
Onions, per bbl.....	2 00 2 50
Potatoes, per bag.....	90 1 00
Hops, 1891 crop.....	0 13 0 15
" 1892.....	0 17 0 20
Honey, extracted.....	0 05 0 08
" section.....	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 11 1/2 0 11
" short cut.....	21 00 21 50
Hams, smoked, per lb.....	13 0 13 1/2
" pickled.....	0 12
Bellies.....	0 13 1/2
Rolls.....	0 10 1/2 0 10 1/2
Backs.....	0 13
Lard, pure, per lb.....	0 12 1/2 0 13 1/2
Compound.....	0 10 0 10 1/2
Tallow, refined, per lb.....	0 05 1/2 0 06 1/2
" rough.....	0 02

RICE, ETC.

Per lb

Rice, Aracan.....	3 1/2 3 1/2
" Patna.....	4 1/2 4 1/2
" Japan.....	5 1/2 5 1/2
" extra Burmah.....	3 1/2 4 1/2
" Java extra.....	6 1/2 6 1/2
" Genuine Carolina.....	9 1/2 10
Grand Duke.....	6 1/2 6 1/2
Sago.....	4 1/2 5 1/2
Tapioca.....	5 1/2 5 1/2
Goathead (finest imported).....	6 1/2 6 1/2

ROOT BEER.

Hire's (Liquid) per doz..... \$2 00

SPICES.

Per lb

Pepper, black, pure.....	\$0 14 \$0 16
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	16 18
Cassia, fine to pure.....	18 25
Cloves.....	14 25
Allspice, choice to pure.....	12 15
Cayenne.....	30 35
Nutmegs.....	75 1 20
Mace.....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Cream of Tartar, fine to pure.....	25 32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.....	5 1/2
Ditto.....	5
Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb ".....	8 1/2
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " 1 lb. package.....	9 1/2
40-lb " 1 lb. ".....	10
40-lb " assorted 1/2 and 1 lbs.....	9 1/2
6-lb " sliding covers.....	9 1/2
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8 1/2
30-lb ".....	8 1/2

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2
Ivory Starch in cases of 40 packages.....	\$3 00

SUGAR.

c. per lb

Granulated.....	5 1/2
Paris Lump, bbls and 100 lb. bxs.....	6 1/2
" 50 lb. boxes.....	6 1/2
Extra Ground, bbls.....	6 1/2
" less than a bbl.....	6 1/2
Powdered, bbls.....	5 1/2
" less than a bbl.....	5 1/2
Extra bright refined.....	4 1/2
Bright Yellow.....	4 1/2
Medium.....	4 1/2
Brown.....	4 1/2
Dark yellow.....	4 1/2

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40 0 45
Common, fine car lots.....	0 75
" small lots.....	0 95 1 00
Rock salt, per ton.....	18 00
Liverpool coarse.....	0 75 0 80

CANDIED PEELS CANDIED

LEMON - ORANGE
- CITRON -

7LB. BOXES 7LB. BOXES

WE WILL HAVE PLEASURE IN SUBMITTING
SAMPLES AND QUOTATIONS TO IMPORTERS
FOR FALL TRADE.Correspondence Solicited. . . .
Samples Sent on Application.THE PURE GOLD MFG CO.
.. TORONTO..Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22½ lbs.	\$ 2 30
Quarter sacks, 56 lbs.	0 58
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 22½ lbs.	2 60
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.	bbls. ½ bbls.
D.	2½	24
M	2½	24
B	2½	31
V.B.	2½	3
E.V.B.	2½	24
E. Superior	2½	24
XX	2½	24
XXX	2½	24
Crown	3	31

MOLASSES.	Per gal.
Trinidad, in puncheons...	0 32 0 35
" bbls.	0 36 0 37
" ½ bbls.	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels.	0 42 0 44
" ½ barrels.	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars...	per lb 6½
Do. 2, 6-16 and 3 lb bars	" 6
Primrose, 4½ lb bars, wax W	" 6½
John A. cake, wax W. per doz	42
Mayflower, cake.	5
Gem, 9 lb bars per lb.	5½
" 13 oz. 1 and 2 lb. bars	5½
Queen's Laundry, per bar.	7
Pride of Kitchen, per box.	2 75
Sunshine, boxes, 100 tablets	6 50
" 50	3 40

	Per lb
Eclipse	0 05½
Ruby, 10 oz.	0 42
Monster, 8 oz.	0 30
Detroit, 14 oz.	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz.	0 72

	Per box
Mottled in 5 box lots, 100 bars	5 25
" 60 bars.	3 20
Electric	2 50
Hard Water Electric.	2 50
Royal Laundry	3 10
Octagon	4 50

	Per doz
Royal Magnum	0 30
" 25 doz per box.	0 25
Anchor, Assorted	0 45
" Castile	0 50
Morse's Assorted	0 50
Morse's Roso	0 50
" Windsor	0 50
" Castile	0 50
Bouquet, paper and wood.	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
	Per box
Sweet Briar	0 72
Extra Perfume	0 85
Old Brown Windsor Squares	0 55
White Lavender	0 30
"	1 00

	Per doz
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 50
Arcadian	0 45
New Arcadian, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (10 cakes)	5 00
Sunlight	3 50

TEAS.

CHINA GREENS

	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choice	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13½ 15
Nagasaki, ½ chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Sittings	7½ 11

Congou—	
Half Chests Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 8's	67
Brier, 7's	55

Index, 7's	50
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50½
Prince of Wales, in caddies	51½
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Gem, 2 oz, packages, 5 lb boxes	70
Myrtle Cut Smoking, 1 lb tins	70
½ lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	65
lbs.	60
Uncle Ned, 2 oz. pkg, bxs 5 lbs	61
Gem, 2 oz, packages, 5 lb boxes	70
Gem, 8 oz tins in 5 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	54
16½ lbs	53
Gem, 3 x 6, 3s. caddies 16½ lbs.	51
St. Lawrence, 2 x 3, 7s. caddies	48
about 17 lbs	46
Banner, 2 x 3, 7s. caddies about	46
17 lbs	42
Starling, 2 x 3, 7s. caddies about	47
17 lbs	46½
Louise, Solace, 12s. caddies about	
16 lbs	
Florence, Solace, 12s. caddies	
about 17 lbs	
Hawthorne, 8s. butts 23 lbs	
Something Good, 6s. butts 21 lbs	

FANCY SWEET CHEWING

Good Luck, spun roll, 16 boxes	65
4 lbs.	61
Empire, 3 x 6, 4s. spaced 8s. bxs	60
4 lbs.	52
Top, 16 oz. spaced 8s. boxes 4 lbs	50
Joy, 3 x 12s, 14½ oz. Spaced 6s.	49
Rough and ready. Butts 25 lbs	50
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20½ lbs.	
Curry, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.	
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.	

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	47
22 lbs.	43½
Morning Star, 12s. Butts about	44
22½ lbs.	
Montreal Twist, 12s. Caddies	
about 23 lbs.	
Anchor Twist, 12s. Caddies about	
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—

Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MON-

TREAL.

CIGARETTES.

	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

CUT TOBACCO'S.

Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lb pkg, 10 lb boxes	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	83
Athlete, per lb.	1 15

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	68
" " 8s. " 16	68
" " 8s. R. & R. 12½	68
" " chew 7s. R. & R. 14½	58
" " 7s. Solace 14½	58
" " 8s. R. & R. 16	58
" " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17½	58
O. V. - " 7s. " 17	55½
Derby, - " 12s. " 17½	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear No. 1	\$1 70
" " " " " " " " " "	1 90
Pails, 2 hoops, clear No. 2	1 60
" " " " " " " " " "	1 80
" " " painted	1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" Water Witch	1 40
" Northern Queen	2 25
" Planet	1 70
" Waverly	1 60
" X X	1 50
" X	1 30
" Single Crescent	1 85
" Double	2 25
" Jubilee	2 25
" Globe Improved	2 80
" Quick and Easy	1 80
" World	1 75
" Rattler	1 30

Matches, 5 case lots. single case

Parlor	1 60
Telephone	3 40
Telegraph	3 70
Safety	4 20
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	\$3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

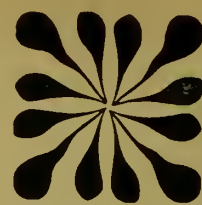
Mops and Handles, comb

Butter tubs	\$1 60
Butter Bowls, crates st'd	3 60

YEAST.

	per box
BARM MFG. CO.	
1 box containing 2 doz. 5c. pkgs.	0 60
" 2 doz. 10c.	1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS ... ARE PURE ...
and SYRUPS ..

No Blueing Material whatsoever is used in the
manufacture of Our Granulated.

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men

H. SMITH, Proprietor.

Apted Bros.

make a
* Specialty of

Fine Book
and
Job Printing



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Toronto

.. Golden Finnan Haddies .. CANNED

Messrs. Jas. Simpson & Son.
of Hamilton, are Selling Agents for
Ontario and Winnipeg.

Mr. Leonard H. Dobbin,
of Montreal, Selling Agent for
Montreal and Quebec Cities.

All orders given them will be
promptly attended to.

NORTHROP & CO., St. John, N.B.

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the
preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.



GROCERS'
AND
BUTCHERS'

REFRIGERATORS

Manufactured
by

KNOWLES & NOTT, Brantford, Ont.

Send for Catalogue.



"BUILD TO-DAY THEN, A
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD,
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.
ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

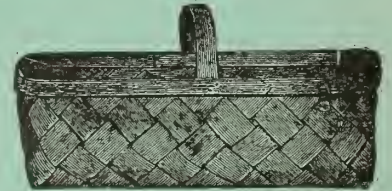
Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY

THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

ORDER
IVORY BAR
SOAP

A Customer's Life . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

Compare Any Lamp



With the "PITTSBURGH"

And see the great difference. In every point you will see the vast superiority of . . .

The "PITTSBURGH"

Write
For
Primer

The central draft in one is perfect, the other you will find fault with. See the wick-screw in The "Pittsburgh," see if the other has anything like it. Which is the simpler? The "Pittsburgh," of course. A child can take it apart without any trouble. . . .

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TORONTO and WINNIPEG.

Sole
Agents for
Canada

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."
"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

LEMONS } If you want Lemons, write us.

WE HAVE GOOD

Ordinary Lemons, \$2.50 to \$3.00 per box.

Choice " 3.00 to 3.50 "

Fancy " 3.75 to 4.25 "

All good value. Oranges, Bananas, Pineapples, Cocoanuts, and all goods in our line at right prices.

DAWSON & CO.,

Fruit, Produce and Commission Merchants
32 West Market St., Toronto.

FAC SIMILE OF PACKAGE.



Oakey's

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, &c.,

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 18 St. Alexis St.,
MONTREAL. sp

THE CANADIAN GROCER

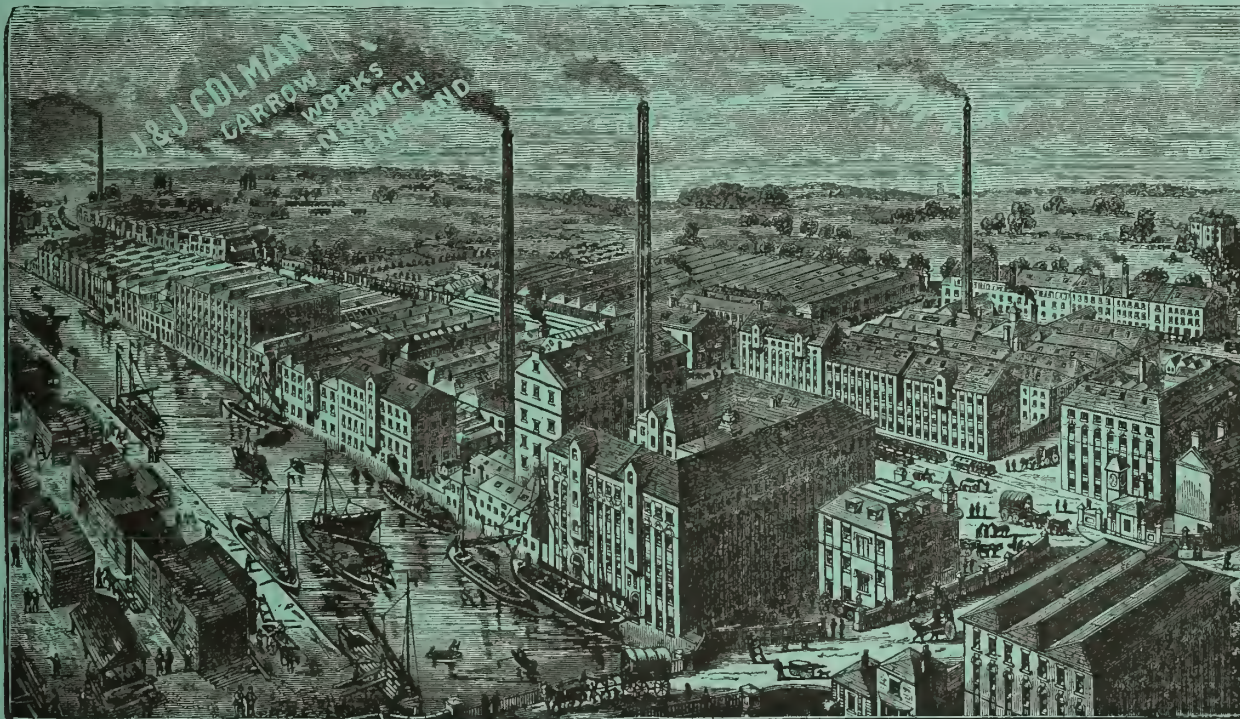
& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, JUNE 9, 1893.

No. 23



MADRE E' HIJO (7 SIZES).

MUNGO CIGARS, EXCEPTIONALLY FINE.

SAFE
SURE
WEET
ALEABLE



NELSON'S

Steamship Matches

Guaranteed equal to any in the market.

REDUCED PRICE

\$3.10 per Case. Freight prepaid or 5 case lots. Special prices for quantities make known on application.

H. A. NELSON & SONS

TORONTO and MONTREAL



ASK FOR

MOTT'S

**DUNN'S
BAKING
POWDER**

THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

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EL PADRE AND CABLE.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

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Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs, and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.

W. G. A. LAMBE & CO.,

GROCERY
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THE ST. LAWRENCE SUGAR REFINING CO.,
MONTREAL.



THE PATENT

.. ARCTIC ..

REFRIGERATOR

Manufactured by

WITHROW & HILLOCK

130 Queen St. East,
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The accompanying cut represents our \$55 Grocer Refrigerator. But we make any size or shape to suit the convenience of our patrons and GUARANTEE satisfaction. We also keep in stock a full line for the use of PRIVATE FAMILIES, HOTELS, BUTCHERS, PROVISION DEALERS, ETC.

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130 Queen St. East,
Toronto.

Our Stock of .

Spices, Coffees, Extracts and Baking Powders . .

. Is Complete .

French Mustard, Catsup and Fruit Relish. The finest
goods on the market. Try a Case.

GORMAN, ECKERT & Co. - London, Ont.

“Standard Goods are the best to Handle”

THE STANDARD PICKLE



LAZENBY'S

DON'T deal in second-rate goods; a reputa-
tion for selling the best articles will
draw the most trade.

THE STANDARD JELLY



LAZENBY'S

Where you can get Lazzenby's Goods:

PERKINS, INCE & CO.
H. P. ECKARDT & CO.
SLOAN & CROWTHER. } TORONTO.

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BAULD, GIBSON & CO.
JOHN TOBIN & CO.
DAVIDSON BROS. & CO. } HALIFAX.

A. M. SMITH & CO., LONDON, ONT.
BALFOUR & CO., HAMILTON.

C. & E. MACMICHAEL.
DEARBORN & CO.
JARDINE & CO. } ST. JOHN, N.B.

WHITEHEAD & TURNER,
QUEBEC.

And Many Others.

CANADIAN AGENTS:

Arthur P. Tippet & Co., TORONTO and
ST. JOHN, N.B.

... A Neat Parcel ...

Is appreciated by your Customers, to make
a Neat Parcel you must have Good

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Which you can obtain at Lowest Mill Prices and
on the most Favorable Terms from

THE E. B. EDDY CO.,

BRANCHES AND AGENCIES:

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Halifax, N.S., Quebec, St. John, N.B.,
Kingston, and Victoria, B.C.

MAMMOTH WORKS:

HULL, - - CANADA.

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JUNE 9, 1893.

No. 23

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: - - 10 Front St. E.

MONTREAL OFFICE: - 148 St. James St.
E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

A blue book of considerable interest, particular to business men, has just been issued by the Dominion Government. "Commercial Relations; Canada; No. 1," is its title and it contains reports upon trade and trade openings in Great Britain and other countries to Dec. 31, 1892. The very first subject dealt with is of more than usual interest at the moment. For some time a movement has been on foot with a view to preferential trade relations with Great Britain, and lately a leader has been found for it in the person of Dalton McCarthy. This movement received its impetus some two years ago when Col. Howard Vincent, the leader of the English wing, made a tour of this country and Australia, delivering a series of addresses on the subject, principally before boards of trade. As a result largely of this tour, it will be remembered, the Dominion Parliament again, as in 1882, memorialized the Imperial Government, asking that steps be taken to denounce or terminate the treaties with foreign countries in which there were the most favored nation treatment clauses. This step is necessary before either England or Canada can enter into an agreement giving a preference to the products of the respective countries and from which the favored treaty nations would be excluded.

The very meaning of the favored nation clause is that articles the produce or manu-

facture of the country with which the treaty has been made shall not be subject in the British colonies to other or higher duties than those which were or might be imposed upon similar articles of British origin. The blue book just issued shows the number of nations with which such agreements have been entered into by the Imperial Government to be twenty-three. Among them are the German Zollverein, Russia, Persia, Austria-Hungary, Chili, Denmark, Hamburg, Sweden and Norway, Madagascar, Morocco, South Africa Republic, Venezuela, Belgium, Uruguay and Columbia. In 1882, when Canada asked to be exempted from the provisions of these treaties, it was pointed out that to carry this into effect would necessitate fresh treaty negotiations, something the Imperial authorities did not seem inclined to undertake. While, whether we view the matter from a preferentialist's standpoint or not, Canada may be placed at a disadvantage by her hands being so tied and without her consent, yet, through these treaties, she is sometimes enabled to reap where she has not sown. An instance of this is pointed out in blue book referred to. In 1892 treaties were made by Germany with Austria-Hungary, Italy and Belgium, and in the reductions in tariff thereby effected Canada shares. It is an ill-wind that does not blow somebody good.

The less law we have the better. Nearly everybody will probably agree with this. But at the same time there is good reason for believing that the arm of the law is in some respects not far reaching enough. And one of these is in regard to the disposal by a merchant of his stock and good will. As the law now stands there is nothing to prevent a dishonest man from selling his business, say at noon, pocketing the proceeds, boarding a train and being out of the country before many hours have passed, leaving sundry ac-

counts unpaid. How this is taken advantage of by the unscrupulous is frequently demonstrated. When a man sells a piece of real estate in the deed transferring the property is a clause which implies that the land is free from encumbrances, or if there are any, showing what they are. Now we are not prepared to say that such a procedure would be either advisable or adequate if extended in principle to the disposal of a business, yet at the same time some legal enactments are necessary that will provide the means, as in a real estate deed, for protecting from fraud the interests of all concerned. A simple way, it seems to us, whereby the desideratum might be obtained would be for the law to stipulate that a certain time should elapse between the making of an agreement to sell and the final consummation of the transfer, an advertisement in certain mediums to announce the fact. This period might be fixed at, say, ten days or two weeks from the date of the appearance of the advertisement. This would allow ample time for the creditors to take steps to protect themselves. The question is an important one, and we would like to get the views of our readers upon it. Who will be the first?

* * *

Patron stores, or what is substantially the same, do not seem to meet with success in the State of Kansas any more than in Canada. During a year or more past an organization down there known as the National Union Company has been supplying groceries and dry goods to the farmers of that State. There were six stores in all under the supervision of the company and all six have recently fallen into the hands of receivers. It could not be otherwise. Because a man can turn a straight furrow with a plow it does not follow that he will make a successful merchant or that he is any more qualified to fix the percentage of a storekeeper's

profits than he is to determine which to point of the compass a marineshould steer in order to escape disaster. A good many have essayed to do these things, but with what result is revealed from time to time by the failure list. As a leavening influence in the politics of the country the Patrons may do good, but when they meddle in business matters they step outside the pale of common sense and the results are evil instead of good.

• • •

Speaking of the patrons of industry reminds us of a little reprimand which the Co-operator, the organ of the organization, recently administered to some of the members. THE GROCER has from time to time charged that the Patrons did not always keep their part of the agreement with the storekeeper, often buying from him only such goods as they could not get as cheap elsewhere. This the Co-operator acknowledges to be true; and thus plainly does it speak: "As a whole we think there has been a good deal of dissatisfaction with the mode of dealing. If the Trustees, in the name of Patrons of Industry, make bargains with a man to furnish goods at a certain price, on the understanding that the Patrons are to sustain him and patronize him, and he cuts the prices low, then every man who belongs to the order should carry out that arrangement. We believe that the Patrons should carry out their portion of the agreement as well as the merchants. We do not blame any merchant who retires disgusted from the contract he has made with the Patrons, if they will not act honorably with him. We think, as a rule, Patrons try to live up to their contracts, but there are many, alas, who do not. There are some, even in the very Grand Association, who pay little attention to their promises or contracts, we are sorry to say." This is rather a different tune from that which the organ was built to play, and for that reason should have more weight with its subscribers.

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The Patrons of Industry one moment shout, "Down with combines," and the next join hands in an effort to grind the profits of the storekeepers down to their idea of fitness. It is evident that consistency is not numbered among their jewels, and as long as such is the case the Patrons will never be a power for good in the land. To organize to improve their own condition is legitimate and praiseworthy, but when they use others as stepping stones their acts come under the category of injustice.

'TIS THE TRADE'S OUTLOOK.

"Yes, we always read THE GROCER. If we haven't time we make it; and I can tell you we have often got to do that, for we are a pretty busy firm all the time. But it is like this: If we omitted reading THE GROCER we might miss some information that would either lead us to make or save money. Consequently we always peruse it. And between you and me, the merchant who thinks he can do without his trade paper is in the same boat with the man who thinks he knows everything, and consequently, like him, will come to grief."

These were the remarks of a member of a well-known eastern wholesale grocery house who was in Toronto the other day en route to the Chicago Exposition; and they contain food for reflection. The trade paper is to the merchant what the lookout is to the mariner. While the merchant is actively engaged attending to his business the trade paper is concentrating its energies in the gathering of market data, commercial news, and information to be served up to him at stated periods for his guidance and consideration. This is the office of a trade paper; and the one that is not doing this is not true to its mission.

The merchant who consistently reads a good trade paper is certain to gather at least enough information to reimburse him for the amount of his subscription. Yes, and taking into consideration the low price of subscriptions obtaining to-day, even the poorest of trade papers published are cheap at the price asked for them, for it must be a "rag" indeed that one, two or three dollars' worth of good cannot be gathered during the year. But of course the better the journal the larger the benefit derived from reading it. And the return comes back to the subscriber in a double sense. The first and most important source from which he draws benefit is the market reports. By scrutinizing these carefully he is not only kept well informed as to the trend of the market, but he is in a position to know when an article of merchandise offered him is worth the price asked or not. The second source from which he derives benefit is the articles. These are prepared with the object of suggesting to the merchant ways and means of improving his methods, extending his business and increasing his profits.

Call it a strange co-incidence or whatever you will, but it is a fact nevertheless, that seldom does the name of a subscriber to THE GROCER appear in the list of failures. And while we do not for one moment claim that this is simply because they are readers of THE GROCER, yet we do maintain that our subscribers are largely wide-awake, progressive and as a rule successful merchants; and furthermore that they are every week gathering from this journal bricks and mortar for use in business building.

CHATS WITH BUSINESS MEN.

"The only thing new that I know of," said T. J. Wilkins, who takes in the west for T. Kinnear & Co., to me on Saturday, as he took a tighter grip of a parcel under his arm, "is that burglary in Oakville the other night. Didn't hear of it? Well, four fellows broke into D. McArthur's general store up there, blew open the safe and robbed it of \$125. But the strange thing about the affair is that the burglars went to unnecessary work to get the money. The fact of the matter was, the safe wasn't locked at all. Did they catch the burglars? No, not yet. They traced them to Flesherton, where they hung around all day, but by the time warrants were got out the birds had flown."

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"There, stick your nose in that sample of rice there," said a wholesaler to me the other day, pointing to a handful or so of rice lying on a stand. I did as bid, but phew, Emma! Parafine galore! "That of course is a very poor sample," he explained, but he had no need to tell me so. There is evidently no Lacedemonian blood in his veins, otherwise he would have been satisfied that the evidence needed no words to substantiate it. "That rice," he continued, "was soaked with parafine in order to give it the appearance of having been polished. In this instance they were evidently too liberal with the oil. Yes, it would taste strongly of the parafine if boiled. Would the Chinamen here eat it? Not much. Don't know whether they are particular about anything else that they eat, but I know that they will have nothing but the best rice; the finest Patna, no less."

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"There, just nose that," said a Front street man as he opened a sample tin of tea and handed it to me. "Isn't that fragrant? Isn't it a beauty?" I agreed that it was, and then he added: "Well that is an Oolong that we are offering to the trade. These teas seem to be again coming into more general use here. Some years ago they were used extensively here, but there has been a general dropping off till this season, when a turn of the tide has set in. That is at least so far as our house is concerned. They are used in the States a good deal all the time, where they drink them alone. Here they are used for blending. No London houses show them; they all come from New York. O, I tell you it is a lovely tea," he concluded as he turned the leaves out into his hand and rapturously stuck his nose into them.

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"Some men along the street say that profits are a little more satisfactory than they were a year ago," said a thoughtful representative of a well-known wholesale house as he assumed at "an ease" attitude. "Well," it may be so in regard to sugar, for you will remember, prices went to the dogs for a while after the Guild dropped the sugar

clause. But generally speaking, I don't see how profits can be any better. It's contrary to the natural order of things. The older a city or community gets the greater becomes the competition. And you know what the result of that is; why the margin of profits gets smaller. If the fellows in New York were to get as much profit on teas as we do here they would think they were in Paradise. Why a cent a pound is reckoned a pretty fair profit by them on tea and here we get something like three cents. But then look at the difference in the turn over."

* * *

"How's business up the Northern? Well, kind of quiet," said Robert Keys, who does that line for T. Kinnear & Co., "but the outlook does not seem to be at all bad. All my customers are in good spirits and look for a healthy business. The farmers were late in getting in spring wheat, but I really think that the crops taken all round are not much if anything behind last year at this time. The farmers are busy now getting in their potatoes."

BYSTANDER.

PICKING AND CURING OF INDIAN TEA.

When a flush has fully developed it is picked by native women and children, with much the same oversight as is employed in the picking of American cotton, the baskets being carefully weighed when the pickers are paid by what they pick, or what we call piece work. Whether paid by the piece or by the day their wages will run from one to—when hands are scarce—two and a half annas per day! A rupee being worth somewhere from 30 to 35 cents, and there being 16 annas in a rupee the wage seems distressingly small, yet, although when expressed in our currency 2 to 5 cents seems a hard hearted pittance, it is no worse than the average paid working Americans, whether in the field or the factory.

While with us 5 cents is, for all practical purposes, save postage, our smallest currency; an anna is subdivided into 12 pice, one of which will purchase a pound of rice!

Each day's picking must be cured the next day at the least. To do this requires a number of operations that vary with the fancy of the planter regarding the quality of the tea required.

It is probably an old story to most of us that we were taught in childhood, that black tea was dried on iron plates while green tea was dried on copper plates, conveying the idea that green tea was to a certain extent a poisonous and nerve destroying beverage. The fact is that green tea and black tea are grown from the same plants, the difference in color being due to different treatment before drying, the drying being in most cases done in shallow trays of wickerwork. The first process is withering, in the sun where possible, or, in heavy weather over fires, that

dried directly after withering, without any exposure save rolling of the leaf makes green tea, while the process has to be continued by kneading, fermentation and oxidation to produce what we call black tea. The amount of fermentation determining the darkness of the liquor, and known to the trade as "body." When the fermentation is light the liquor is said to be thin, though it often exceeds a highly fermented tea, in flavor and strength.

The fermentation is usually effected by kneading and rolling the leaves in balls, the process being continued till the sap runs out, which is immediately mopped up with the ball. When thoroughly bruised and adhering, the ball is set aside until with a proper temperature it will have thoroughly fermented. The fermentation is stopped by breaking up the balls, the workmen commencing with the first worked balls. Rolling, now done on most tea estates with machines, is the next process to give the leaf a curled, close texture. This in no way affects the cup quality of the tea, but renders the leaf more saleable, being heavier and more handsome.

Firing over charcoal or coke is the next operation. When there has been much fermentation and a good firing we call the tea matty. If there has been too much firing after high fermentation it is said to be "burnt."

The reader will be able to see that from the picking to the final firing so many things may be over or underdone that with tea picked this week from the same plants as compared with that picked the previous flushing there may be all the difference between good and bad.

D. S. MACORQUODALE.

THE SUGAR BOUNTY.

It appears that the total amount of the bounties to be paid to the sugar producers of this country for the crop of 1892 is about \$9,100,000. Most of this money goes to the sugar cane growers of Louisiana, but the producers of beet sugar get more than in 1891. The production was 12,000,000 pounds that year, while in 1892 it was more than doubled, being 27,000,000 pounds. In view of this advance it is not improbable that a continuance of the bounty for a few years more would build up a great American industry and prove that this country could be made independent of the rest of the world as far as sugar is concerned. It is hard to see, however, how the democrats can retain the bounty, great as is their affection for the democratic planters of Louisiana. In spite of the stimulus of this bounty the production of sorghum does not increase. The 2 cents was paid on only 986,000 pounds. Such a result in the face of the labors and experiments of so many years indicates that the manufacture of sugar from sorghum will never be a success.—Chicago Tribune.

RETAIL PRICES OF TEA.

In an English grocers' association meeting a few days ago the question of the competition with tea stores that give away other goods to induce sales of tea was brought up and discussed. One member proposed a general move on the part of the grocers for the purpose of showing the public that good tea could be sold by the grocers at lower prices than at the "giving-away" stores. It was therefore decided that the members should put tea of their own blending in their show-windows, labelled "Association Tea, one shilling a pound," and keep it there until the following meeting night, the said tea to be described and advertised in the daily papers. It was believed that the result of this step would be to stop the inroads of the "giving-away" stores on the members' trade. We ask our readers' attention to the price mentioned above. With an import duty of 8 cents per lb. these English retailers are offering "good" tea at 25 cents per lb. Tea enters our own ports duty free, but a good grade cannot be had at retail in this country for 25 cents, the profits of the importer, jobber and retailer preventing its sale at any such price. If all these profits could be scaled down and a fair tea sold at retail for 30 or 40 cents there probably would be seen an increase in the demand for the leaf that before long would become quite marked.—Merchants' Review.

A DRAWING ATTRACTION.

Here is a design for a grocer or a dealer in general merchandise that will without a doubt prove a genuine attraction as well as a lasting advertisement, writes C. A. Hirleman in Trade.

Let the merchant make it known through his local papers that on a certain date he will have an attraction in his window that will pay every one to call and see. Do not hint at what the attraction will be. Arrange one of your largest windows for the making of coffee. Engage several young ladies to make and serve it. Have it smoking hot. Set off some part of your store with a table and chairs. Serve hot coffee to all who enter. Give them a chance to taste your goods. Have displayed in your window a quantity of the brand of coffee you are making and advertising. In the store have a quantity in sight, and let one clerk attend to it and show it to every person who enters. In every way possible give the people to understand that the coffee you are advertising is a special brand and that you have the exclusive sale of the goods for your city. Your store will be the centre of attraction, as it will be a sight for the country as well as city folks to see the neatly attired ladies in the window making coffee in large kettles, and to see the white-aproned waiters carry it away on trays to serve to the people inside. Give it a trial and you will be convinced that this design combines an attraction and an advertisement.

THOSE POISONED CANNED PEAS.

DEAR GROCER,—The article in your issue of May 19th, 1893, headed "Poisoned by Canned Peas" is so manifestly unjust, to both canners and can makers, in its conclusion that I cannot pass it unnoticed. I will leave it for the canners to make their own defence, as they are perfectly competent to do, and in that connection will only remark that had Dr. David Armstrong purchased canned peas of any of the well known "brands" put up by the reliable canning houses of Ontario, and followed the directions contained on their labels he would have been in no danger of being poisoned. He probably bought "soaked" peas, or permitted them to stand in the can after being opened and before using.

The idea of a person going to a plumber to get information respecting can making is what struck us, as particularly ridiculous. It seems to us that a man of ordinary intelligence would as soon think of going to a blacksmith's shop to get his watch repaired. A plumber is supposed to know about as much about can-making as a shoe maker does about making clothes. The plumber and can-maker both do soldering. The shoemaker and tailor both do sewing. And that is as far as the similarity of their occupations go. As a can-maker of considerable experience, having made and sold in Canada during the past five years something over 25 million fruit cans of different sizes, we have never had a complaint of the nature your article suggests. We do not use "muriatic acid" as a soldering flux. What we use is of an acid nature, but harmless in quantities of a teaspoonful taken into the stomach clear. There would not be enough left on a thousand cans, if it could all be gotten together and put into one, to injure a person with an ordinarily healthy stomach, if all taken at one dose. Hand made cans are always soldered with resin. At least I know of no one in Canada who makes cans by hand, that uses acid. A majority of the canners now use for capping the same "flux" that we use for making cans. There is occasionally one who uses muriatic acid cut with zinc, and can do so with perfect safety, as the construction of the top of the can prevents the possibility of any of it getting inside; but one drop is used to each can.

If you had deliberately gone to work to damage the canning and can making industry of Canada you could not have studied up a more successful plan than that of publishing the mess of "rot" contained in the article under consideration. Speaking for ourselves we expected better treatment from you and your paper, and we desire to say now, and here, if this is the kind of treatment you propose to give your subscribers and advertisers you can "count out" the Norton Manufacturing Co. from and after this date.

We think you will probably hear from a number of the canners with no "uncertain sound."

Yours, etc.,

W. C. BRECKENRIDGE,
Manager and Treasurer Norton Manufacturing Co.

Hamilton, May 23, 1893.

[We are glad to have this letter from Mr. Breckenridge, as he should be the best informed man on the substances used in the manufacture and sealing of tin cans. The subject is a most important one. If the statements made by Dr. Armstrong be correct it is a matter for very serious consideration by the trade and by packers. There is a feeling, happily growing less, among consumers that danger lurks in the canned products. Occasionally statements are made in the daily press that particular families have been poisoned by eating thereof. THE GROCER has several times investigated these reports, but as its readers are aware in no case was illness traced to fruits or vegetables put up by reputable Canadian packers, though Chicago canned meats have several times caused just such poisoning as Dr. Armstrong refers to. The statements made by Dr. Armstrong in his letter were too important to pass unnoticed. He is a disinterested and reputable physician. His letter was published at the request of a well known grocer to draw attention to this important matter and get, if possible, at the true facts of the case. We regret that Mr. Breckenridge should have fallen into the error that because his firm happens to advertise in THE GROCER he has a right to dictate what shall or shall not be inserted in its columns. When he becomes better acquainted with THE GROCER and its proprietors he will understand they are not open to bribes of any sort. Its motto in the past has been to "Do right and fear not." Unfortunately this policy has hit some of its best friends. We may add that this policy will be continued as long as the present proprietors are at the helm. THE GROCER is not yet in receipt of any complaint from a packer. It does not expect one. No reputable packer is afraid of any criticism of this sort. He knows that any can bearing his label can be relied on.—ED. CROCER.]

A GOOD WORD FOR JAVA TEA.

DEAR GROCER,—I have been reading carefully the letters by your correspondent on "The tea districts in India, flushing, picking and curing of tea, etc.," and you will pardon me, I feel sure when I say that, so far the information given it is of no importance to us retailers and far less I should think to the wholesalers. I doubt very much if your correspondent knows anything about the flushings or curing of tea, and like most of us engaged in selling it, would not know a tea plant from any other similar plant if it

was shown to him without a name. What leads me to say this is because he says, "he felt called upon to make a digression in referring to Java tea," by stating "that no retailer will sell this tea but to his hurt." This inference is false in the extreme and your correspondent not only digresses in this particular but he is led into a transgression, because I have sold straight Java tea for seven or eight years in succession, and it has given better satisfaction than any other tea I have sold. More than that, it is my highest priced tea and I could not do without keeping it for my trade, as my customers, who comprise some of the best people in the city, will not use any other tea. This, then, is a direct contradiction to your correspondent's statement. Like many other teas Java tea has its peculiarities, and some of it, in my opinion, is of little or no use, but the same can be said of other teas, whether from China, Japan, or India. Such, for instance, as a rank "tarry" morning Congou or a sour, highly fired Kangra or Darjeeling, or a over fermented, too highly fired India tea, similar to most of the teas from the Derha Dhow district, which spoil any blend that you may put them with, then a smoky Foochow, young hyson or boxey Pingsuey, and these extreme fishy Japans are all detestable teas and unfit to drink alone, mixed with others, or any other way, as far as my experience has proven. I think all such teas are very unsafe for any retailer to handle, but to condemn all the teas from those districts would be simply foolishness, and why your correspondent should only select Java tea for his condemnation is perhaps only known to himself, or perhaps his knowledge is only gained from what he reads. But my experience has taught me that in buying and selling tea we require quite a little of practical knowledge as well as a little of bookology. Now if your correspondent can give your readers some useful information, such, for instance, as, Why and how teas take on or get their different flavors, and what gives them their peculiar character, and how we can tell or distinguish them and know the different teas when shown to us, and what then to do with them so as to please everybody? he would confer a great boon on many, and upon none so much, perhaps, as a

YONGE STREET GROCER.

Toronto, June 6, 1893.

Burglars entered the store of H. Carl, Cobocok, the other night and took his till, besides \$1.50, and some undershirts. John Ham's store was then entered and \$2.50 in postage stamps taken. Dr. Broad's store was next visited. To each of the stores visited the entrance was effected by properly-fitting keys. Just as Dr. Broad reached home and entered the office he was seized by one of the fellows who called lustily for "Jack." The doctor, surprised, but not dismayed, grappled with the burglar, who managed to escape, leaving the key in the door.

FACTS ABOUT SAGO.

Sago is a farinaceous substance obtained from the pith of several species of the palm tree, found mostly in the southeastern part of Asia and the various islands of the Indian Ocean, says the Merchants' Review. The sago palm, or as it is called in the Molucca Islands, the libley tree, is of peculiar appearance. The trunk, which is formed of the basis of the leaves, grows at first very slowly, and is covered with thorns; so soon, however, as the stem is formed the growth of the tree proceeds with great rapidity, and it soon attains its full height of about 30 feet with a circumference of about 5 or 6 feet, losing at this stage its prickly thorns. Before the tree has arrived at maturity the stem or trunk consists of a mere shell, about two inches thick, filled with a great mass of fibrous pith. This becomes gradually absorbed, and ultimately the stem remains hollow. At the maturity of the palm, the time when the pith is fully developed, and before it has begun to diminish, which is indicated by the transpiration of a kind of farina or white dust through the pores of the leaves, giving them quite a whitish appearance, the tree is felled, and the trunk cut into lengths of about six feet long, which are split to admit of the pith being more easily removed. Mr. Forrest, in his writings from the Molucca Islands, thus describes the process of manufacturing sago: "The tree being felled is cut into lengths of five or six feet. A part of the hard wood is then sliced off, and the workman, coming to the pith, cuts across the longitudinal fibres and the pith together, leaving a part of each end uncut; so that when it is excavated there remains a trough, into which the pulp is again put, mixed with water and beaten with a piece of wood. Then the fibres, separated from the pulp, float at the top and the flour subsides. After being cleared in this manner by several waters, the pulp is put into cylindrical baskets made of the leaves of the tree, and if it is to be kept some time, these baskets are generally sunk in fresh water to keep it moist." We seldom see sago but in a granulated state. To bring it into this form it must first be moistened and then placed in a trough having a sieve at one end. The water charged with the farina passes through the sieve, and is received in convenient vessels, where it is allowed to stand until the insoluble matter has subsided. The water is then strained off, and the farina which is left is then passed through a coarse sieve into a very shallow iron pot held over a fire, which enables it to assume a globular form. Thus all our sago is partially baked and will keep a long time. The pulp or powder of which this is made will also keep long if preserved from the air, but if exposed it will soon turn sour. Large quantities of this sago flour are sold in Europe as arrow-root, but it can easily be detected by the microscope. Loaves of bread are

often made in the Molucca Islands from sago flour. The finest quality of sago is produced in Borneo and the eastern part of Sumatra, where great care is taken in its manufacture, the globules being more even and symmetrical. Sago forms the principal food of the natives of the Moluccas. As it grows spontaneously and in great abundance in the Asiatic islands, a means of substance is thus afforded to the indolent natives without much toil or ingenuity. A decoction of sago fermented yields alcohol by distillation and by acescence it forms vinegar. The fruit of this palm is about the size of a hen's egg. The base of the leaf stalks is covered with long fibrous filaments that serve to make cordage and sacking. The sago palm affords a greater amount of nourishment than any other except the banana. The single trunk of a tree, in its fifteenth year, sometimes furnishes 600 pounds of sago. Mr. Crawford has calculated, in his history of the Indian Archipelago, that a single acre of land will support 435 sago palms, which will annually produce 120,500 lbs. of sago. Sago is generally imported in cases of about 150 lbs. each, with actual tare allowance; the commoner kind is sometimes imported in bags, with allowance of two pounds for tare and one pound for draft.

CONFIDENCE AMONG BUSINESS MEN.

Mutual and general confidence is the basis of all successful business, and confidence is impossible unless men live up to the principles which they profess, remarks the Chau-tauquan. Some sneer at the expression, "Commercial Morality," and intimate that it is only a variation of "Honor among Thieves," but that conclusion is obviously wrong. Commercial morality implies that it's exemplar is worthy of trust. The idea business is a sort of legalized theft—a system in which success depends upon slyly getting the best of other people—is far more common than is good for the community; consequently the man who lives up to the principles of commercial morality is gratefully held up for the admiration of his fellows. It would be idle to deny that humanity is almost as absolutely dependent upon the business community as upon the solid earth upon which it lives. No amount of wisdom, forethought or precaution on the part of the average member of the community can avert the general disaster that follows a great betrayal of confidence in business.

All of our financial panics were the results of sufficient causes which were in operation long before the final crash, but when the crisis came it was not through general suspicion, but because some individual or institution, previously supposed to be trustworthy, failed to meet its obligations and was unable to explain honorably its default. The great panic of 1857, which paralyzed the commercial world so long that confi-

dence was barely restored at the outbreak of the civil war, was precipitated by the failure of a single loan and trust company, and not a large one either; no great amount of money had been lost, but a more important factor, confidence, had disappeared. Confidence is worth far more than actual capital in most business transactions. For instance, all the money in the United States, could it be gathered together in a single large city, would not suffice to conduct the business of that city were actual cash the sole medium of purchase and sale.

Credits, notes, drafts and checks constitute the machinery by which exchanges are facilitated, where most business is done, and these are as sensitive to commercial disturbances as the barometer to a change of weather. Not one firm in twenty could do business at a profit on its actual cash capital. It must trust and be trusted, counting on bills receivable to liquidate bills payable, springing as eagerly as a sentry or a spy upon any one who shows the slightest sign of shirking his financial responsibilities.

LOCKED UP THE GROCER.

A woman who lives on one of the small streets leading from Belmont street, Brockton, Mass., not a great ways from the centre of the city, owes a grocer who does business at the North End. Of course the grocer is anxious to receive his due, and he was highly gratified the other day when the woman told him to call and receive partial payment, after being dunned by him.

He called upon her at the appointed time and found her at home. She received him graciously enough, and they discussed the amount of the bill and one thing and another for a few moments. Then the woman excused herself from the room, saying that she would return in a few moments, ostensibly going out for the purpose of getting the money to pay the bill. The grocer began to fondle her children, calling them pet names, and possibly tossing them a few coppers, as he awaited her return. The minutes flew by and still he waited. Finally he began to grow anxious, and investigation proved to him that the woman had turned the key as she left, locking him in the apartments with the children. In vain he tried to find a way of exit. He pounded on the door, but no one came to unfasten it.

Then he kicked up a great commotion, and at the end of two or three hours a clerk in a store in the same building heard him, and after considerable difficulty in moving boxes and barrels led him forth through an unused doorway leading through the store to the street. What a mad grocer he was! The woman had told him to call merely to "put him off," and when he did so she had no money, and probably could think of no better way out of it than to skip and lock him in. It was a woman's way. The grocer has not seen her since, but says he proposes to, and when he does there will be a scene.—W. E. Grocer.

FACTS ABOUT TAPIOCA.

The plant from which tapioca is obtained is a native of South America, and cultivated extensively in Brazil, as also in many parts of the East Indies and Indian Archipelago, says a contemporary. It is a woody plant, with slender stalks, and grows to the height of about eight feet, and is known as the Cassava or Manioc plant. It has smooth, palm-shaped leaves, and bears small, green flowers, which grows in clusters, with an immense sized fleshy root, sometimes weighing as much as 40 or 50 pounds. The plant belongs to a highly poisonous tribe and is itself one of the most virulent of the species. This poison is found more particularly in the juice of the plant, a small quantity killing birds, quadrupeds, and even man himself, causing cold perspirations, great swelling and convulsions, generally ending in death; but this deleterious substance is so highly volatile if exposed to heat, or even the open air for about two days, that its property is entirely dissipated.

A Surinam physician administered it, by way of experiment, to dogs and cats, which died after 25 minutes in dreadful agony. Dissection proved that it operated by means of the nervous system alone—an opinion confirmed by 36 drops being given to a criminal. These had hardly reached the stomach when such torments and convulsions ensued that the man expired in six minutes. Three hours afterwards the body was opened, when the stomach was found shrunk to half its natural size, so that it would appear that the poisonous principle resides in the volatile substance, which may be dissipated by heat, as, indeed, is satisfactorily proved by the mode of preparing the root for food.

The root from which tapioca is prepared is of rapid growth and comes to perfection in six months, and somewhat resembles a huge parsnip. It is then taken up and washed, and the rind, which is of a dark color, peeled off; then grated or ground into a pulp, and the pulp submitted to pressure, by which the juice is expressed and preserved. The meal or pulp that remains in the press being dried is called conaqué, and is made into bread or cake, which is called cassava bread. The expressed juice, after being allowed to stand, deposits a white powder, which, after being well washed and dried, constitutes what is called tapioca flour or Brazilian arrowroot, and by the French, moussache. All the products of the root are nutritious and easy of digestion. The natives frequently ferment the expressed juice with molasses and form an intoxicating beverage called onycan, that supplies the place of wine and beer of the temperate climate. When the climate is favorable, the plant is of a hardy nature and easily cultivated. It requires a dry situation and the land to be of good quality, and will not well yield on the same ground two suc-

cessive crops. The mode of planting is from cuttings, and a little moisture is needed by the plant at its first growth. There are nine different species enumerated by botanists but two only of which are cultivated for human food; they are known as the bitter cassava and the sweet cassava. The two roots are very similar, the first by far the most poisonous, the only perceptible difference between the two roots being a tough ligneous cord running through the centre of the sweet cassava root, which the bitter variety is wholly without.

EFFECTS OF DEAR SUGAR.

The sugar trade is a vast one, and it is difficult sometimes to recognize how serious a matter even a small advance may be, when multiplied by a commodity weighing millions of tons. The consumption in these portions of the civilized world, for which the ordinary returns are available, is about six and a half million tons a year, and a rise of 4s. per cwt. on that weight would amount to an extra burden on the consumers of no less than £26,000,000 sterling a year. Taking the English consumption of 1.1-2 million tons, the rise would be equivalent in the year to £5,000,000. If such a burden were suddenly placed upon the nation by the Chancellor of the Exchequer, the indignation of the public would be very marked, unless there were very good cause for the advance. As it is, market rises in commodities like sugar attract no attention whatever, and are simply noted in the public press in small type under the reports of the produce markets. The public, indeed, is totally unaware of what has taken place in any concrete form, and only becomes familiar with it as scattered individuals, if, and when, the retail price is proportionately raised; a change which is often long delayed, as the grocers only too frequently lag behind the markets. In the present case, no doubt other circumstances have caused the retail traders to follow the market more closely than usual, and it may be generally stated that the public have to pay 1-2d. per lb. more for its sugar. To the well-to-do and middle classes, such a change is of course of little importance, but to the working classes and poor, however, (who of course form the enormous mass of the consumers, and in the aggregate use far more sugar) such an advance is of the most serious character. The weekly consumption of sugar being 1.1-2 lbs. per head of the population, and an average family forming five, one halfpenny per lb. on sugar amounts to 4d. per week to the working class consumer, and if a further advance took place in the market, and the retail price went up another 1-4d., the charge in the average family would be 6d. per week. On wages of 15s., 20s., or 25s. per week, an extra

6d. in outgoings is sufficient to have the most serious effect upon the consumption of sugar, and in fact to practically stop its use among large classes of the community.

The decrease in the actual consumption following a great rise is only one of the causes which act as a drag upon markets. One most important feature in regulating prices is the extent of the invisible stocks of sugar held by merchants, refiners, dealers, or shopkeepers in private warehouses or places of business, and not included in the public returns. The large addition to capital that is required, owing to a rise like the late one, is often lost sight of, particularly in circles where financial assistance is easy in ordinary times. Our sugar consumption is about 1,250,000 tons per annum, which represents a consumption of 24,000 tons per week. Assuming, as appears probable, that the average stock held by refiners and wholesale dealers is equivalent to about a fortnight's demand, and that the grocers hold another week's supply in their shops, a quantity of about 75,000 tons is usually held in Great Britain and Ireland, which is not shown in the public returns. An advance of 4s. per cwt. on such a weight, if it had been maintained, represents an extra capital, which had to be found from some source or another, of £300,000. The stocks of raw sugar published in the ordinary returns would represent, at an advance of 4s., another £400,000 to £500,000. In addition to this, the extra capital locked up by such a rise, in the credit given in the British sugar trade, would, in the aggregate, be very heavy, indeed. It may be assumed that, taking the average, one month's credit is given to the retailers by those from whom they buy, and with the addition of a few days for collection, this represents a lapse of something like five weeks, before cash which has been advanced is received back, the credit in the grocery trade being open and not by way of bills, as it is in some trades. It will be found that 4s. advance in price on the credit given represents a further £480,000 to £500,000. Adding this to the previous figures given for the extra lock-up of money in stocks, we arrive at the result that the recent rise in sugar means that from one source or another the British sugar trade had to find about £1,250,000 more for carrying on its business. The circumstances of other countries are very different to our own, so that it is hardly possible to say whether figures which apply to England would also apply throughout the civilized world. At the same time, if they did so in strict proportion to the consumption, the extra amount of capital locked up in the sugar trade through the late rise would amount to £6,500,000 and after allowing for the fall of this week to, say, £5,750,000.—Produce Markets Review.

ATTENTION!!

it pay you?

We have a range of sweet drawing Ceylons at 30 to 32c., and Japans and Hysons at 16 to 17c. These are exceptional value.

Don't put off buying just because you have some in stock. You can never get too much of a good thing. Say the word and we will mail the samples.

Sugars and General Groceries are being quoted "away down" by us.

Lucas, Steele & Bristol,
WHOLESALE GROCERS, - - - HAMILTON, ONT.

Ex "Empress of India." The First of the Season.

NEW JAPAN TEAS

Now in Store

Extra Choice Pale Colored Mikado Chop

W. H. Gillard & Co. WHOLESALE GROCERS Hamilton, Ont.

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

RAM LAL'S.

Wholesale Agents, JAMES TURNER & CO., Hamilton.

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

"St. Olaf"

Pronounced the finest
of its kind.

Norway Condensed Milk

"Viking"

Unsweetened — Really
Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.

THE REGAN, WHITE & CO. MATTER.

The news that the wholesale grocery firm of Regan, White & Company had been compelled to assign was a genuine surprise to everyone in the grocery trade in Montreal last week. The firm was a young but enterprising one, having been two years in existence, and twenty-four hours before the failure had any one hinted at it as possible he would have been laughed at. In fact, the development was all the more surprising in that everyone believed that the house was doing a prosperous business. At present nothing definite is known of the affairs of the firm, but it is intimated that the causes which led up to the failure were three, and quite patent ones at that, viz., close competition, bad debts, and the greater financial resources of houses longer in the trade. It is notorious that the wholesale grocery business, as at present carried on, is run on about as close a margin as possible, and it is to this fact and some bad debts that were incurred that mishap to the firm above mentioned is generally attributed. They started in with a solid cash capital of \$20,000—Mr. Regan contributing \$15,000 and Mr. White \$5,000. The creditors have held several meetings, but it will be some time before the exact state of affairs will be definitely known. The liabilities are placed at \$58,000—direct \$30,000 and indirect \$28,000, the Merchant's Bank figuring largely in this latter item. As to their assets it is claimed that they can show a surplus of from \$7,000 to \$8,000, but this is simply a statement and nothing more. The chief creditors aside from the bank are: John Duncan & Co., \$2,205; Kinloch, Lindsay & Co., \$2,500; Lightbound, Ralston & Co., \$2,055; St. Lawrence Sugar Co., \$4,189; Jno. Pinder, \$1,300; Doyle & Anderson, \$1,754; all of Montreal, and Carter, Macy & Co., of New York, \$2,677. The formal demand of assignment was made by Kinloch, Lindsay & Co., and a meeting of creditors will be held on the 14th in the court house for the naming of a curator to the estate. In the meantime Mr. Jno. McD. Hains has been appointed provisional guardian.

MORE ABOUT CANNED SALMON.

Last week THE GROCER referred to the fact that very low offers had been made in Montreal by the agents of Pacific coast canners on canned salmon, and they have been repeated this week; in fact canned salmon is one of the interesting points of the grocery market just at present. It is alleged, in support of these low offers, that the parties making them have strong belief that there will be a large run this season, but this the more conservative traders characterize

as pure bosh, and hold that these offers are simply the rankest kind of speculation. The people who are most put out by them are the buyers who placed their orders for June and July delivery on the basis of \$4.40 to \$4.50 for favorite leading brands, and \$4.20 to \$4.30 for seconds. This is fully 35 or 40 cents above the basis on which present offers are being made at the coast, for, as we noted last week, \$1.00 per dozen was being quoted, which would permit of goods being laid down in Montreal at \$4.00 to \$4.15, as to brand, and this is naturally very annoying to those who booked at the higher quotations. However, before the season is wound up they will not have the same reason to complain, for it is claimed that a good many of these low offers have been made, as we intimated last week, by canners who determined to get orders at any cost, and resorted to this cutting to do so. With regard to the prospects of a large run, advices from the coast do not furnish any reason why prices should be so abnormally below those of last year. The pack, according to recent advices, is placed at about the same as last year. During April the pack was somewhat more than in April, 1892, but during May it kept falling off every day, and was at the end of that month about the same; in fact, the anticipations, according to letters to brokers in Montreal, were that their correspondents would not be surprised if there was a shortage by June. The water was reported to be rising rapidly at the end of May, and the rivers to be full of rift, which seriously interfered with the fishing of all kinds. Numbers of traps had been totally destroyed, seining was out of the question, and gill netters were using lots of web, and having a very hard time of it. This information does not furnish ground for low prices, and it will be interesting to note how, if it proves to be correct, the makers of these low offers will fare when it comes to a question of delivery.

A WORD REGARDING BUTTER.

The following circular has been issued regarding butter, by D. Gunn, Flavell & Co. of Toronto:

Now that butter has obtained full grass flavor, we presume you are packing. Use tubs, crocks and pails are not desirable. You are doubtless aware of the very depressed condition of the English butter market, brought about by the unprecedented receipts, from Australia and New Zealand during the winter months, the effects of which are far-reaching and not yet worked off. We notice Danish and Normandy butter is quoted at 84 to 96s., which usually sells in London at about 120s., and these are London's chief source of supply in summer. In view therefore of the increased and increasing competition in the English market, where our

Canadian surplus must find an outlet, we advise dealers to be more careful than ever in packing, for we can only hold the market by making as good an article and selling it as cheap as others. Avoid keeping for any length of time before packing; pack, while separated, for present use; carefully select and pack each shade of color by itself; cover each package carefully, make it as nearly airtight as possible, and keep in a cool place. To meet competition, we advise buying at lower prices than were current last year.

FUNK & WAGNALLS CO.'S GREAT TASK.

The great task undertaken by the Funk & Wagnalls Co. is drawing to a close. They are now able to present, for the first time, a complete prospectus of "A Standard Dictionary of the English Language," a work that has been for several years in preparation and is now being pushed rapidly toward completion. The definers are in the letter "T," and over one-third of the entire work is in type. Of the two hundred specialists, all except one have reached the end of the alphabet. The enormous task of perfecting a work of this kind may be judged from an examination of the prospectus. Nearly \$300,000 have already been paid to the editors and specialists engaged in the preparation of copy; and before the work is completed over a half million dollars will have been expended.

The following is an actual count of words and phrases recorded under the letter A:

Stormonth Dictionary, total terms in A, 4,692; Worcester Dictionary, total terms in A, 6,983; Webster (International) Dictionary, total terms in A, 8,358; Century Dictionary, total terms in A, 15,621; the Standard Dictionary, total terms in A, 19,736.

The full number of words and terms in these dictionaries for the entire alphabet is as follows: Stormonth, 50,000; Worcester, 105,000; Webster (International), 125,000; Century (six volumes, complete), 225,000; Standard, 280,000.

The whole work has been done by the best scholars procurable, and is endorsed by the leading educationalists of America and Great Britain. Hon. William Clark, LL.D., D.C.L., F.R.S., Professor of Philosophy, Trinity College, Toronto, says: "I think the plan excellent, and the carrying out of it, as far as these specimens enable one to judge, as near perfection as we are likely to attain. I ought to add that I have compared a good many articles with the corresponding ones in the best dictionaries which I possess, and find them, in almost every case, fuller and more satisfactory."

The price when issued will be \$12; but those who subscribe now and deposit \$1 can secure it for \$8, thus effecting a saving of \$4. It will be a work every person is desirous of securing, and consequently the dealer who makes arrangements to have copies on hand first will secure most sales. Correspondence with the firm might elicit information as to some plan whereby dealers could take subscriptions now and thus secure the low price for their customers.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

"MONSOON"

Pure Indian Tea

Always reliable, never changes. In cases of 60
 1 lb. caddies, or 120 halves.

Steel, Hayter & Co.,

Growers' and Importers,

Write for Samples

TORONTO



TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
 we have introduced

THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
 style as the popular "Monsoon Indians" and retail
 at the same prices.

We have a large and varied stock of Indian and
 Ceylon Teas. Most of our teas being specially
 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
 not having been opened and turned out in London.

ALWAYS keep yourself
 well stocked with our
Extracts, both in the
 ten cent and best lines.
 They are good sellers
 and make you big profits.

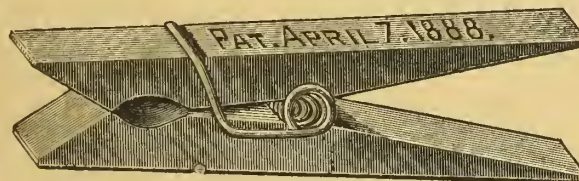
THE

SNOW DRIFT CO.

BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada. BRANTFORD, ONT



Dominion Clothes Pin

They are the Best.
 Send for Prices in Case Lots.

C. C. BROWN,
 DANVILLE, QUE.

WILLIAM ARCHER, Carpenter and Store Fitter
 VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
 All classes of Store Fittings, Exhibition Cases,
 Show Cases, etc., from the Cheapest to the Most
 Elaborate, made well, quick, and at Reasonable
 Charges. Alterations, Repairs. Estimates Free.
 Post cards promptly attended to.

114 SPADINA AVENUE,
 Cor. of Adelaide St., Toronto.

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by
 all grocers.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
 HAMS, BACKS, BELLIES and SPICED
 ROLLS.

Write for Quotations.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Six or seven new flour mills will be erected in Manitoba during the present year.

The first lucifer match was made by John Komerer, in a German dungeon in Ludwigsberg.

The annual production of tobacco in the United States is set down at 500,000,000 pounds.

A. F. McLaren, cheese manufacturer, of Windsor, has been appointed one of the judges at the World's Fair.

J. L. Mitchell, grocer, Hamilton, is suing James Somerville, another grocer, for \$2,000 damages for slander.

W. Eddy, grocer, Yonge street, Toronto, has put in a baker's oven, and is going to make bread as well as sell groceries.

Counterfeit half-dollars bearing the date of 1871 and very light in weight, are in circulation. As far as ring and finish are concerned the counterfeit is said to be a very good imitation, and will very easily escape detection.

The Hamilton Board of Trade is endeavoring to arrange to have the G.T.R. and C.P.R. to issue stop-over tickets for the World's Fair visitors, and will ask the City Council to grant \$175 for expenses incidental thereto.

We had a pleasant call this week from Mr. Cameron, representing the J. B. McLean Co., Toronto, publishers of five excellent trade journals, one at least of which should be taken by every business man.—Kemptonville Advance.

Since the first of the year four hundred and seventy partnerships and dissolutions have been inscribed at the Tutelle Office, Montreal. Twenty-one limited partnerships and sixty-one individuals have registered under firm names.

Wm. Martin & Co., grocers, Queen street west, are making extensive alterations in their store. A new front and new fittings are being put in, and when the improvements are finished Martin & Co. will have practically a new store.

The Imperial Oil Company, of Petrolea, is about to establish a storing and barrelling station in Hamilton, and is now looking for a site.† The City Council will be asked to grant certain privileges to the company in the way of relaxing some of the restrictions in the

laxing some of the restrictions upon the storing of oil. The company proposes to bring both American and Canadian oil to Hamilton in bulk, and barrel it there.

The Yonge street grocers below Wellesley street have taken up the early closing movement, and will quit business at 1 o'clock on Wednesdays during June, July and August. The grocers in Queen street, west of Bathurst street, decided a week ago to do so.

A cable states that the steamship Taymouth Castle sailed from the Island of St. Kitts with a full cargo of West Indian products for Halifax, and that the steamship Duart Castle, now south has a full cargo engaged. The Chronicle, Halifax, draws the attention of importers in that city to the advisability of having their orders placed early for all their importations.

A convention for the reciprocal protection of trade marks and designs has been ratified between Great Britain and the republic of Ecuador. It is open for any of the British colonies to be included within the convention, if they so choose, and an order in council has been passed asking that Canada may be included as a contracting party.

Another carload of fresh salmon in a refrigerator car will go forward from a syndicate of the local exporters to-day on the Atlantic Express over the C. P. R., en route for New York. The fish are of a fine order and are in splendid condition. A permanent market connection having been formerly established in the Eastern cities for the Fraser salmon, the shipment by carloads will be continued throughout the season.—News-Advertiser, Vancouver, B.C.

Carson Dieckman, a grocer on Erasmus avenue, Flatbush, has commenced a suit against his wife, to whom he transferred his business last month. He alleges that he was under the influence of liquor at the time, and that she took advantage of his irresponsible condition. Mrs. Dieckman contends that he was perfectly sober and that she took the business, paid all the debts, and saved it from ruin. She will contest the case.

A Philadelphia contemporary shows how cholera may come to the relief of some of its merchants: "Some of the leading operators in and out of the wholesale grocery trade are unhappily possessors of large blocks of the dry commodity. Buyers are as scarce as the proverbial hen's teeth, and the only cloud with a silver lining in the fact that a visitation of cholera might prejudice the public against eating fresh fruit and thereby stimulate a brisk summer demand."

The Mooretown Salt Company commenced the manufacture of salt on Monday last. The brine is as clear as crystal and registers fully 100 per cent. The

company's pan has a capacity of at least 200 barrels a day, and the well is said to be the only one in the province of Ontario that is cased to the bottom, which in this instance is 1,693 feet, thus ensuring pure salt. The company has been fishing for drilling tools, casing, etc., for over seven months.

At a meeting of the Commercial Travellers' Association held Saturday night in Toronto ex-President John Burns was presented with an address and oil painting of himself. Mr. Burns made an appropriate reply, and presented the portrait to the association. Speeches were made by Mr. Warring Kennedy, Mr. Hugh Blain, Mr. A. Allan, Mr. J. C. Beach and Mr. James Patterson, ex-presidents; and Messrs. Wm. McCabe, R. H. Gray, James Haywood and J. W. Greenfield.

The Boston Commercial Bulletin gives a few figures taken from the books of Armour & Co., Chicago, at the close of business, April 1st, 1893: Distributive sales, \$102,000,000; hogs killed, 1,750,000; cattle killed, 1,080,000; sheep killed, 625,000; number of employees, 11,000; aggregate wages paid, \$5,500,000; car equipment, 4,000; horses in use, 700. To this may also be added the business of the Armour Glue Works, which employed 750 men and turned out 12,000,000 pounds of glue. The firm of Armour & Co. have just built a grain elevator with a capacity of 3,500,000 bushels. It was entirely constructed and ready for use in the short space of forty days.

For some time past the rice committee of the New Orleans Board of Trade has had under consideration the recommendations of the last annual meeting that some plan be devised for the placing of supervisors at the depots and warehouses to look after the interests of the rice trade. The marketing of the rice crop of the past season gave rise to numerous complaints of lost lots, wastage from improperly handled packages and other kindred abuses. The general idea of the work of the supervisors is based upon the rules adopted by the cotton exchange for the government of the cot-

To Grocers - -

Teas of all kinds, repacked into Half Chests and Catties of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,
17 Common St., MONTREAL.

We Have Them — ?

SEND US YOUR ORDERS FOR
THE SUMMER TRADE.

“MONTERRAT” LIME JUICE
HIRE'S ROOT BEER . . .

H. P. Eckardt & Co., WHOLESALE GROCERS **Toronto**

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**PUDDINGS
CUSTARDS
ICE CREAM**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

We Offer to the Trade :

GREENBANK Double Concentrated Lye, solid and powdered, in tins.

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

ARRIVING THIS WEEK:

From the Finest Gardens in Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - **Montreal**

CAVERHILL, HUGHES & CO.

IMPORTERS

AND

WHOLESALE GROCERS

309, 311 and 313 Commissioner
Cor. St. Peter Street.

MONTREAL

ton supervisors. It is proposed, however, to station supervisors at all depots where rice is received, at the warehouses and on the steamboat landing. These supervisors will prevent as far as possible all waste, and will claim the sweepings for the consignees. They will see that the rice is properly handled and protected from the weather, and perform much the same duties now performed in the cotton trade by the cotton exchange supervisors.

The Columbia Line is the name of the new steamship company which has established a fortnightly service between Antwerp and the St. Lawrence. It is run under the patronage of the Belgian Government, and the Louisiana, 2,000 tons, is the first of the fleet to arrive in port. There are four other vessels: The Pelican, 2,586 tons; the Kent, 2,484 tons; the Glengoil, 2,693, and the Suffolk, 3,303. They are all first-class cargo boats, owned in Glasgow, and will carry general cargo and passengers from Antwerp, and return with freight and cattle. Next season it is the intention to try to get cabin passengers from Canada for Antwerp.

The following agreement was signed by the coal dealers of Ottawa in March last: That the lowest quoted price by the principal wholesale dealers from month to month shall be taken as the maximum price for the month quoted. The expense of handling and delivering shall be the difference between that of a ton of 2,240 pounds and that of a ton of 2,000 pounds. This agreement to hold good for all quantities sold under 25 tons in single order; orders from 25 to 50 tons may be taken at 15 cents reduction per ton. No dealer who is a party to this agreement shall be at liberty to tender at less than 25 cents off the retail price without the unanimous consent of the coal dealers who are a party to this agreement.

DRY GOODS.

TORONTO MARKET.

A fairly brisk week has been experienced by the wholesale trade. The movement generally has been good, and many buyers have been on the market. Laces are in especially strong demand in various kinds, qualities, and colorings. White, creams, and two-tones lead. Summer underwear is brisk, as is light hosiery. Fast black is the color in the latter, except in ladies' hosiery, where colors are again to the front. All kinds of summer dress fabrics have received attention, although the volume of trade in these lines is not extremely large. The staple trade is fairly good, but some lines are being cut, much to the disgust of some of the dealers. Frillings are in good demand, but embroideries are dead. Some kinds of parasols are scarce, and the general sorting trade in these is fairly brisk, especially in fancies of all kinds. Men's summer vests and straw hats are receiving a great deal of attention, and orders are numerous.

Orders for fall are reviving somewhat, and buying is slightly brisker, which is no doubt due to the fact that brighter weather is fast lightening retail stocks.

W. R. Brock & Co. are showing a nice range of polka dot flannels. Wool delaines and navy and black serges are also moving very freely with this house.

John Macdonald & Co. have just passed into stock the largest shipment they have ever received of the justly celebrated Featherbone corsets. Several cases of art cushions, tea cosies, and head rests are also to hand.

W. R. Brock & Co. have bought a manufacturer's stock of sateen outing shirts in white grounds with hair stripes of blue, red and black. These goods can be retailed at a dollar, and are a splendid imitation of silk goods of three times the price.

In their staple department John Macdonald & Co. have just opened two special lines of art muslins with heliotrope and other colored flower patterns, and another line with Madras designs, the latest novelty in these goods. Buyers who have seen these are much pleased with their taking appearance.

W. R. Brock & Co. have opened out their entire purchase of German knit boating shawls and evening wraps, which is much larger, more attractive, and of better value than in any previous season on account of their large trade in this line of goods. They have also opened out their cable repeat orders for their well-known lines of Hermsdorf's absolutely stainless black hosiery in 1-1 rib numbers C.O. and C.I. Back orders have been all shipped.

Wyld, Grasett & Darling have a special line of absolutely stainless black half hose which can be retailed at 12 1-2 cents a pair, or 10 pairs for a dollar, which is something unusual. In fact, their range of half-hose at the different prices is so extensive that no buyer could desire more. Their stock of men's natural wool, natural balbriggan, and brown balbriggan underwear is com-

plete in all sizes from 32 to 46 inches. They show a variety of quality in each of these different makes.

W. R. Brock & Co.'s staple department is in full swing in their fall staples and report large sales. They have two special lines of gray flannel which are particularly good value, and also two lines of all wool blankets which stagger the trade on account of price and quality. They are well satisfied with their share of fall trade.

Wyld, Grasett & Darling have opened several cases of frilling, and now show all the latest novelties in silver light, ostrich, watteau, and hypatia. The latter is the newest thing out, and the demand for it is steadily increasing.

Gordon, Mackay & Co. report a larger demand for art muslins than is usual at this season, which can easily be accounted for when their stock of these goods is examined. It includes single and double fold muslins in a great variety of colorings, and newest designs, marked at their usual close prices.

Wyld, Grasett & Darling have a repeat of shot silk flounced parasols. These are scarce goods.

Gordon, Mackay & Co. are keeping up their reputation for the choice range of black cashmeres they carry, and declare they are now in a better position than ever to cater successfully for the "black goods" trade. Their special line numbered 185 in blue-black and jet, confined to themselves for Canada, should be inspected.

Caldecott, Burton & Spence report that the fashion this year will require belts of a double and single bodice nature, and are now moving actively. They show a special line of blacks and tans at \$2.25, not ordinary value.

In Gordon, Mackay & Co.'s staple department there is a huge pile of bleached sheetings containing some 300 pieces, 60 inch, double warp, plain, suitable especially for single beds. This is a recent importation, secured at a price which enables G. M. & Co. to offer to the trade at manufacturer's cost.

Alexander & Anderson have new shipments of domestic goods in shirtings, flannelettes, flannels, tickings, cottons, etc. The goods were bought early, and they claim that as a consequence prices will be found to be right. Fall samples are coming forward and travellers will have these at an early date.

Gordon, Mackay & Co., who claim to have one of the best assortments of flannelettes in the trade, have just added to their already complete stock a job lot of 1,500 pieces, English manufacture, comprising 45 patterns in stripes and plains. These, with their standard ranges give purchasers a choice of colorings, designs, and prices hitherto unapproached.

Caldecott, Burton & Spence are expecting several cases of black and cream silk guipure laces, which will be pleasing information to dealers, as these goods are very scarce in Canada at present. Their range of parasols for sorting trade is very good, and they are doing a steady trade in these goods.

A bargain is being offered by John Macdonald & Co. in 800 dozen of drill and cashmere vests, being the surplus stock of a West End London (England) manufacturer. The goods are of the latest London designs and patterns, and certainly cannot be beaten in style and finish. A shipment of white pique flat



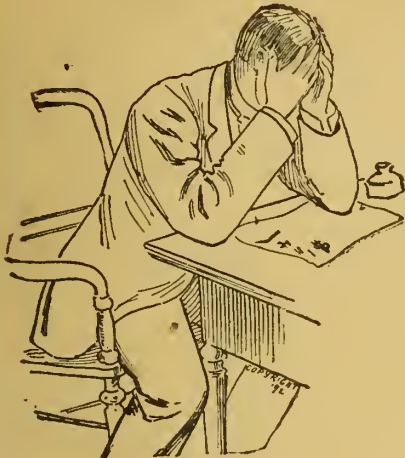
TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.



It will Bother You

To find anything in the **Canned Goods** line at this season of the year that is so useful, convenient, desirable and **profitable** to handle as the

Truro Condensed Milk and Canning Co's
 "Reindeer" brand Condensed Milk, and
 Condensed Coffee and Milk.

Have you any in Stock ?

If not, please write us for
 sample case.

"NONPARIEL" TABLE JELLIES

Batger's (^{London,}_{Eng.}) unequalled Solidified
 Table Jellies. Spring shipment just in.

These superior goods stand unequalled in this or any
 other market. All flavors in $\frac{1}{2}$ pints,--Pts.--and Qts.

EBY, BLAIN & CO., Wholesale Grocers Toronto, Ont.



- LORD - -
- STANLEY
OUR
NEW
BRAND
OF
Black Tobacco
Send for sample
Butt or Caddy.
~
EMPIRE
TOBACCO
Co.

MONTREAL

ties is also to hand; also white China four-in-hands, fancy pique derbys, and the World's Fair bows. This latter is a very taking piece of neckwear. A German braid four-in hand is the latest novelty in washing ties. The patterns and colorings are suitable for summer.

John Macdonald & Co. have received a few new lines in all wool carpets in some very new designs and the latest colorings. These are a few new lines taken in for the benefit of the sorting trade.

MONTREAL MARKETS.

Anticipations regarding an increased trade in dry goods have been fully verified, and the warm weather we have been having has increased the movement in a sorting up way for all kinds of summer fabrics. The turnover of summer underwear, hosiery, costumes, hose, and dress fabrics, especially for all wool staples, such as challies, etc., has been unusually good. Staples in fact of all kinds are firm, and the same is to remark about all lines of domestic fabrics which generally rule steady.

Several of the wholesale houses complain about the action of the colored cotton combine in unloading a lot of goods on the market at a heavy reduction after the wholesalers had loaded up with goods. It is contended in connection with these, however, that these goods offered so cheap are very undesirable, and, despite the low prices given on them, will not seriously affect the regular market. They consist principally of gingham.

Considerable regret is expressed by the more conservative houses that the mischievous and harmful custom introduced a year or so ago of giving goods now and dating them for the fall is being continued this season, and goods now in everyday demand are being sold in this way. The result is that traders generally are buying their spring and summer supplies dated fall, and their fall and winter supplies dated as spring. It is claimed that this unsatisfactory state of affairs is all due to the action of one or two houses, who proposed it without any solicitation by the retail trade, who were quite content with present dates had not the other proposition been made to them.

Messrs. S. Greenshields, Son & Co. are opening up this week an extensive line of Irish point and Gulpure laces in shades of black, cream and white. They are also receiving a large line of velveteens in the popular shades of lizard, vert, eminence, heliotrope and bright cardinal.

The supply of challies on the market is small. Messrs. McIntyre & French had an extensive assortment on board the S.S. Wandraham which was wrecked down in the gulf, and they are of course practically ruined. The demand runs principally in heliotrope on a dark ground.

Messrs. J. G. McKenzle & Co.'s is one of the houses which have a full assortment of challies in the popular shades, both on light and dark grounds.

The houses all expect their travellers in this week. Stock-taking is going briskly on, and work will be commenced on fall samples shortly.

Larose & Poquin had a large line of German cashmeres on the Wandraham, and the General Bazaar was another

large consignee on the same boat. The latter are offering the damaged goods this week at a wholesale reduction.

Mr. Wm. Agnew, of Wm. Agnew & Co., has got back from his trip west, and is now up in the Ottawa Valley. He had an encouraging trip right through on the whole.

Jobbers here remark that it is interesting to note that silks at present values are higher than they ever were before except once, and that was in 1876. This was fully explained in the May issue of The Dry Goods Review.

Reports in regard to placing orders on fall account continue to be satisfactory.

Matthews, Tower & Co. have been pushing an extensive line of broad brimmed cow-boy hats that they are handling in Manitoba and the North-west.

REGARDING NEW JAPAN TEAS.

N. Y. Bulletin of Friday says: Local jobbers express satisfaction with average quality of samples of new Japan teas received here thus far this season. These samples represent shipments by the first three vessels from the primary source of supply and, to all accounts, reveal remarkably high average quality. Of itself that is considered a favorable feature, but quite as important is the fact that average prices are somewhat lower than those that ruled at the corresponding period last year; and, as the matter of cost is particularly important in these times of financial depression and nervousness in trade circles generally, distributors find some cause for satisfaction, as far at least as the opening of the season is concerned. Regarding the supply, nearly all advices are to the effect that the 1893 crop will exceed that of last year. Coincident with this is the fact that purchases have been made within a very few days at prices that have the appearance of being very low when compared with quotations made at the beginning of the season. It is not uncommon that an early reaction from opening prices takes place, since the mere anxiety to secure new teas as early as

possible prompts some buyers to pay fancy prices for first invoices. To some extent similar anxiety played some part in shaping initial prices this year, and the natural reaction is therefore not surprising. Well informed jobbers, however, attach some importance to the fact that a fair amount of old Japan tea is on hand at the present time, whereas the markets were almost bare a year ago, and, connecting this with the fact that prospects are flattering for a good supply, they incline to the opinion that moderate cost is likely to be the rule during the early part of the season at least. Orders from retail trade are therefore solicited at prices unusually close to original cost, and the belief is that moderate prices and higher average quality will ultimately be reflected in a larger volume of consumption.

Editor (to delinquent)—"I'd like you to pay that bill this morning."

Delinquent—"Pay the devil!"

Editor—"No, he can wait; you settle with me now and the devil hereafter."
—Atlanta Constitution.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

FOR DAIRY . . . BUTTER
OR DRESSED . . . POULTRY

Write or Wire

PARSONS PRODUCE CO.
WINNIPEG—MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville Ont.
JOHN DEWAR & SONS, Tullymet Distillery Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Lt'd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

CARD'S CELEBRATED
Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbound, Ralston & Co., Montreal; Bate & Sons, Ottawa; Wickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
GUELPH

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,
Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commission. Agents for all lines of Canned Corned Beef. Egg Carriers supplied.

Butter is doing a little better to-day at 14 to 16 cts. Eggs are 12 cts. Dried Apples 4 cts. Potatoes \$1.00 to \$1.10. Beans \$1.30 to \$1.40. Wool 19 cts. All old Honey cleaned out, clean boards for the new crop.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission Only.

74 FRONT ST., EAST

.. TORONTO ..

PARK, BLACKWELL & CO.
(Limited.)

—SUCCESSORS TO—

JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Breakfast Bacon, New Special Rolls, Beef Hams, Long Clear Bacon, Butter, Cheese, Lard, Eggs, Etc.

Write for Price List.

PUT
TEXAS BALSAM
IN STOCK

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

—DEALER IN:—

Bananas, Pine Apples, California, Messina and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S. S. "Charrington," 1500 Boxes Extra Fancy Messina Lemons; ex S. S. "Fremona," 3000 Boxes Extra Fancy Messina Lemons; ex S. S. "Dragon," 300 Boxes Extra Fancy Messina Lemons. These are all Extra fancy November-cut Messina fruit, among them being 2000 Boxes of the celebrated Santi de-Pasquale brand, which is so well known for their long-keeping qualities.

Write for quotations.

J. (LEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy and sweet, better stock than we have ever had. Messina Lemons, Figs, Dates, Nuts, Almeria Grapes, Bananas, Pines, etc., in stock. Full line Fish and Oysters during Lent.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Business.

The Best Grocers Make
a point of Keeping it always in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, June 8, 1893.
GROCERIES.

Not a new and special feature has developed in trade during the week. The turnover has been comparatively small, although not more so than a week ago; in fact, if anything, it is probably slightly larger. Travelers report but little doing on their routes, although the farmers are visiting the stores a little more frequently, having generally finished seeding. Locally the coffee market is still in that uninteresting condition that has characterized it for some time, but the outside markets have been attracting some attention on account of the fluctuations they have shown. In dried fruits there is just the ordinary demand, and the only thing new in values is an advance of 1s. in currants in London. New rice is coming in more plentifully, but there is not much demand yet. Sugar is quiet, firm and unchanged. The refiners refuse to shade, while the Moncton refinery has advanced prices $\frac{1}{8}$ c. during the week. The season is practically over for syrups and molasses, and there is consequently little or no interest being taken in these lines. There is a fair seasonable movement only in teas and prices remain as before. Canned goods are in fairly good demand, and opinions are somewhat conflicting regarding tomatoes. Eggs and butter are weak, and another week or so will probably see cheese lower in price.

COFFEE.

A few small lots are sufficient to supply the local demand at prices unchanged. We quote same as before:—Rio, $19\frac{1}{2}$ to $21\frac{1}{2}$ c., East Indian, 27 to 30c., South American, 21 to 23c., Mocha, 26 to 30c., Santos, 21 to 22c., Java, 30 to 32c. Outside markets were irregular during the latter part of last week, but they have been all steadier during the last few days and the result is fractionally higher prices than a week ago. The visible supply of Rio coffee indicates a decrease of 197,000 bags.

DRIED FRUIT.

The only thing really new in the dried fruit market is a firm feeling in currants consequent upon an advance of 1s. in the English market. Demand for Valencia raisins is ordinary only and prices are unchanged. The idea for off-stalk is still 4 to $4\frac{1}{2}$ c. pound for seconds, $5\frac{1}{4}$ to 6c. for fine; layers, ordinary selects, $6\frac{3}{4}$ c., fancy selects, $7\frac{1}{2}$ to 8c., according to quality. Demand for currants is small; in fact probably more so than usual, in spite of the anticipation of higher prices. The idea continues to be 6 to $6\frac{1}{4}$ c. for good

fruit and $5\frac{1}{2}$ to 6c. for ordinary. The usual sorting up trade is being done in prunes at $7\frac{1}{4}$ to 8c. in cases. Dates quiet and unchanged at 5 to $5\frac{1}{2}$ c.

RICE AND SPICE.

Rice quiet. The mill has all kinds of rice ready for delivery. The idea is $3\frac{3}{4}$ c. for common and $5\frac{3}{4}$ c. Patna.

There is not much doing in spices and prices are unchanged. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

There has been no material change in the situation. A few car lots are moving, but there is not much yet doing in a sorting-up way. The refiners are still looking for higher prices and will not shade at all. The Moncton refinery has advanced its views $\frac{1}{8}$ c. since a week ago. Granulated advanced 1-16c. in New York on Monday, and cable advices report an advancing market. Granulated is firm here at $5\frac{1}{2}$ c. A dark and undesirable yellow can be obtained at $4\frac{3}{4}$ c., but anything like a good yellow cannot be obtained at less than $4\frac{1}{2}$ c.

Willett & Gray, New York, say:—Latest Notable Facts Affecting Sugar—Appearance of cholera in Hamburg, the principal shipping port of beet sugar. Rapid and unusual decrease of stock of raw sugars in the United States early in the season. Possibility of reduced meltings from inadequate raw supplies. Unfavorable financial conditions holding back a probable advance of prices.

The Week—Raws and refined unchanged. Receipts, 17,064 tons; meltings, 37,000 tons. Total stock in all the principal countries, 1,170,373 tons, against 1,445,258 at same date last year. Afloat to the United States from all countries estimated, 70,000 tons, against 80,000 tons last year.

Raws—The advance noted last week has been fully maintained. Refiners by keeping quiet and showing no anxiety over the situation have avoided a further advance thus far, and drawn out a few more cargoes on the previous basis, but the purchases and receipts are so far below the meltings and sales that stocks have decreased rapidly, 20,000 tons for the week. The strong statistical position is still partially offset by the weak financial position and inability of buyers to carry as much refined product as the conditions warrant. Two sugar vessels were swamped at sea on the voyage from Cuba. It is very unusual for the stock of sugar in the United States to decrease at this season of the year.

Refined—The market still remains in favor of buyers. Early in the week orders were large and purchases free to the extent of monetary facilities. The conditions remained unchanged at the close and buyers are taking all the stock they can pay for comfortably as is fully warranted by the conditions of the raw supply markets. Refiners have been melting in excess of requirements, but this may be changed by necessity, should purchasers of raws continue to be made in amounts below meltings, and it is difficult to see how purchases can be increased very much even by paying moderate advances. This is a very exceptional sugar campaign and the advance is by no means ended, or the difficulties of an assured supply to the end at all diminished. We advise carrying full stocks all the time.

SYRUPS AND MOLASSES.

Syrups neglected. Low grades are scarce, and they have none in the United States of the test that would allow them to be brought

in here; $2\frac{1}{2}$ to 3c. is still the idea. Molasses is much about the same as syrup. The idea is 32 to 40c., according to grade.

NUTS.

Nuts are quiet and unchanged. We quote Brazil nuts 11 to $11\frac{1}{2}$ c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green; cocoa nuts, \$5 to \$5.50 per sack.

TEAS.

There has been very little movement in teas. Ceylons and Indians, from medium to high grades, continue to show exceptionally good value. Low grades are scarce and dear. A little more is being done in young hysons, chiefly in low grades. Japans are rather quiet. A few more new season's teas are offering, with buyers showing an inclination to secure nothing under high grades. The new crop Japan teas, expected to arrive here Friday or Saturday of last week, had not arrived at time of writing. We quote Japans—Low grade and common, 13 to 14c. Medium, $17\frac{1}{2}$ to 19c.; fine to finest, 28 to 35c. Blacks—Low grades congous, $14\frac{1}{2}$ to $16\frac{1}{2}$ c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy 60 to 70.

BUTTER AND CHEESE.

Increasing weakness still characterizes the butter market. During the week receipts have been liberal, particularly of tubs, the warm weather having caused arrivals of large rolls to fall off perceptibly. Saturday last tubs touched as low as 13c., but the range is $13\frac{1}{2}$ to 14c. for good, the inside figure being for job lots; for something choice in dairy tubs the retail grocer would probably pay 15c. Large rolls are quoted at 13 to 14c., and pound rolls at 15c. The enquiry is good for tubs and pails. Receipts of creamery butter have been pretty heavy. This season a lot of new creameries are on the market, which has had the tendency to lower prices. There is a fair demand for creamery, and it may be expected to improve as the weather gets warmer. The idea is 21 to 22c. for tubs and 23c. for pound prints.

Demand for cheese is rather better than a week ago and the supply is increasing. There have been transactions between the factories and jobbers at $9\frac{1}{4}$ to $9\frac{1}{2}$ c., and the latter are quoting 10 to $10\frac{1}{2}$ c. here, but these prices are not likely to be long maintained. There is still a little old on the market, for which 11 to $11\frac{1}{4}$ c. is the idea.

COUNTRY PRODUCE.

BEANS—There is no change. Jobbing trade is dull with prices unchanged at \$1.40 to \$1.45 per bushel.

DRIED APPLES—Dull and easy. Jobbing lots are going out at $4\frac{1}{2}$ c. and small lots at $4\frac{3}{4}$ c.

EVAPORATED APPLES—Inactive. There have been a few jobbing lots selling at 8c. and small lots at 9c.

(Continued on page 20.)

Egyptian Onions
Bermuda Onions
NEW CABBAGE
CLEMES BROS.

Phone. 1786

TORONTO



A Comparison . . With Other Goods

Will, we think, result favorably to ourselves. Great care is exercised in the selection of the materials and in the preparation of our stock. Our customers tell us that they are the best Domestic Goods packed in Canada. Is that your verdict? Have you seen them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

CANNED
Lobsters
Direct from Packers—1893 Pack.
Wholesale houses only, supplied.
L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manu-
facturers,
TORONTO.

Do not Buy Poor Goods

THE Lakeport

PRESERVING CO.

Pack the Best

FACTORIES AT LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening
A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Keep your
EYE
on the



and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

CANNED GOODS.

TORONTO.

Opinions regarding the market are varied. This is particularly so in regard to tomatoes. All this indicates an unsettled feeling. The bulls and bears are easily discernable, and, strange to say, some of those who are known to hold at least fairly good stocks are in the camp of the latter and make no bones about saying so. Those who are taking the bear side claim that stocks are larger than expected, that while demand is good prices are unsatisfactory, a good many having bought at prices which will not now yield them a profit. Some of those who even take this view of the situation acknowledge that the low prices may so induce consumption that the end of the season may see stocks pretty well cleaned up, but even then they hold that the result will not be satisfactory as far as prices are concerned. The bulls on the other hand claim that stocks are not large, and as an evidence of their faith in the market some of them are holding tomatoes at slightly higher prices.

Another thing they pin their faith in is the United States market which they say will take our tomatoes at 80c. Toronto. But it must be remembered that holders on the other side are, as N. Y. Bulletin puts it "quietly getting under the umbrella," as new good will be on that market in five or six weeks and that three pound canned tomatoes have been purchased for shipment hence from England at \$1.27½. There have been no further shipments this week to Chicago from Toronto, but a Hamilton firm announces that it has sent forward 1000 cases of tomatoes. There are some tomatoes, of brands not so well known, selling freely on the Toronto market at 80c. and this in itself, aside from all other influence would have a weakening tendency on the market. The idea with most houses, however, is 85 to 90c. Peas are selling at from 85c. up, but there is not much doing. Corn is rather scarce, with prices firm at 85 to 90c. Corn is evidently good property, and is about the strongest article in the canned goods trade. Stock of peaches is light, while demand is good and prices unchanged at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Plums are in fair demand and unchanged at \$1.45 to \$1.55. Apples are getting scarce and demand is improving; 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. There is an active demand for the better grades of salmon at \$1.50 to \$1.55 for talls and \$1.70 to \$1.80 for flats. Lobster continues in good demand at \$1.90 to \$2.10 for talls and \$2.50 to \$2.70 for flats. Since the warmer weather set in there has been an improvement in the demand for sardines, at unchanged prices.

SURPRISE SOAP

Is Not Cheap, but is finest quality
at a fair price.

\$5.00 PER BOX OF 100 CAKES.

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.,

Branches :

MONTREAL : 17 St. Nicholas St.

TORONTO : Wright & Copp, 40 Wellington St. East.

WINNIPEG : E. W. Ashley.

MARKETS—Continued

EGGS—Receipts liberal and prices easy at 11 to 11½c. Handlers will be through pickling in a few days and then lower prices may be looked for.

HONEY—No change, extracted white being quoted at 8c. and dark at 5c.

POULTRY—Much as before. We quote : Chickens 75 to 85c., turkeys 10 to 12c. a pound, geese 8 to 10c. a pound.

POTATOES—The market continues steady with supplies scarce; 98c. to \$1 is the idea on track and \$1.05 to \$1.10 is asked for small lots. New potatoes are on the market and they are selling at \$4.75 per barrel.

ONIONS—There is the usual trade doing and prices are unchanged. We quote red at \$1.10 per bag, \$2 per barrel, and yellow at \$1.20 per bag and \$2.25 to \$2.75 per barrel; Egyptian, \$2.50 to \$2.75 per bag.

HOPS—There is not much doing and prices are easier at 15 to 17c. for 92's and 10 to 12c. for yearlings.

HOGS AND PROVISIONS.

The packers being out of the market for hogs the butchers are the only buyers and prices are in consequence lower at \$7.50. Demand is increasing for hog products particularly smoked meats, and prices are steady and in fact rather firmer in some lines.

BACON—Long clear, 10½ to 11c. Smoked backs 13c., bellies, 13½ to 14c., rolls, 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked.

LARD—Pure Canadian is 13c. in tubs,

13½c. in pails and 12¾c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22.

DRESSED MEATS—Beef fores are 4¼ to 5½c., hindquarters 6 to 8½c., veal 8 to 7½c., lamb 8½ to 9½c.

GREEN FRUIT.

A good business is being done in this line. Oranges are in rather better demand than a week ago and prices are without change. The hot weather has given quite a stimulus to lemons. Demand is scarcely so good as it was for bananas, although there are not too many coming in owing to the higher prices ruling in the United States markets. Pineapples are coming in more freely, but they are being absorbed by the market at prices rather lower than a week ago. There are a few foreign tomatoes coming in and they sell at \$2.50 to \$2.75 per crate of 30 boxes for Floridas and \$3 per crate of 24 boxes for Mississippi's. Strawberries are arriving more freely and they sell at 14 to 15c. a box. Oranges—Messinas, \$4.00 per box for 200's, \$3.50 to \$3.75 per box for 160's, \$1.85 to \$2 for 80's and \$2 to \$2.25 for 100's, \$2.50 for bloods, half box; lemons, \$3 to \$4.50; bananas, \$1.25 to \$2; pineapples, extras, 17c., No. 1 15c., No. 2 12½c., No. 3 10c.; California apricots, 20c. per lb. 25-lb. boxes; apples, \$1.50 to \$2 for ordinary stock and \$2.25 to \$3.50 for choice to fancy.

MAPLE PRODUCTS.

Dull and easy. We quote maple syrup at 75 to 80c. per wine gallon in tall tins and 70

SYMINGTON'S

COFFEE
ESSENCES

... UNEQUALLED ...

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.,** or write **E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

HYGEIA WATERS

TO THE TRADE

Very many thanks for your kind patronage.

Carbonated Beverages will be my **Specialty** this year instead of a side line. We make no cheap goods and do not use rubber stoppered bottles but fresh corks every time. A 2 cent deposit is charged and allowed on all quarts.

Please note my new address where I will be glad to see any member of the trade at any time.

Yours respectfully,

J. J. McLAUGHLIN

Mnfg. Chemist.

Tel. 2025. 153 and 155 Sherbourne St.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. G. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

Butter Tubs.

BEST WHITE SPRUCE.

Butter Bowls

MAPLE AND COTTONWOOD.

Oak Dash Churns

WALTER WOODS & CO.
HAMILTON.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

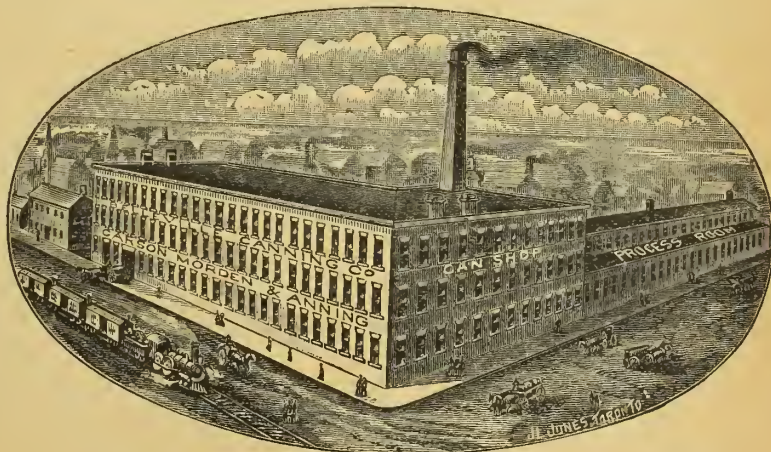
PACKERS OF THE

"Queen Brand" Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued.

to 75c. per wine gallon in flat tins. Maple sugar is unchanged at 8c to 10c.

FISH.

There is a fair business doing at last week's prices. Supply is about sufficient for the demand. We quote: Fresh salmon, 20c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; ciscoes, \$1.35 a hundred; finnan haddie, 5c.; perch, \$2 to \$3 per hundred, as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; shad, \$3 a dozen; halibut, 15c. a lb.; salmon trout and white fish, 7 to 7½c.; eels, 8 to 10c. a lb.

HIDES, SKINS, TALLOW, WOOL.

HIDES—No material change. Supplies are not large at the moment and all offered are taken at 5¼c. for good selections.

SKINS—Calfskins are lower, jobbers now paying 8c. and demand is light. Wool skins are scarce at \$1.40 to \$1.50 and lambskins are quoted at 30c.

TALLOW—Steady and unchanged, jobbers paying 3½c. for rendered and selling at 6 to 6¼c.; rough 2c.

WOOL—There is a little beginning to come in, and dealers are paying 17 to 18c. for good merchantable fleece combing, and for coarse unwashed 10c. and fine 11 to 11½c. The mills are still fairly well employed.

PETROLEUM.

The Petrolia Advertiser in its weekly report says: "The dullness which was so apparent at the close of last week has, in some instances, become more active and promising. Refined illuminating oil is very depressed. The general position of crude oil is dull and unchanged, but is steady. The movement in consumption of course will quicken as the season advances, and in two or three months from now there is no doubt that a better tone and feeling will prevail. In the meantime the situation is decidedly interesting, and uncertain whether the market will improve or go lower. Should the demand from manufacturers improve, it would send prices upward, as no considerable quantity of the raw material can be secured at present figures; but, on the other hand, a continuance of the present dullness will probably witness a further shrinkage in the prices. On the other hand, holders of oil who can afford to carry their holdings are confident that a change for the better is sure to come, and they do not propose to sacrifice their oil when by holding it they believe they will be able to realize a much better price as a reward for their patience and faith in the future. They are encouraged in the position they take by the fact that the stocks here of both crude and refined are very small, and supplies in the east are supposed to be limited. Indeed it is the general belief that with a normal demand during the remainder of the season an actual scarcity may be experienced, but to counteract this the drill can be set to work, as the territory is prolific enough for years to come to supply any extra demands that may be made on it." The Advertiser quotes Petrolia crude \$1.07 per barrel in tank, or \$1.10 delivered.

MARKET NOTES.

T. Kinnear & Co. are offering a new package tea in pounds and half pounds. It is known as the "Victoria Ceylon" tea. These

goods are specially selected by one of the best houses in England. The tea will retail at 50c. a pound.

Gillard & Co., of Hamilton, are in receipt of a large shipment of new Japan teas. The quality is fine.

Sloan & Crowther are handling a fine line of fancy biscuits, which they are selling much below the regular price.

Eby, Blain & Co. have received 100 cases of finest French macaroni and a large shipment of Italian macaroni.

French peas are scarce and a good enquiry has developed for them.

Davidson & Hay have received a fresh shipment of Cross & Blackwell's goods.

Eby, Blain & Co. report the arrival of a large shipment of thistle brand of finnan haddie, exceptionally fine goods.

A new stock of thistle brand finnan haddie has been received by Davidson & Hay.

Smith & Keighley have received their first shipment of the famous May pick Japan tea.

J. W. Lang & Co. are showing good value in Oolong teas.

H. P. Eckardt & Co. are offering a fine line of Ceylon tea at 28c.

H. P. Eckardt & Co. are advertising some desirable lines of summer beverages in this issue.

T. Kinnear & Co. report the arrival of a new shipment of prunes which they are offering to the trade at reasonable prices.

Faulder's silver-pan marmalade and jams are rapidly increasing in consumption. Send in your orders to H. P. Eckardt & Co.

Gillard & Co., of Hamilton, made a large shipment of tomatoes to Chicago this week.

The Kingsville Canning Co. has settled at \$700 the case preferred against it for selling soaked peas.

Gillard & Co., of Hamilton, state that the demand for their extra choice pale colored Mikado chop is increasing. These teas are packed in fine metal cases in bulk.

The Canadian mill is placing a new Japan rice on the market. It is known as "J," and sells at 3¼ to 3½c. This is the first time they have offered a low-priced Japan rice.

The Pure Gold M'fg Co., of Toronto, are putting up about 100 tons of lemon, orange and citron peel in 7-lb. boxes, for next fall's trade. The samples shown compare with the finest imported peels.

On page 33 of this issue will be found the advertisement of C. James & Co., pickles, etc. These goods are handled largely by all the leading grocers in the Maritime Provinces, and live dealers will do well to correspond with Mr. Eagar, Halifax, N.S., and take advantage of the inducements offered.

Regarding the conditions of the East India growths of coffee, the following in substance is the current story: "In mid-Java the coffee crop has been greatly marred by

heavy and continuous rainfall; leaf-disease has also made considerable headway, and on most of the estates the yield is expected to shrink heavily this year.—N. Y. Bulletin.

O. & W. Thum & Co., manufacturers of Tanglefoot fly paper, Grand Rapids, Mich., are in receipt of a letter from C. Mealey, proprietor of Greenwich Pharmacy, in which he says: "This makes my seventh year that I have sold it, and have never lost a sheet during the whole time, and have kept it over winter.

M. F. Eager, Halifax, N.S., general agent for Canada for Christopher James & Co.'s, London, pickles, sauces and marmalades, is advertising for one jobber in each city to handle these goods. They are sold largely in the Maritime Provinces. In order to introduce this imperial pint bottle of pickles he is offering to sell them for the next three months to retailers at \$2.40 per dozen.

The "Under two Flags" Japan, now offering by Lucas, Steele & Bristol, of Hamilton, is quite up to anything previously offered by them. They will be pleased to send samples of any teas.

The Sterling Soap Co. has adopted a unique way of advertising its goods. Posted on numerous hillsides are large signs in white letters which stand out in bold relief against the green background and can be seen and read at a considerable distance.

Advices received from T. Irvine & Co., Liverpool, by F. Dane of Toronto, state: The hay crop in England is attracting the serious attention of all concerned therein, for the country has never been so bare of stocks nor the consuming centers subjected to so tight a pinch before. To the unprecedented drought and the lateness of the rains is to be attributed the practical failure of the first crop, which may virtually be put down as nil. Prices for good hay have already advanced to 100s. per ton of 2,240 lbs., and higher prices are looked for, as too much cannot be expected from the second crop, although possibly it may be earlier than usual. It is therefore undoubtedly a most favorable opportunity for the exportation in pressed packed bales of good sound hay to this country, as in our opinion a substantial profit will accrue.

MONTREAL MARKETS.

MONTREAL, June 8, 1893.
GROCERIES.

The week has not furnished anything special in actual business, but genuine surprise was the failure of Messrs. Regan, White & Co., who were a hard-working firm and whom everyone expected to go ahead. The close business and extensive financial resources of the older houses and the way they made use of this advantage is the only possible solution of this trouble. Most of the leading lines have been quiet and prices are being cut so close that the universal complaint is that profits are so infinitesimal that a microscope is a requisite in every counting room. Teas and coffees are quiet, but the latter is firm and spices are the same way,

The Western Milling Company

(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

FLOUR AND FEED.

TORONTO.

The flour market continues dull and feed is irregular. Prices remain much as before.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.30 to \$4.35; strong bakers' \$3.80 to \$4.00; white wheat patents, \$3.50 to \$4.00; straight roller, \$3.15 to \$3.30; low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.25 to \$3.60.

Car prices are: Toronto freights—Manitoba patents, \$4.25 to \$4.35; Manitoba strong bakers', \$3.90 to \$4; Ontario patents, \$3.25 to \$3.50; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.00. to \$4.30 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$14.00, do (on track) \$12.50 to \$13.50, shorts (ton lots) \$15, ditto (on track) \$15; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 37 to 38c. on track.

HAY—Baled timothy, demand is good and supply fair at \$9.50 to \$10.

STRAW—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market is dull and reports from the country and abroad tend to create easiness if anything. Low grades continue in fair request, but no transactions of any genuine importance can be cited. We quote the following quotation:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55; extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', \$3.90 to \$4.

SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

COUNTRY STORE AND STOCK—IN WESTERN Ontario; also wagonmaker's shop cheap. A. G., CANADIAN GROCER. 23

A GOOD GENERAL STORE FOR SALE—stock about \$4,000 to \$5,000—also postoffice in connection, in the village of Norland, situated on the banks of Gull River. Apply to Postmaster, Norland. 24

OATMEAL

Dominion Mills,
LONDON.

Excelsior Mills,
MITCHELL.

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embros Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

Robinson's Patent Barley

For sale by all Druggists and Grocers, and wholesale of the Agents—FRANK MAGOR & CO., 16 ST. JOHN ST., MONTREAL. Write for Samples and Quotations.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY
FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.
AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FC COMPANY

London
Montreal

Toronto
Winnipeg



MONTREAL Markets Continued.

while sugar is strong in tone, and when the consumptive movement of the summer months sets in in earnest a general appreciation in price is anticipated, especially as the news from all points with regard to raw continues firm. Reports regarding molasses are very conflicting, and the market exhibits an irregular tone. The actual movement at the moment is small. Payments are reported as fair during the week.

SUGAR.

The sugar market continues firm in tone and the tenor of advices on raw indicate a further upward tendency if anything. A telegram to a local broker to-day stated that the price of granulated had been advanced another 1-16 in New York, and the trade here are expecting that this market will follow suit, only more so if anything, as the supply of raw material here for reasons already outlined in THE GROCER is not excessive, and the refiners no doubt will take full advantage of their opportunities. At present the actual movement is not very brisk, but consumption is expected to increase shortly, owing to the fruit season coming on and this will very likely have a stiffening effect on the price. Our quotations for spot business are nominally unchanged under the proviso above outlined, and we quoted 5¼c. for granulated and 4¼ to 4½c. for yellows according to grade.

SYRUPS AND MOLASSES.

There has been a little more doing in Canadian syrups at about 2 to 2½c. per lb. for choice qualities in the wood, while American sells slowly at 18½ to 20½c. per gallon.

Reports regarding the molasses market are conflicting especially in regard to first cost at the Islands. One dealer here claims that he can sell at 12c. first cost, while others scout the idea and say that 13c. is the very best figure possible. Spot business at the moment from second hands is small, and the combine stoutly assert that 33c. is the best figure they will give, but as we noted last week business in 25 and 50 puncheon lots, has it is claimed, been done for less money.

TEAS.

The failure of a wholesale grocery house who did a large business in teas has had little effect on the tea market here so far, and the position in its main features is essentially unchanged. No large transactions are reported, low grades and medium Japans receiving what attention there is to note. Blacks and greens are quiet and steady.

COFFEES AND SPICES.

The coffee market is quiet and steady. We quote Jamaica 19 to 20c., Maracaibo 20 to 22c., Rio 19 to 21c., Java 24 to 28c., and Mocha 25 to 28c.

Spices generally rule firm, with a moderate trade doing. Jamaica ginger selling at 16 to 18c., and finer stock 20 to 24c. Black pepper is 8 to 9c., pimento 6½c., and nutmegs 50 to 52½c. and \$1 for round business in a wholesale way.

DRIED FRUIT.

There has been a moderate trade doing in dried fruits, several lots of Valencia raisins changing hands at 4c. for good sound off-stalk. Layers are scarce and quoted at 6 to 6½c. Currants are still very dull, with values about as quoted last week—namely, 5 to 6c. as to quality.

RICE.

A good distributive business is reported in rice at unchanged prices. We quote ordinary, \$3.85 to \$4; Japans, \$4 to \$5.50; and Patna and Carolinas, \$4.50 to \$5.50.

FRUIT.

In fruit the market has been of a steady jobbing character. Lemons have met a fair demand at rather easier prices, about \$2 to \$4 per case being the idea. Oranges have been much the same way, moving during the week at the following: Messina \$3 to \$3.50, and Sorrento \$2.50 to \$3. Pineapples are quiet at 10 to 20c.; bananas, 75c. to \$2.50 per bunch; and figs moving freely at 9½c. per lb. in large boxes.

BEANS.

The market is moving quiet, a few lots of hand picked Western moving at \$1.60 to \$1.65, and \$1.25 to \$1.50 for ordinary to good. Some poor lots changed hands at \$1 to \$1.10.

HONEY.

Honey rules quiet and unchanged. Extracted sells at 6 to 8c. and comb stock 9 to 13c. according to quality.

HOPS.

The hop market continues very slow, and we quote choice 17 to 18½c., poorer qualities 14 to 16c. A few lots of old hops are knocking about the market at 6 to 10c.

POTATOES.

The market has turned a shade weaker during the week. Round lots of good to choice have sold at \$1 to \$1.10 per bag of 90 lbs., and choice Early Rose \$1.10 to \$1.15.

PROVISIONS.

The provision market has ruled dull and neglected, but prices are nominally unchanged. Canadian short cut, per brl., \$21 to \$22; mess pork, Western, new, per brl., \$22.50 to \$23; hams, city cured, per lb. 12½ to 13¼c.; lard, Canadian, in pails, 12 to 12½c.; bacon, per lb., 11½ to 12½c.; lard, common refined, per lb., 10 to 10½c.

EGGS.

The egg market rules easy, but dealers are still gathering 11 to 11½c. for small to fair sized lots. Receipts continue heavy, and with the hot weather we are having a decline is bound to come.

CHEESE AND BUTTER.

The cheese market is rather quiet after the sailing of the London steamers, with little business to note. The tone was about the same and prices can be quoted: Finest colored 9½ to 9¾c., finest white 9¼ to 9½c., under grades 8½ to 8¾c.; cable 50s.

Butter remains about the same, with only a jobbing movement to note. It is anticipated that next week there will be offerings of creamery. Shippers proclaim that they don't care much about this unless the figure is a very reasonable one. It is probable in connection with these goods that present prices will ease off a trifle, as the factorymen, no doubt, will want to clear up this early make before they get into the June run. New creamery 18½ to 19½c., new townships 17 to 18c., Western dairy 15 to 16c., Western roll 13 to 14c.

MONTREAL TRADE NOTES.

New York advices state that granulated was put up on that market on Tuesday 1-16 of a cent, and dealers expect our market to follow suit.

The agent of a German firm, who is here at present, says that he can see no possible way in which a further and decided advance in the price of refined sugar is to be prevented.

The firm of Caverhill, Rose, Hughes & Co. has dissolved, and the business will now be carried on by Mr. John L. Caverhill and Mr. H. H. F. Hughes, under the name of Caverhill, Hughes & Co.

L. Chaput & Sons say that despite all talk about low offers and easier prices

on Barbadoes molasses they are the owners of a thousand odd puncheons or so on the wharf, and don't feel at all anxious about their property.

George Childs & Son have about settled down thoroughly into their new premises on McGill street. This street is now a regular grocery centre, as over six of the big wholesale houses now have their warehouses within a few blocks of each other.

John C. Rose, late of Caverhill, Rose, Hughes & Co., has gone to England to complete arrangements for some British agencies for grocery specialties. Associated with him in his new venture will be W. L. Laflamme, who is also late of the firm of Caverhill, Rose, Hughes & Co. They already represent the following: Ram Lal's pure Indian tea, Bendorp's Royal Dutch Cocoa, Batger's jams, marmalades, and solidified jellies, Fould's wheat germ meal, McLaren's Imperial cheese, Cunningham De Fourier & Co.'s potted meats, Patterson's sauces and Essence of Coffee and Fruit Pudding.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., June 8, 1893.

Trade does not have the "go" to it that dealers would like to see. The cause of it seems to be the small amount of money in circulation. Sugar market is dull, though firm. Breadstuffs are somewhat easier. A fair trade is doing in tea. Provisions still keep high. In fish prices are advancing. Canned goods are being pushed, and some houses to effect sales are lowering prices.

Sugars.—The demand has been very light the past week, which gives buyers the opinion that prices should ease some, though the very firm quotations on raws would indicate a further advance as the probable outcome of present dullness. Quotations are as follows: Granulated 5.20 to 5.3-8c.; extra c., 4.1-2 to 4.3-4c.; yellows, 4.3-8 to 4.1-2c.

Molasses.—The market is dull. Barbadoes is quoted 32 to 33c.

Rice.—A fair demand. Prices some lower, at 3.1-2 to 3.3-4c.

Dried Fruit.—The market is well supplied, and prices are some easier. Off-stalk: Valencias, 5 to 5.1-2c.; Valencia layers, 6 to 6.1-2c.; currants, 5 to 6.1-2c.; prunes, 7 to 8c.; dates, 4.1-2 to 5c.

Dried Apples.—Are dull at 5.1-2 to 6c.; evaporated apples are selling at 10.1-2 to 11c.

Butter.—The market is well supplied. Prices have lowered some, and 18 to 20c. is quoted, which is hard to get unless quality is choice.

Cheese.—Old cheese is not in as good demand, and prices are at 10 to 10.1-2c. New is offering at 11 to 11.1-2c.

Eggs.—Very dull; market overstocked. Prices are 10 to 11c.

Onions.—About 1,000 crates of Bermudas have been landed this week ex Taymouth Castle; have not heard of any being sold. The last lot were sold at \$1.50 to 1.60. Egyptian in bags, 2.1-2 to 3c. per lb.

Fish.—Market has been bare for some days and prices are higher. There are three small vessels discharging cargoes now, and prices quoted are: Large cod, \$4.50 to \$4.75 per cwt.; medium cod, \$3.75 to \$4 per cwt.; pollock, \$2.10 to \$2.25 per cwt.

We Take Stock in May

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the **New Era and Columbian** assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

JAMES A. SKINNER & CO.

54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

In 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,

HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .

Syrup . . .

Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Brittania" talls and—"Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

COFFEES.

—: IN STOCK :—

MOCHA, E. INDIA, CAPITANIA & RIO.

— TO ARRIVE —

EXTRA CHOICE D. G. JAVA.

WARREN BROS. & BOOMER,

35 and 37
Front St. East, **TORONTO**

First Arrival.

New Season's Japan Tea, 1893-4

NOW IN STORE.

Style and Quality Superb.

**RAW SUGAR in BARRELS,
BRIGHT COLOR & DRY.**



May 29th, 1893.

**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value In the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

EDWARD ADAMS

& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

TORONTO.

JUST TO HAND

Large Consignment of

West India Molasses

: : ALSO : :

Ceylon and India Teas

EXTRA VALUE.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

Edward Adams & Co., Established 1844. London, Ont.

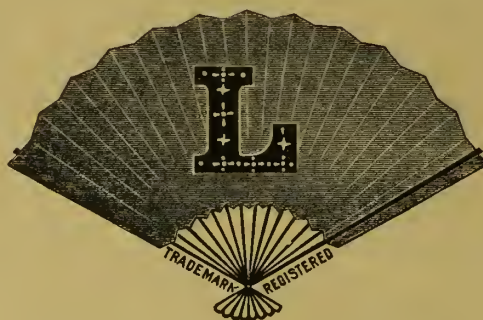
Importers of the
Celebrated . . .

"Fan" Brand Teas.

JAPAN

HYSON

CONGOU



CEYLON

INDIAN

OOLONG

👉 **"1893" JAPANS NOW IN STOCK.** 👈

PERSONAL MENTION.

J. Lockhart Watt and family returned from Great Britain Monday.

W. H. Rowley, manager of the E. B. Eddy Co., Hull, Que., paid a flying visit to Toronto last week.

A. F. Macharen, Windsor, manufacturer of the well known Imperial cheese, has been selected as one of the two judges from Canada on cheese at the World's Fair. The selection is a good one. Mr. Macharen thoroughly understands his business. He started at the proper end by milking the cow. He is now in Chicago attending to the duties of his appointment.

SHORT CREDITS, BY ALL MEANS.

As a friend of cash transaction it is natural for me to chose, in this instance, in favor of short credit, or "prompt and frequent settlements"; without better reason, perhaps, for my choice than that it is the nearer approach to my favorite cash system. Yet had I the good luck to be beginning business to-morrow, I would, so far as I could, adapt my business to the general policy of the community in which I lived, as the safest plan by which it might maintain itself profitably, at the same time eliminating as much as possible the feature of long-winded accounts.

When people once become accustomed to "prompt and frequent settlement," they approve of it. As a rule a long-standing account is no easier of collection than a shorter one. Four times in five the season for collecting it is ill-chosen. The custom of delaying collection makes one careless, and it is either permitted to run at the debtor's will, or payment is asked when business is quiet and money naturally scarce. The fact that the account has been permitted to run for months, because the customer is "good," is no consideration on pay day. Collection day should be timed so as to arrive at a con-

venient time for payment; a difference of thirty or sixty days matters but little to the man with plenty of money.

Short accounts are seldom disputed, while the reverse is frequently the case. People will forget, and it is difficult to recall the incidents of a trade after the lapse of months.

When "prompt settlements" is the advertised policy of the house, no offence can be taken, and objection is seldom offered. Most people are satisfied to be treated as well as their neighbors.

Slow people are the most unsatisfactory customers, as a demand at any time is apt to arouse a suspicion of haste, and if you are firm, then the case is only aggravated.

A sixty day credit is as much an expression of confidence as six months, and the customer who complains of one will find fault with the other.

If spot cash is the better plan, short credit is surely a good second.

Consider the jobber who offers you six per cent in lieu of four months net, just eighteen per cent per annum. It should be not only gilt edge custom but round profits which would satisfy its stead.

There are two classes of men who still cling to "long time." Their representatives are moss covered relics of those "good old days," when advertising was an unknown science, when the trade journal was still undeveloped and our nation yet in embryo; before the railroad, the telegraph and the daily paper—eliminating distance and delay—made the individual idea of to-day the common property of the world to-morrow, and opened up a thoroughfare for the dissemination of popular views.

To one of these classes belongs the country merchant, living in an agricultural community, dependent on the returns from the harvested crops, and finding it necessary to carry his neighbors account from season to season.

We also find, in cities, a store which extends a long-time accommodation, but the condition is the growth of years. The house does an almost exclusively "family trade," and they are acquainted with their patrons from "away back," and did business with

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

the grandparents of the present generation. They are not hustlers, and don't aim to be. Their employees are plodders who have grown old in the service. There is no attempt at bargain days. They have loads of stuff that is "in style every seven years," and which they never expect to sell, unless to an insurance company. Like many other relics which have withstood the shocks of time and change, we admire their stability, perhaps, but as mercantile examples we have no use for them.

There is no doubt that the system of "prompt settlements" has developed as the prominent policy of to-day. This fact should be recommendation enough. Have your policy understood, state terms on billheads, then be consistent. No one will blame consistency. No sane man can take offense at good business methods. Never make an excuse for collecting promptly when bills are due. It is the settled policy of leading merchants of the land, and those who do not practice it, advise it.

The fact that it has supplanted the primitive plan of barter and almost endless credit, together with the fact that progressive men denounce "long time," that progress everywhere displaces it, and that it disappears before the approach of modern merchandising is convincing enough for me. Like many other matters, it must be taken more or less on faith, and although there may be some advantages we cannot fully explain or understand, yet we are not prepared to contradict what is accepted by the majority, especially as we have nothing better to offer instead.—J. J. Brady, in Dry Goods Chronicle.

WORLD RENOWNED

Batty's
Nabob
Sauce

BATTY'S PICKLES

In Square Bottles, Crown Capsule.

SEE THEM



Wholesale Grocers
keep them.

WRIGHT & COPP, Dominion Agents.
TORONTO.

The Standard



This Cheese has won its reputation among lovers of FINE CHEESE on account of containing more cream and BUTTER FATS than any other brand on the market.

All Wholesale Grocers keep it.

WRIGHT & COPP, Dominion Agents.
TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Toronto

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

-

-

TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

HOW TO CURE BACON IN SUMMER.

The following is taken from the *Grocers' Gazette*, London:

In continuation of our purpose to place from time to time before our readers the best technical information of a useful and practical kind on various trade matters, we to-day devote a portion of our space to the subject of summer bacon curing. It is a mistake to suppose that when the warm weather sets in the ordinary curer of bacon must cease operations, and allow those of the more favored sort who possess powerful refrigerators to rule supreme. Undoubtedly there is great difficulty in handling pork during sultry weather. The risks, however, of spoiling it during the cure can be much minimized by attending to a few simple rules. Eight score to ten score pigs are most suitable for bacon, heavier pigs for hams and broad-cut sides. Before slaughtering it will be found necessary to rest the animals for about twelve or fourteen hours, more especially so if they have come a long journey. During this period of rest no food should be given them, as otherwise the digestive organs are set in full motion, and the animal heat produced is sure to make the cure impossible. The most humane method of slaughter is to knock down with a round-faced mallet, thus producing insensibility; then string the animal up to a sliding bar and let out the blood. The state of insensibility prevents the struggling, which in hot water is so much to be guarded against, as well as preventing the screams of the dying animal from becoming a nuisance. Among many appliances for use at this stage of the proceedings, none is more useful than the singeing furnace. It may be made of bricks and heated with coke, or of a simple gas arrangement. In either case the effect to be produced is to burn the hair of the animals into a black crust, and harden the rind; at the same time to produce that delicacy of flavor which is wanting in pigs that are only scalded. When the singeing is completed, throw some buckets of cold water all over the carcase, and immediately scrape off the back crust with a flat-faced scraper. From this stage onward to the cutting up into sections a copious supply of clean, fresh, cold water should be at hand and freely used. Open the carcase and remove the intestines, cut off the head, split down the back so as to separate out the vertebral column, and divide the two sides. It is best to allow of complete setting by permitting the sides to hang in a cool draft for some hours, say all night, and proceeding thereafter to trim and prepare for the cellar. Trimming the sides is a very simple process, and is more a question of practice than anything else. The sparerib should be cut out, the ribs cleaned, the blade bone removed and symmetry obtained. Be

careful also to remove the large vein just beneath the sparerib, as the clotted blood, if left about, is exceedingly dangerous. The sides would now be ready for the cellar.

A cellar such as can be cheaply used for curing during warm weather may be constructed as follows: The basement of a shop or house is made perfectly airtight by lining the walls with cement, and the roof with feathered and grooved boarding. The floor is divided into sections, and right round the wall is erected, at a height of 2 feet from the floor, a table of stone or brick of a width of about 3 feet 6 inches, and gently sloping inward, so as to provide a channel for the brine. In the centre a table is erected of similar height (2 feet), and with a slope from both edges to the centre, so as to provide a brine channel. These tables should all gradually fall in the direction of the pickling tanks, which may be as numerous as circumstances will permit. A very convenient size for these vats is 4 feet deep by 3 feet 6 inches square, and they can be constructed of either slabs or slate or of Caithness flagstones cemented or bolted together. Caithness flagstones are also very often used for the tops of the tables already described. In a recess, if possible, just above the pickling vats, or at any rate at the end of the cellar furthest from the doorway, a box for receiving ice should be constructed. The size will depend on the space to be cooled: Thus for a cellar 30 feet by 20 feet a box holding half-a-ton of ice will be sufficient. It must be borne in mind, however, that the greater the quantity of ice present, the proportionate loss by waste will be the less. The ice box should have a false bottom and convenience for collecting the water produced, and the sides nearest the cellar should also be constructed of lattice pattern, so that the cold air will fall outwards freely. The cold air will fall downwards, so that it is necessary for the ice box to be as near the roof as possible. The place for filling the ice into this receptacle may be conveniently put immediately above it, and the entrance secured so as to prevent a large influx of air. It is necessary to allow of the entrance of a little air, as will be explained below, but the air capable of being drawn through a 2-inch tube is quite sufficient for almost any ordinary cellar. Near the doorway, and at the opposite end from the ice box, a small fan of about 12 or 18 inches diameter should be fixed in the wall and connected with a water motor or small gas engine of about two man power. As the fan will have to travel constantly, it is perhaps desirable to use a water motor as the more reliable and less dangerous of the two. When these arrangements are completed, the action to be produced is as follows: This fan causes a gentle current throughout the cellar and draws its

supply of air through the ice box, which must be very cold, and thus disseminates all over the space an equal temperature of about 50 degrees Fahr. It may be easily reduced to 45 degrees by carefully proportioning the fan and the ice box to the cubic capacity of the cellar. From 45 degrees to 50 degrees Fahr. are the temperatures between which curing may be conducted successfully.

Having thus obtained the convenience required at a very moderate outlay, the fresh sides should be taken and laid on the table near the doorway and pumped—that is to say, brine of the following composition should be injected into all the lean or solid parts and along the sides of the bones of the hams: salt, 45 lbs.; food preservative (dry antiseptic), 4 lbs.; Egyptian or Barbadoes sugar, 3 lbs.; saltpetre, 1-2 lb.; salprunella, 1-2 lb. Make this up to 20 gallons with fresh cold water, and stir till all is dissolved. Should it prove to be thick and muddy, boil and skim till clear. Pump this brine by means of a brine pump or hand brine syringe into the bacon, as described, and thereafter dust the side with a little food preservative (dry antiseptic) and rub the inside well with fine salt to which has been added 5 per cent. of saltpetre. Lay a bed of salt on the table and cover up the sides with it. The same process is gone through with all the sides, and if there be not enough space to lay them out singly, pile one on the top of the other, always taking care to have plenty of salt between. At the end of the third day remove the salt and turn the sides, if piled, so that those at first at the bottom will be on top, and add fresh salt with a little rubbing. At the end of eight or ten days the cure will be complete, and the sides may then be removed altogether from salt, washed in cold water, and hung up to dry. Dust some food preservative into the "pockets," and sprinkle a little corn sharps, finely ground, over all the inside. If the bacon is required smoked, dust them all over with fine ground Canadian pea meal, and hang up in the smokehouse for about thirty-six hours. A much less time (about twelve hours) will do if there is a full volume of smoke. Oak sawdust is the best medium for smoking, producing the richest flavor. By the foregoing simple and economical plan, prime bacon, finely flavored and commanding high prices, can be produced. There are details in the construction which of course cannot be dealt with here, but the main idea will be easily grasped by our readers.

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—
Purity, Strength
and Rich Flavor

have made them the
**STANDARD GOODS
OF AMERICA.**

The most attractive line
in the market.

Send for our Illustrated
Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

A . . .
Few . . .
Reasons
Why . . .

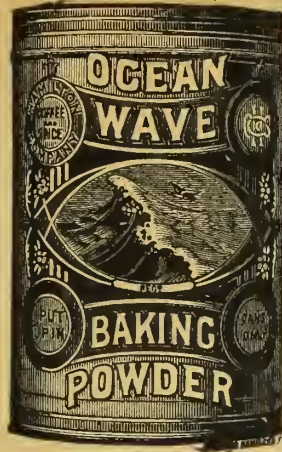


Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Henderson streets, Jersey City, where we have greater facilities for manufacturing to meet the increasing demand for our machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK.

The Hungerford
Co.

LIGHTBOUND, RALSTON & CO.

Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST
COCOA IN THE WORLD.

SCHWEITZER'S COCOATINA



1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

DOMINION BANK.

Proceedings of the Twenty-second Annual General Meeting of the Stockholders.

Held at the Banking House of the Institution in Toronto on Wednesday, May 31st, 1893.

The annual general meeting of the Dominion Bank was held at the banking house of the institution on Wednesday, May 31st, 1893.

Among those present were noticed: Messrs. James Austin, Hon. Frank Smith, William Hendrie, Major Mason, I. Lorne Campbell, William Ince, James Scott, R. S. Cassels, Wilmot D. Matthews, R. H. Bethune, E. Leadley, Aaron Ross, E. B. Osler, W. J. Baines, John Scott, John Stewart, W. T. Kiely, S. Risley, David McGee, G. W. Lewis, Gardiner Boyd, G. Robinson, Walter S. Lee, etc.

It was moved by Mr. D. McGee, seconded by Mr. Edward Leadley, that Mr. James Austin do take the chair.

Mr. R. S. Cassels moved, seconded by Mr. E. B. Osler, and

Resolved,—That Mr. R. H. Bethune do act as secretary.

Messrs. R. S. Cassels and Walter S. Lee were appointed scrutineers.

The Secretary read the report of the directors to the shareholders, and submitted the annual statement of the affairs of the bank, which is as follows:

Balance of Profit and Loss Account, 30th April, 1892.....	\$ 6,938 00
Profit for the year ending 30th April, 1893, after deducting charges of management, etc., and making full provision for all bad and doubtful debts....	215,040 27
	<u>\$221,978 27</u>
Dividend 5 per cent., paid 1st November, 1892.....	\$75,000 00
Dividend 5 per cent., payable 1st May, 1893.....	75,000 00
Bonus 1 per cent., payable 1st May, 1893..	15,000 00
	<u>165,000 00</u>
	\$ 56,978 27
Carried to Reserve Fund.....	50,000 00
Balance of Profit and Loss carried forward.....	\$ 6,978 27
An Agency was opened at Seaforth, Ont.	

tario, in April last, which promises to be of service to the Bank.

JAS. AUSTIN, President.

Toronto, 11th May, 1893.

Mr. James Austin moved, seconded by the Hon. Frank Smith, and

Resolved,—That the report be adopted.

It was moved by Mr. Walter S. Lee, seconded by Major Mason, and

Resolved,—That the thanks of this meeting be given to the President, Vice-President and Directors for their services during the past year.

It was moved by Mr. William Hendrie, and seconded by Mr. George W. Lewis, and

Resolved,—That the thanks of this meeting be given to the Cashier, Agents, Inspectors and other officers of the Bank, for the efficient performance of their respective duties.

It was moved by Mr. Anson Jones, seconded by Mr. John Stewart, and

Resolved,—That the poll be now opened for the election of seven directors, and that the same be closed at 2 o'clock in the afternoon, or as soon before that hour as five minutes shall elapse without any vote being polled, and that the scrutineers, on the close of the poll, do hand to the chairman a certificate of the result of the poll.

Mr. S. Risley moved, seconded by Mr. Gardiner Boyd, and

Resolved,—That the thanks of this meeting be given to Mr. James Austin for his able conduct in the chair.

The scrutineers declared the following gentlemen duly elected Directors for the ensuing year:—Messrs. James Austin, Wm. Ince, E. Leadley, Wilmot D. Matthews, E. B. Osler, James Scott and Hon. Frank Smith.

At a subsequent meeting of the Directors, Mr. James Austin was elected President and the Hon. Frank Smith Vice-President for the ensuing year.

GENERAL STATEMENT.

LIABILITIES.	
Capital stock paid up.....	\$1,500,000 00
Reserve fund....	\$1,450,000 00
Balance of profits carried forward	6,878 27
Dividend No. 11, payable 1st May	75,000 00
Bonus 1 per cent., payable 1st May	15,000 00
Reserved for interest and exchange	91,428 87
Rebate on bills discounted....	32,816 25
	<u>1,671,223 39</u>
	\$3,171,223 39
Notes in circulation	\$1,021,118 00
Deposits not bearing interest...	1,225,100 00
Deposits bearing interest.....	8,619,565 16
Balance due to other banks in Canada.....	263 22
Balance due to other banks in Great Britain..	236,394 39
	<u>11,102,440 77</u>
	\$14,273,664 16

ASSETS.

Specie	\$351,240 04
Dominion Government demand notes.....	736,483 00
Deposit with Dominion Government for security of note circulation.....	75,000 00
Notes & cheques of other banks.	258,550 64
Balance due from other banks in Canada	121,277 52
Balance due from other banks in United States.	1,422,927 56
Provincial Government securities.....	149,942 42
Municipal & other debentures ...	1,584,506 48
	<u>4,699,927 46</u>
Bills discounted and current (including advances on call) ...	\$9,175,192 08
Overdue debts (estimated loss provided for)...	111,312 94
Real estate.....	9,960 63
Bank premises...	272,317 20
Other assets not included under foregoing heads	4,953 85
	<u>9,573,736 70</u>
	\$14,273,664 16

R. H. BETHUNE,
General Manager.

Dominion Bank,
Toronto, 30th April, 1893.

HINTS TO MEAT SMOKERS.

After a winter of extreme cold, such as that just past, the smoker cannot take the age of his meat as any sure criterion of the amount of cure it has received. It is a common occurrence, particularly where "green" meat has been shipped some distance, for it to become partially frozen en route, and on arrival be packed tightly in packages and placed in cold storage, where it may remain in that semi-frozen condition for a considerable time without absorbing salt or taking more than a merely surface cure; and while your meats, as far as age is concerned, ought to be fully cured, they may be in reality only partially cured and unsafe to smoke. In fact, the risks to the smoker are greater after an extremely cold winter than after a very mild one, as in the latter case greater precautions are taken to see that the joints are properly chilled or iced, while in the former the curer takes it for granted he is perfectly safe and uses no precautions against the opposite extreme. Pork products "cure" best at a temperature of 38° (temperature of the meat itself), and are not in good curing condition when it varies more than 4° either way from that. We would, therefore, advise smokers to carefully examine a few tierces of each date before soaking or smoking—first, by testing the strength of the pickle to find how much salt the meat has absorbed, and then by "plugging" the meat from the skin side in its thickest part as deep as possible in order to see how far the cure has penetrated.—National Provisioner.

MOLASSES . . .

Barbadoes Just arrived and ready for delivery, cargoes Ex. Lizzie Wharton (Leacock Brand), Ex. Rewa (Musson Brand), Ex. Demozelle (Da Costa Brand), Ex. Hyaline (Leacock Brand).

Cuba Sagua, Ex. Amelia P. Schmidt; **Manzanilla**, Ex. Mattie A. Franklin; **Matanzas**, Ex. Stephen G. Loud; **Cardenas**, two cargoes.

Porto Rico Fine assortment of these and all other **West India Molasses** constantly on hand.

New Orleans We carry the largest stock and most desirable assortment of this molasses at all times.

American Syrups At very lowest prices.
All grades. . . .

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application. . . .

N. W. TAUSSIG & CO.

96 Wall Street, NEW YORK

Cable Address,
"Taussig, New York."

Atlantic Sugar House, BROOKLYN.

CANADIAN AGENTS:

R. S. McINDOE,
Toronto.

JAS. SIMPSON & SON,
Hamilton.

L. H. DOBBIN,
Montreal.

J. WINFIELD, Quebec.

M. F. EAGAR, Halifax.

BUSINESS CHANGES.

CHANGES.

M. Alonze Kelly, boots and shoes, Fred-
erickton, N.B., has sold out.

W. H. Johnston, hotel, Victoria Road, has
been succeeded by J. B. Barrett.

White & Titus, wholesale grocers, St. John,
N.B., have closed out wholesale business.

N. F. Baker, general merchant, Ingonishe,
N.S., has registered consent for his wife to
do business in her own name.

H. Stevens & Sons, general store and lum-
ber, Grand Falls, N.B., have been succeed-
ed by the Stevens Lumber Co.

SALES MADE OR PENDING.

John G. Guy, tobacconist, Hamilton, is
advertising to sell out.

The mills belonging to the estate of Wm.
Farrish, Rockwood, are advertised for sale.

The stock of P. J. Crevieth, hotel, St. Lau-
rent, Que., has been sold at 50 cents on the
dollar.

The grocery stock of F. Carrier & Fils,
Sherbrooke, is advertised to be sold by auc-
tion June 13.

The stock, etc., of William Farley, liquors,
Toronto, is advertised for sale by tender under
chattel mortgage.

The Pierce Co., furniture, general store
and mills, Marmora, is advertising furniture
and undertaking business for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Carpenter Bros., grocers, Hamilton, have
dissolved.

Edmond & Belhumeur, teas, etc., Mont-
real, have dissolved.

Fulton & Mills, commission and manufac-
turers' agents, have dissolved.

Anclair & Mesuata, cheese makers, St.
Vincent de Paul, have dissolved.

The Laing Packing and Provision Co. of
Montreal have obtained charter of incorpor-
ation.

Eugenie Dery and Marie Louise Dery will
carry on business as merchants under the
firm name of Dery & Co., Montreal.

Joseph Edmond and Joseph Elysee Bel-
humeur, tea merchants, Montreal, doing
business under the firm name of Edmond &
Belhumeur, have dissolved partnership.

M. E. Bernier, G. C. Dessaulles, L. F.
Morrison and Joseph N. Lemierex have
been registered proprietors of the firm of
Bernier & Co., grain and flour, St. Hyacinthe, Que.

Edson Andrew Booth and Gardner
Thomas Booth have registered as partners
to carry on the business as grocers and milk
dealers under the firm name of Booth &
Booth, Montreal.

The firm of Caverhill, Rose, Hughes &
Co., Montreal, have been dissolved and the
business will be continued by J. L. Caver-
hill and H. H. F. Hughes under the name of
Caverhill, Hughes & Co.

Edouard Janvier, dit Blair, and James
Hoolahan have registered that they intend

to carry on business as importers and ex-
porters of fruits and provisions, Montreal,
under the name of the International Ex-
change Company.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Richard & Rolston, grocers, Orillia, have
assigned to C. S. Scott.

W. Diack, boots and shoes, Hamilton, has
assigned to Wm. Anderson.

Greig & McDonald, grocers, Hamilton,
have assigned to C. S. Scott.

E. E. Eisle, boot and shoe dealer, Delhi,
has assigned to G. K. Crocker.

W. Flaherty, general merchant, Northern
Bay, has applied for an insolvency declara-
tion.

S. Gagne, grocer, Cornwall, is offering to
compromise with his creditors at 25c. on the
dollar.

Robert Robert, hotel, Montreal, is report-
ed to be absent. His creditors will meet
June 14.

The creditors of M. P. McCuaig, general
merchant, Dalhousia Station, Que., are pre-
paring a statement.

FIRES.

F. W. Wright, general merchant, Lower
Ireland, Que., has been burned out; insured.

DEATHS.

J. B. L. Jones, general merchant, Welling-
ton, B. C., is dead.

C. B. Whalen, general merchant, Boies-
town, N. B., is dead.

Alex. Harris, grocer, Belleville, who had
been suffering for some days from an attack

of quinsy, was found dead in his bed Friday
morning. He was 36 years of age, a widower
and leaves one child. He only returned
from a trip to the Old Country a few weeks
ago.

J. McCarthy of the firm of J. McCarthy &
Son, brewers, Hamilton, is dead.

William Elliot, formerly an active mem-
ber of the wholesale drug firm of Elliot, & Co.
Toronto, died Saturday. He was nearly 81
years of age and his death had been expect-
ed for some weeks. Deceased was born at
Hammersmith, Middlesex, Eng., in Decem-
ber, 1812, and in 1827 followed his father
and family to Dundas, Ont. In 1834 he took
up land in Eramosa township and shortly
afterwards married Mary Oliphant, who pre-
deceased her husband about three years.
Though successful in farming, for the sake
of his family he gave it up and accepted a
position in the house of E. Leslie & Sons,
who carried on an extensive business at
Dundas, Toronto, Kingston and London.
He was successively connected with the
firms of Elliot & Thornton, Dundas; Lyman,
Elliot & Co., Toronto, and Elliot & Co., To-
ronto, and retired from active business in
1886. Among the many honorable positions
he has held was that of president of the To-
ronto Board of Trade, president of the On-
tario College of Pharmacy, president of the
People's Loan and Deposit Company. De-
ceased leaves five children; Mr. R. W.
Elliot, Mrs. James Watson, Mrs. J. G. Scott,
Mrs. Sutherland Stayner and an unmarried
daughter.



Crosse & Blackwell

CELEBRATED FOR

Jams,
Pickles,
Sauces,
Potted Meats,
Table Delicacies.



—SOLD BY—

All Grocers in Canada

CHRIST^Y JAMES & CO., LONDON, ENGLAND.
MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm.

I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

A jobber wanted in each city in the Dominion to handle these goods.

M. F. EAGAR, General Agent, HALIFAX, N. S.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

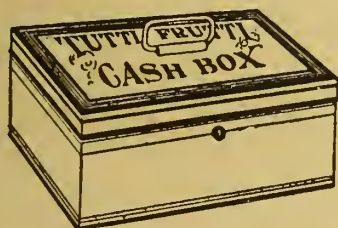
"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLLIE,

Where did you see this advertisement?

BROOKLYN, NEW YORK.



Ask your wholesaler for one or send for circular.

Adams & Sons Co.,

11 and 13 Jarvis St., Toronto, Ont.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

MELTONIAN
BLACKING(As used in the Royal
Household)Renders the Boots soft, dur-
able and waterproof.BOOT PREPARATIONS
SOLD EVERYWHERE.MELTONIAN
CREAM

(white or black)

For Renovating all
kinds of Glace Kid
Boots and Shoes.ROYAL
LUTETIAN
CREAMThe best for Cleaning
and Polishing Rus-
sian and Brown Lea-
ther Boots, Tennis
Shoes, etc.NONPAREIL
DE GUICHE
Parisian PolishFor Varnishing Dress Boots
and Shoes is more elastic and
easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

-FOR-

MEXICAN FRUIT CHEWING GUM?

STERLING

SOAP : : :

THERE is no end to the good things grocers and consumers are saying about our STERLING SOAP. If quality is considered worth anything, STERLING is the cheapest SOAP because it is the BEST.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

STAMINAL

A FOOD AND A TONIC

The Vital Principles of BEEF and
WHEAT with HYPOPHOSPHITES

STAMINAL

— PUT UP BY —

The Johnston Fluid Beef Co.
MONTREAL.By Royal Warrant, Manufacturers
To Her Majesty, The Queen.THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.Nixey's
Black NO DUST
LeadHundreds of Testimonials from all parts, including
Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

NIXEY'S
"SOHO
SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and
STEEL WORK, Etc., Etc.
Won't Wear the Blades
like others.
6d. and 1s. Tins.

NIXEY'S
"CERVUS" KNIFE POLISH.OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7
Richmond St. East, Toronto. Mr. Charles
Gyde, 33 St. Nicholas St., Montreal.

All Grocers should keep a supply of Genuine English Biscuits

HUNTLEY & PALMERS

Reading AND London England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

For Price List and Terms Apply to:

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St.,
London, E.C., England.

or to their Representative

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

BAKING POWDER.



Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d	\$2 50
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes).....	4s 3d	2 00

CANNED GOODS.

	Per doz	
Apples, 3's.....	\$0 95	\$1 00
" gallons.....	2 10	2 20
Blackberries, 2.....	2 00	2 25
Blueberries, 2.....	1 00	1 10
Beans, 2.....	0 90	1 00



TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,
One Box - - - 60 cents.
One Case, 10 Boxes, \$5.25.

Tanglefoots is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue

Tanglefoot is the Perfection of Sticky Fly Paper.

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure.....	1 15	1 50
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 50	1 60
" Lombard.....	1 50	1 60
" Damson Blue.....	0 95	1 00
Pumpkins, 3's.....	3 00	3 25
" gallons.....	1 40	2 10
Raspberries, 2's.....	2 15	2 25
Strawberries, choice 2's.....	1 65	
Succotash, 2's.....	0 85	1 00
Tomatoes, 3's.....	1 50	
"Thistle" Pinnan haddies.....	2 75	
Lobster, Clover Leaf.....	2 20	
" Star (flat).....	2 60	2 70
" Impr'l Crown flat.....	1 90	2 00
" tall.....	1 80	2 00
" Other brands.....	1 10	1 35
Mackerel.....	1 45	1 60
Salmon, talls.....	1 70	1 80
" flats.....	13	
Sardines Albert, 1/4's tins.....	20	
" 1/2's.....	12 1/2	13
" Sportsmen, 1/2 genuine French high grade, key opener.....	10 1/2	13
Sardines, key opener, 1/2's.....	10 1/2	13
" Martiny, 1/2's.....	17 1/2	18
" 1/4's.....	11 16	17
" Other brands, 9 1/2 tins.....	23 25	
" P & C, 1/4's tins.....	33 36	
" 1/2's.....	6 1/2	8
Sardines Amer, 1/4's.....	9 11	
" 1/2's.....	11 00	
" Mustard, 1/2 size, cases 50 tins, per 100.....		

CANNED MEATS.

CANADIAN		
Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2.....	2 70	2 80
" 4.....	4 80	5 00
" 6.....	8 75	9 00
" 14.....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 1.....	2 60	2 75
" 2.....	4 75	
" 4.....	9 50	
Par Ox Tongue, 2 1/2.....	7 85	8 00
Ox Tongue.....	3 25	
Lutch Tongue.....	6 75	
" 2.....	2 75	2 80
English Brawn.....	2 50	
Camb. Sausage.....	4 00	
" 2.....	1 50	
Soups, assorted.....	2 25	
" 2.....	1 80	
Soups & Bouilli.....	4 50	
" 6.....	1 60	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 35	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 40	
Devilled Tongue or Ham, 1/2 lb cans.....	2 25	
Devilled Chicken or Turkey, 1/2 lb cans.....		

Sandwich Ham or Tongue, 1/4 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.		
To Retailers		
Tutti Frutti, 36 5c bars.....	\$1 20	
Pepsin Tutti Frutti, 235c. packets.....	0 75	
Orange Blossom.....	1 00	
(each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo, 180 pieces.....	1 30	
(with brilliant stone ring)		
Sappota, 150 pieces.....	1 00	
Sweet Fern, 230.....	0 75	
Red Rose, 115 pieces.....	0 75	
Magic Trick, 115.....	0 75	
Oolah, 115.....	0 75	
Puzzle Gum, 115 pieces.....	0 75	
Bo-Kay, 150.....	1 00	
Mexican Fruit, 36 5c. bars.....	1 20	
Flirtation Gum (115 pieces).....	0 65	
Automatic.....		
Tutti Frutti Girl.....	800 pieces.	6 00
Sign Box (new).....		
Tutti Frutti cash box 800.....	6 00	

C. B. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100.....	0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell, 150.....	1 00
Cracker, 144.....	1 00
O-Dont-O, 144.....	1 00
Little Jap, 100.....	0 70
Dude Prize, 144.....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S		
Per lb		
Chocolate—		
French, 1/4's.....	6 and 12 lbs.	0 30
Caracacas, 1/4's.....	6 and 12 lbs.	0 35
Premium, 1/4's.....	6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.....		0 26
Diamond, 1/4's, 6 and 12 lbs.....		0 22
Sticks, gross boxes, each.....		0 00
Cocoa, Homœopat'c, 1/4's, 8 and 14 lbs 30.....		
" Pearl.....		25
" London Pearl 12 & 18.....		22
" Rock.....		30
" Bulk, in bxs.....		18

EPP'S.		
per lb		
Cocoa—		
Case of 112 lbs each.....		0 35
Smaller quantities.....		0 37 1/2

BENSCH'S ROYAL DUTCH COCOA.

Boxes each 12 lbs		
1/4 lb. cans, per doz.....		\$2 40
1/2 " " ".....		4 50
1 " " ".....		8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—		
per lb		
Caracacas, 1/4's, 6 lb. boxes.....		0 40
Vanilla, 1/4's, ".....		0 40
"Gold Medal" Sweet, 6 lb bxs.....		0 30
Pure, unsweetened, 1/4's, 6 lb bxs.....		0 40
"Fry's" Diamond 1/4's, 6 lb bxs.....		0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.....		0 26
Cocoa—		
per doz		
Concentrated, 1/4's, 1 doz in box.....		2 40
" 1/2 lbs, ".....		4 50
" 1 lbs, ".....		8 75
Homœopathic, 1/4's, 14 lb boxes.....		0 34
" 1/2 lbs, 12 lb boxes.....		0 34

JOHN P. MOTT & CO'S

B. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homœopat'c Cocoa (1/2).....	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins).....	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracacas Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc.....	26-27
Mott's Cocoa Nibbs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 2 1/2 & 2 1/2.....	24
Mott's Confec Chocolate.....	33c-43
Mott's Sweet Choc. Liquors 21c-31.....	

OWAN COCOA AND CHOCOLATE CO.

Cocoa—		
per doz		
Hygienic Cocoa in 1 lb. tins, 12.....		7 25
24 and 36 lbs in box.....		
Hygienic Cocoa in 1/2 lb tins, 12.....		3 75
24 and 36 lbs in box.....		
Hygienic Cocoa in 1/4 lb tins, 12.....		2 25
24 and 36 lbs in box.....		
Cocoa Essence, pkgs, 2 and 4 doz in box.....		1 40
per lb		
Iceland Moss, in 1/2 lb pkgs, 6 and 12 lb boxes.....		0 35
London Pearl, in 1/2 lb pkgs, 6 and 12 lb boxes.....		0 30
Soluble (bulk) No. 1 in 10 to 30 lb boxes.....		0 21
Soluble (bulk) No. 2, in 10 to 30 lb boxes.....		0 19
Soluble (bulk) No. 2 in 5 to 10 lb tins.....		0 21
Nibs, any quantity.....	30-35	
Shells, any quantity.....	0 05	
Chocolates—		
Queen's Dessert, 1/2 and 1/2 in 6 and 12 lb boxes.....		0 40
Diamond, 1/4's, 6 and 12 lb boxes.....		0 25
" 1/2's, ".....		0 28
Mexican Vanilla, 1/2 and 1/2 in 6 and 12 lb boxes.....		0 35
Sweet Ceylon, 1/2 and 1/2 in 6 and 12 lb boxes.....		0 25
Chocolat Parisien, 5c. cakes, in 6 lb boxes.....		0 30
Royal Navy, 1/2 and 1/2, in 6 and 12 lb boxes.....		0 30
Pure Caracacas, (plain) 1/2 and 1/2, in 12 lb boxes.....		0 40
Confectioners' in 15 and 30 lb boxes.....	25-35	
Powder, in 15 and 30 lb boxes.....	0 25	
Creams, in 1 lb boxes.....	0 28	
Icing, 1 lb pkgs, per doz.....	1 25	
" 1/2 lb.....	1 25	
Pudding, 1 lb pkgs, per doz.....	2 25	

WALTER, BAKER & CO'S

Chocolate—		
Pre'm No. 1, bxs 12 & 25 lbs each		
Baker's Vanilla in bxs 12 lbs each.....		45
Caracacas Sweet bxs 6 lbs each, 12 bxs in case.....		55
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....		40
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....		30
German Sweet Chocolate—		4 00
Grocers' Style, in cases 12 boxes, 12 lbs each.....		30
Grocers' Style, in cases 24 boxes, 6 lbs each.....		30
48 Fingers to the lb, in cases 12 bxs 12 lbs each.....		30
48 Fingers to the lb, in cases 24 bxs 6 lbs each.....		30
8 Cakes to the lb, in cases, 24 bxs 6 lbs. each.....		32
Soluble Chocolate—		
In canisters, 1 lb, 4 lb., and 10 lb. Cocoa—		56
Pure Prepared, bxs, 12 lbs each.....		42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....		35
Cracked, in bags, 5, 10 and 25 lbs. each.....		30
Breakfast Cocoa—		
In bxs 6 & 12 lbs., each, 1/2 lb., tins.....		48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters.....		50
Cocoa Shells, 12's and 25's.....		10
Broma—		
In boxes, 12 lbs., each, 1 lb. tins.....		45

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.		
Per 120 lb. Per 12 lb. case lot. box. per lb.		
Yellow wrapper.....	\$0 34	\$0 36
Chamois.....	0 43	0 48
Pink.....	0 50	0 56
Blue.....	0 58	0 66
Green.....	0 50	0 56
Lilac.....	0 58	0 66
Bronze.....	0 65	0 74
White Glace.....	0 73	0 83
Premium.....	0 38	0 42
Fancy Chocolates.		
Fingers—		
40 in a box.....	per box \$0 36	\$0 40
20 " " ".....		
Croquettes—		
Yellow wrap. ".....	2 70	3 00
Pink.....	3 75	4 20
Green.....		
Croquettes are packed 12 lb. packages in a box, and 8 boxes in a case.		
Pastilles—		
Yellow wrapper per lb.....	\$0 40	\$0 45
Pink.....	0 55	0 60
Green.....		
Each case contains 54 1 lb packages or 108 1/2 lb packages.		



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz 1 lb tins.

JAM

Write us for sample
case of our - -

JAM

Put up in 1-2 lb and 1 lb glass Jars, \$1.50 and \$2.00 per doz., 2 doz. in a case,
or a dozen 5 lb. Tins in case.

TORONTO BISCUIT & CONFECTIONERY CO., - 7 FRONT ST. EAST, TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

CHAS. BOECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODHUNTER, MITCHELL & Co.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	30
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 03½
Borax		0 12	0 14
Camphor		0 80	0 85
Carbolic Acid		0 30	0 50
Castor Oil		0 07½	0 08
Cream Tartar		0 28	0 30
Epsom Salts		0 02½	0 02½
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
" boxes		0 15	0 17
Gentian		0 10	0 13
Glycerine, per lb		0 17	0 20
Hellbore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 30	0 35
Saltpetre		0 08½	0 09
Soda Bicarb, per keg		2 50	
Sal Soda		1 00	1 25
Madder		0 12½	

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO	
NEWMARKET.	
Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dailey's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1½ oz.	1 25
" " " " 2, 2½ oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more	

JOHNSTON'S, MONTREAL	per doz
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currents, Provincial, bbls.	5½
" " bbls	5½
" Filiatras, bbls	5½
" " bbls	5½
Currents, Patras, bbls	6½
" " bbls	6½
" " cases	7 7½
" Vostizzas, cases	7½
" " cases	7½ 10
5-crown Excelsior	
(cases)	8 8½
" " case	8½
Dates, Persian, boxes	5½ 5½
Figs, Elemes, 14oz., per box	10 10½
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14½
Gold medal washed Tur-	
key, bgs abt 6 lbs., finest	
grade grown	10½
Prunes, Bosnia, casks	7½
" " cases, new	4½ 5½
Raisins, Valencia, off stalk	
old	6½ 6½
Selected	6½ 7
Layers	6½ 10
Raisins, Sultanas	
" Eleme	
Malaga:	
London layers	2 25
Loose muscatels, Califor	1 60 1 70
Imperial cabinets	3 50 3 60
Donnoisseur clusters	4 50
Extra dessert	
" grs.	
Royal clusters	
Fancy Vega boxes	
Black baskets	3 40 3 50
Blue	
" grs.	
Fine Dehesa	
" grs.	
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" Valencias	4 50
" Floridas	3 00 3 50
" Seedlings	
" Naveles	
DOMESTIC	
Apples, Dried, per lb	0 05½
do Evaporated	0 09 0 09½

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickrel	per lb
Pike	do
White fish	do
Manitoba White fish	do
Salmon Trout	do
Lake herring	p. 100
Pickled and Salt Fish:	
Labrador herring, p. bbl	
Shore herring	
Salmon trout, per ½ bbl	
White Fish, ½ bbl	
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	
Boneless fish	per lb
Boneless cod	
Smoked Fish:	
Finnan Haddies, per lb	0 07½ 0 08½
Bloaters	per box
Digby herring	0 12 0 15
Sea Fish: Haddock per lb	0 05 0 05½
Cod	0 05 0 07
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65 3 00



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets	
and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 65 0 68
" Red Winter	0 62 0 63
" Goose	0 61 0 62
Wheat, Spring, No 2	0 62 0 63
" Man Hard No 1	0 85 0 86
" " No 2	0 83 0 84
" " No 3	0 74 0 76
Oats, No 3, per 34 lbs	37 38
Barley, No 1, per 48 lbs	43 44
" No 2 extra	39½ 40
" No 3	36 37
Rye	53 55
Peas	57 57½
Corn	

HAY & STRAW.

Hay, Pressed, "on track	9 50 10 00
Straw Pressed,	5 50 6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 90

HORSE NAILS:	
" O " 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65
Screws: Wood—	
Flat head iron 7½ p.o. dis	
Round " 7½ p.o. dis	
Flat head brass 7½ p.o. dis	
Round head brass 7½ p.o.	
WINDOW GLASS: To find out what	
break any required size of pane comes	
under, add its length and breadth to-	
gether. Thus in a 7x9 pane the	
length and breadth come to 16	
inches; which shows it to be a first-	
break glass, i.e., not over 25 inches in	
the sum of its length and breadth.]	
1st break (35 in and under)	1 35
2nd " (36 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 11½
Sisal	0 09½
New Zealand	0 08½
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12½ per cent.	
HINGES: Heavy T and strap	0 04½ 05
" Screw, hook & strap	0 03½ 04½
WHITE LEAD: Pure Ass'n guarantee	
ground in oil.	
25 lb. irons	per lb 4½
No. 1	" 4½
No. 2	" 4½
No. 3	" 4

TURPENTINE Selected packages, per	
gal	0 52 0 53
LINSEED OIL per gal, raw	0 60 0 62
Boiled, per gal.	0 63 0 65
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.

1 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	6 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb	0 13
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in	
glass jars and in 5, and 10	
lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
" Cervus" boxes of 1 doz.	
6d.....London 5s., Canada	\$2 00
" Cervus" boxes of 1 doz.	
1s.....London 10s., Canada	\$4 00

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per	
box	1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per	
can	2 00
" Acme" Pellets, Fancy boxes	
(30s) per box	1 50
" Acme" Pellets, Fancy paper	
boxes, per box (40s)	1 25
Tar Licorice and Tolu Waters, 5	
lb cans per can	2 00
Licorice Lozenges, 5 lb glass	
jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity" Licorice, 200 sticks	1 45
" 100 "	0 72½
Imitation Calabria, 5 lb bxs	
p lb	0 25

MINCE MEAT.

J. H. WETHER'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHLEY'S.	cts
Durham, Fine, in ½ and 1 lb tins	
per lb	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex. Sup. in bulk, per lb	80
Superior in bulk, p. lb	20
Fine,	15

Prices current, continued.

CHERRY'S IRISH		
Pure in 1 lb. tins.....	0 40	
Pure in 1 lb. tins.....	0 42	
Pure in 1 lb. tins.....	0 44	

NUTS.		
	per lb	
Almonds, Ivica.....	14 15	
" Tarragona.....	16 16 1/2	
" Fornigetta.....	14 15	
Almonds, Shelled Valencias.....	28 32	
" Jordan.....	45 50	
" Canary.....	28 30	
Brazil.....	14 1/2	
Cocoanuts.....	5 6	
Filberts, Sicily.....	10 1/2	
Pecans.....	11 15	
Peanuts, roasted.....	13 14	
" green.....	11 12 1/2	
Walnuts, Grenoble.....	15 16	
" Bordeaux.....	10 11	
" Naples, cases.....	12 13	
" Marbots.....	12 13	
" Chills.....	12 13	

PETROLEUM.

bbl lots, Toronto...	Imp. gal	
Canadian.....	0 13	\$0 13 1/2
Carbon Safety.....	0 17 1/2	0 18
Canadian Water White.....	0 19	
Amer'n Water White.....	0 21	0 22
Photogene.....	0 25	
For prices at Petrolia, see Market Report.)		

PICKLES, SAUCES, SOUPS.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

Wright & Copp, Agents, Toronto.

	per doz	
Snider's Tomato Catsup.....	6 00	qts
" " ".....	3 50	pts
" " ".....	2 00	1/2 pts
" Chili Sauce.....	4 50	pts
" " ".....	3 25	1/4 pts
Snider's Soups (in 3 lb cans).		
Tomato.....	3 50	
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.....	4 50	

Chicken Gumbo, Or Tail, Mul- ligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea	4 25	
Assorted.....	4 00	

Per doz		
Worcester Sauce, 1/2 pts.....	\$3 60	\$3 75
" " pints.....	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" " quarts.....	6 00	
Harvey Sauce-genuine-hlf. pts	3 25	
Mushroom Catsup " " "	2 25	
Anchovy Sauce " " "	3 25	

PRODUCE.

DAIRY.		
	Per lb	
Butter, creamery, tubs.....	\$.....	\$.....
" dairy, tubs, choice.....	0 14	0 15
" " medium.....	0 00	0 00
" low grades to com.....	0 00	0 15
Butter, pound rolls.....	0 16	0 17
" large rolls.....	0 13	0 14
" store crocks.....	0 00	0 00
Cheese.....	10 01	11

COUNTRY

Eggs, fresh, per doz.....	0 11 1/2	0 12
" limed.....		
Beans.....	1 30	1 45
Onions, per bbl.....	2 00	2 50
Potatoes, per bag.....	90	1 30
Hops, 1891 crop.....	0 13	0 15
" 1892.....	0 17	0 20
Honey, extracted.....	0 05	0 08
" section.....	0 10	0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 10 1/2	0 11
Pork, mess, p. bbl.....	21 00	21 50
" short cut.....	21 00	21 50
Hams, smoked, per lb.....	13	0 13 1/2
" pickled.....	0 12	
Bellies.....	0 13 1/2	
Rolls.....	0 10 1/2	0 14 1/2
Backs.....	0 13	
Lard, pure, per lb.....	0 12 1/2	0 13 1/2
Compound.....	0 10	0 10 1/2
Tallow, refined, per lb.....	0 05 1/2	0 06 1/2
" rough, ".....	0 02	

RICE, ETC.		
	Per lb	
Rice, Aracan.....	3 1/2	3 1/2
" Patna.....	4 1/2	
" Japan.....	5	
" extra Burmah.....	3 1/2	4
" Java extra.....	6 1/2	6 1/2
" Genuine Carolina.....	9 1/2	10
Grand Duke.....	6 1/2	6 1/2
Sago.....	4 1/2	5 1/2
Tapioca.....	5	5 1/2
Goathead (finest imported).....	6 1/2	

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 00	
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SPICES.

GROUND		
	Per lb.	
Pepper, black, pure.....	\$0 14	\$0 16
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	35
Ginger, Jamaica, pure.....	25	27
" African, ".....	16	18
Cassia, fine to pure.....	18	25
Cloves, ".....	14	25
Allspice, choice to pure.....	12	15
Cayenne, ".....	30	35
Nutmegs, ".....	75	1 20
Mace, ".....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st Quality White Laundry— 3 lb. cartoons, boxes, 36 lbs.....	5 1/2	
Ditto.....brls., 175 ".....	5	
Ditto.....kegs, 100 ".....	5	
Canada Laundry, boxes, 40 lbs.....	4 1/2	
Brantford Gloss— 1 lb. fancy boxes, cases, 36 lbs.....	7 1/2	
Lily White Gloss, kegs, 100 lbs.....	6 1/2	
1 lb. fancy cartoons, cases, 36 lbs.....	7	
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7	
Brantford Cold Water Rice Starch— 1 lb. fancy boxes, cases, 28 lbs.....	9	
No. 1 Pure Prepared Corn— 1 lb. packages, boxes, 40 lbs.....	7 1/2	
Challenge Prepared Corn— 1 lb. package, boxes, 40 lbs.....	7	
KINGSFORD'S OSWEGO STARCH.		
Pure Starch— 40-lb boxes, 1, 2 and 4 lb pack'g's.....	8	
36-lb " 3 lb. packages.....	8 1/2	
12-lb ".....	8 1/2	
38 to 45-lb boxes.....	8	

Silver Gloss Starch—Less trade dis. 40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9 1/2	
40-lb " 1 lb. package.....	9 1/2	
40-lb " 1 lb. ".....	10	
40-lb " assorted 1/2 and 1 lbs.....	9 1/2	
6-lb " sliding covers.....	9 1/2	
38 to 45 lb boxes.....	9	
Oswego Corn Starch—for Puddings, Custards, etc.— 40-lb boxes, 1 lb packages.....	8 1/2	
20-lb ".....	8 1/2	

ST. LAWRENCE STARCH CO.'S

Culinary Starches— St. Lawrence corn starch.....	7 1/2	
Durham corn starch.....	7	

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5 1/2	
" " Bbls.....	5	
" " Kegs.....	5	
Canada Laundry.....	4 1/2	
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7	
Ivory Gloss, fancy picture, 1 lb packs.....	7	
Patent Starch, fancy picture, 1 lb. cartons.....	7 1/2	
Ivory Starch in cases of 40 packages.....	\$3 00	

SUGAR.

	c. per lb	
Granulated.....	5 1/2	5 1/2
Paris Lump, bbls and 100 lb. bxs.....	6 1/2	
" 50 lb. boxes.....	6 1/2	
Extra Ground, bbls.....	6 1/2	
" less than a bbl.....	6 1/2	
Powdered, bbls.....	5 1/2	6
" less than a bbl.....	5 1/2	
Extra bright refined.....	5 1/2	
Bright Yellow.....	4 1/2	4 1/2
Medium ".....	4 1/2	4 1/2
Brown.....	4 1/2	4 1/2
Dark yellow.....	4 1/2	

SALT.

Bbl salt, car lots.....	1 00	
Coarse, car lots, F.O.B.....	0 65	
" small lots.....	0 85	0 90
Dairy, car lots, F.O.B.....	1 00	
" small lots.....	1 25	
" quarter-sacks.....	0 40	0 45
Common, fine car lots.....	0 75	
" small lots.....	0 95	1 00
Rock salt, per ton.....	12 00	
Liverpool coarse.....	0 75	0 80

THERE ARE
Baking Powders
... AND ...
Baking Powder
PURE GOLD
BEST

Is worthy of the
name of the ..

RECOMMENDS ITSELF.

THE PURE GOLD MFG CO.
.. TORONTO ..

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imita-
tions of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - MONTREAL.
SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 224 lbs.	\$ 2 30
Quarter sacks, 56 lbs.	0 58
Sacks con'g 15-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 224 lbs.	2 50
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.	bbls. ½ bbls.
D.	24	24
M.	24	24
B.	24	31
V.B.	24	31
E.V.B.	24	24
E. Superior	24	24
XX	24	24
XXX	24	24
Crown	3	31

MOLASSES.	Per gal.
Trinidad, in puncheons...	0 32 0 35
" " bbls.	0 35 0 37
" " ½ bbls.	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" " barrels.	0 42 0 44
" " ½ barrels.	0 44 0 45

SOAP.

Ivory Bar, 1 lb. bars.	per lb.
Do. 2, 6-16 and 3 lb. bars	6
Primrose, 4 ½ lb. bars, wax W	6
" " 1 " " "	6
John A. cake, wax W. per doz	42
Mayflower, cake, " " "	42
Gem, 9 lb. bars per lb.	5
" " 13 oz. 1 and 2 lb. bars	5
Queen's Laundry, per bar.	2 75
Pride of Kitchen, per box.	6 50
Sunshine, boxes, 100 tablets	50
" " " " " "	3 40
Eclipse " " " "	Per lb.
Ruby, 10 oz.	0 05½
Monster, 8 oz.	0 42
Detroit, 14 oz.	0 30
Lily White	0 48
Everyday	0 90
Queen City, 14 oz.	0 80
" " " " " "	0 72
Mottled in 5 box lots, 100 bars...	Per box
" " " " " " 50 bars...	5 25
Electric " " " " " "	3 20
Hard Water Electric.	2 50
Royal Laundry " " " "	3 10
Octagon " " " " " "	4 50
Royal Magnum " " " "	Per doz
" " " " " " 25 doz per box.	0 30
Anchor, Assorted.	0 25
" Castile.	0 45
Morse's Assorted.	0 50
Morse's Roso.	0 50
" Windsor.	0 50
" Castile.	0 50
Bouquet, paper and wood.	0 80
Prize Magnum, White Castile.	0 72
" " Honey.	0 72
" " Glycerine.	0 72
" " Oatmeal.	0 72
" " " " " "	Per box
Sweet Briar " " " "	0 72
Extra Perfume.	0 85
Old Brown Windsor Squares.	0 55
White Lavender.	0 30
" " " " " "	1 00

White Castile Bars	Per doz
White Oatmeal	0 85
Persian Bouquet, paper.	0 85
Oriental	2 50
Pure Coconut, 3 doz. bxs, wood	0 45
Heliotrope paper	0 50
Carnation	1 50
Rose Bouquet	0 60
Cocoa Castile	0 60
Arcadian	0 50
New Arcadian, per gross.	0 45
Ocean Bouquet	5 00
Barber's Bar, per lb.	0 45
Pure Bath	0 25
Magnolia	1 00
Oatmeal	1 20
Unscented Glycerine	0 85
Gray Oatmeal	0 90
Plain Honey	0 60
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	0 75
Morse's Toilet Balls.	1 00
Turkish Bath	0 90
Infants' Delight	0 60
Surprise (100 cakes)	1 20
Sunlight	5 00
" " " " " "	3 50

TEAS.

CHINA GREENS

Gunpowder—	per lb.
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13 15
Nagasaki, ½ chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	7 11

Congou—	
Half Chests Kaisow, Mon-	
ing, Pakling	12 50
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	
Assam Pekoes	35 55
Pekoe Souchong	20 40
" " "	18 30

CEYLON.

Broken Pekoes	
Pekoes	35 42
Pekoe Souchong	20 20
" " "	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55

Index, 7's	
Honeysuckle, 8's	50
Napoleon, 8's	58
Royal Arms, 12's	54
Victoria, 12's	55
Brunette, 12's	53
Prince of Wales, in caddies	50½
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B. 3's	50
Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
½ lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	51
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.

Golden Plug,	
Uncle John, 3 x 6, 3s. caddies	56
15½ lbs.	54
Gem. 3 x 5, 3s. caddies 15½ lbs.	53
St. Lawrence, 2 x 3, 7s. caddies	51
about 17 lbs.	48
Banner, 2 x 3, 7s. caddies about	45
17 lbs.	45
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	42
Louise, Solace, 12s. caddies about	47
16 lbs.	45½
Florence, Solace, 12s. caddies	
about 17 lbs.	
Hawthorne, 8s. butts 23 lbs.	
Something Good, 6s. butts 21 lbs	

FANCY SWEET CHEWING

Good Luck, spun roll, 15 boxes	
4 lbs.	55
Empire, 3 x 6, 4s. spaced 8s. bxs	61
41bs.	60
Top, 16 oz. spaced 8s. boxes 4 lbs	52
Joy, 3 x 12s, 14 oz. Spaced 5s.	
Rough and ready. Butts 25 lbs	
Judge, 2 x 3, 8s. Flat. Caddies	50
about 20½ lbs.	
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1½ x 3, 13s. Caddies	50
about 21 lbs.	
Kentucky, 1½ x 3, 7s. Caddies	49
about 21½ lbs.	

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs.	47
Morning Star, 12s. Butts about	43½
22½ lbs.	44
Montreal Twist, 12s. Caddies	
about 23 lbs.	
Anchor Twist, 12s. Caddies about	42½
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.

Madre E' Hijo, Lord Landsdown	Per M
" " Panetelas	50 00
" " Bouquet	50 00
" " Perfectos	55 00
" " Longfellow	55 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vlet., Especial	50 00
" " Conchas de Regalia	50 00
" " Bouquet	55 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Olgarettas, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION OUT TOBACCO WORKS, MONTREAL.

Olgarettas.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOOS.	per lb.
Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpkg, 10 lbbs	62
Gold Block, ninths, 5 lb boxes	73

Olgarette Tobacco.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	83
Athlete, per lb.	1 15

PLUG TOBACCO'S.	
Old Chum, plug 4s. Solace 15 lbs.	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12½	68
" " " 7s. R. & R. 14½	58
" " " 7s. Solace 14½	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 15	58
O. V. - " 8s. Solace 17½	58
O. V. - " 7s. " 17	55½
Derby, - " 12s. " 17½	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1.	\$1 70
" " " " "	" "	1 90
Pails, 2 hoops, clear	No. 2.	1 50
" " " " "	" "	1 80
" " " " "	" " painted...	1 80
Tubs, No. 0.		9 50
" " " " "	1.	8 00
" " " " "	2.	7 00
" " " " "	3.	5 00
Washboards, Globe.		\$1 90
" " " " "	Water Witch	1 40
" " " " "	Northern Queen	2 25
" " " " "	Planet	1 70
" " " " "	Waverly	1 60
" " " " "	X X	1 50
" " " " "	X	1 30
" " " " "	Single Crescent...	1 85
" " " " "	Double	2 75
" " " " "	Jubilee	2 25
" " " " "	Globe Improved.	2 00
" " " " "	Quick and Easy ..	1 80
" " " " "	World	1 75
" " " " "	Rattler	1 30

Matches, 5 case lots, single case	
Parlor	1 60
Telephone	3 40
Telegraph	3 60
Safety	4 20
French	3 60
Railroad (10 gro. in case)	3 75

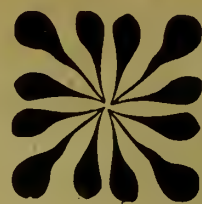
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 50
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb	per doz
Butter tubs	1 25
Butter Bowls, crates as'd	\$1 60 \$3 60

YEAST.

BARM MFG. CO.	per box
1 box containing 2 doz. cc. pkgs.	0 50
1 " " 2 doz. 10c.	1 00

The St. Lawrence Sugar Refining Co's



**GRANULATED
and YELLOWS
and SYRUPS ..**

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

**THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.**

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hiliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

Grand Pacific Hotel

KAMLOOPS, B.C.

The leading hotel in the city. Sample rooms convenient to storés, provided for commercial men

H. SMITH, Proprietor.

Apted Bros.

make a
* Specialty of

Fine Book

and

Job Printing

* 54 Yonge St.
Toronto

.. Golden Finnan Haddies ..

CANNED

Messrs. Jas. Simpson & Son.

of Hamilton, are Selling Agents for Ontario and Winnipeg.

Mr. Leonard H. Dobbin,
of Montreal, Selling Agent for
Montreal and Quebec Cities.

All orders given them will be promptly attended to.

NORTHROP & CO., St. John, N.B.



Retail Grocers

— WILL FIND IT —

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BRANTFORD STARCHES

*The Purest and Best
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BRITISH AMERICA
STARCH CO.,

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Brantford, Ontario.

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ESTABLISHED 1849.

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THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
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The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets
1, 2, 3 satchel lunch baskets.
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1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

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DURABLE PAILS AND TUBS.

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THEM

The Wm. CANE & SONS MANUFACTURING Co
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Represented by

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IVORY BAR
SOAP

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Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

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Compare Any Lamp



With the "PITTSBURGH"

And see the great difference. In every point you will see the vast superiority of . . .

The "PITTSBURGH"

Write
For
Primer

The central draft in one is perfect, the other you will find fault with. See the wick-screw in The "Pittsburgh," see if the other has anything like it. Which is the simpler? The "Pittsburgh," of course. A child can take it apart without any trouble. . . .

GOWANS, KENT & Co.,

TORONTO and WINNIPEG.

Sole
Agents for
Canada

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Toronto Salt Works,

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Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

LEMONS } If you want Lemons, write us.

WE HAVE GOOD

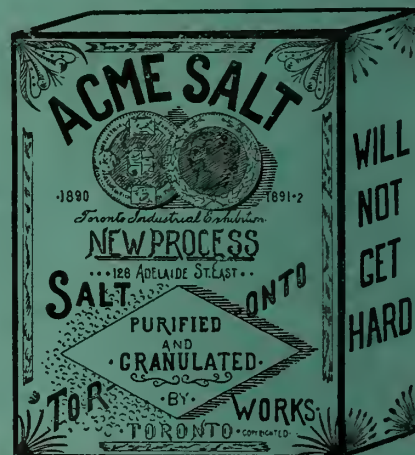
Ordinary Lemons, \$2.50 to \$3.00 per box.
Choice " 3.00 to 3.50 "
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All good value. Oranges, Bananas, Pineapples, Cocoanuts, and all goods in our line at right prices.

DAWSON & CO.,

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Oakey's

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, &c.,

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ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.



VOL. VII.

TORONTO, JUNE 16, 1893.

No. 24

COLMAN'S MUSTARD



BEST ON EARTH

MADRE E' HIJO (7 SIZES).

MUNGO CIGARS, EXCEPTIONALLY FINE.

SAFE
URE
WEET
ALEABLE



NELSON'S

Steamship Matches

Guaranteed equal to any in
the market.

REDUCED PRICE

\$3.10 per Case. Freight prepaid or
5 case lots. Special
prices for quantities make known on ap-
plication.

H. A. NELSON & SONS
TORONTO and MONTREAL



ASK FOR

MOTT'S

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

Don't fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
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ANNUAL SALES EXCEED 33 MILLION LBS.

**TO HAVE IT ADVERTISED
FREE & FREELY**

IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:

G. ALFRED CHOUILLOU AGENT MONTREAL.

EL PADRE AND CABLE.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL—Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y**—ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

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REFRIGERATOR

Manufactured by

WITHROW & HILLOCK

130 Queen St. East,
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The accompanying cut represents our \$55 Grocer Refrigerator. But we make any size or shape to suit the convenience of our patrons and GUARANTEE satisfaction. We also keep in stock a full line for the use of PRIVATE FAMILIES, HOTELS, BUTCHERS, PROVISION DEALERS, ETC.

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Spices, Coffees, Extracts
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French Mustard, Catsup and Fruit Relish. The finest
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"Standard Goods are the best to Handle"

98 $\frac{50}{100}$
PER CENT.
PURE

Highest Test
**BI-CARBONATE
OF SODA.**

98 $\frac{50}{100}$
PER CENT.
PURE

Extra Refined, Packed in Drums, Barrels or Casks, also
Crystal Carbonate, Sal Soda, Soda Ash, Ammonia Ash, Sulphur 99 $\frac{50}{100}$ pure, and Kindred Products.

THE UNITED ALKALI CO., Ltd., of Great Britain.

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If you have
not tried this

SEND FOR
A FREE
SAMPLE

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CONCENTRATED . .

COCOA

Wholesome
Pure

THE STRONGEST FORM
OF COCOA MADE.

ARTHUR P. TIPPET & CO., . . . 43 $\frac{1}{2}$ WELLINGTON STREET EAST, TORONTO.

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1725.



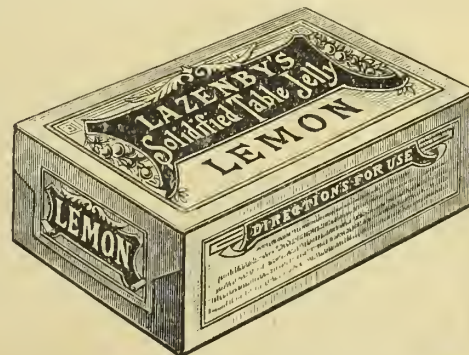
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Always trustworthy
Full weights

ARTHUR P. TIPPET & CO., Agents.

LAZENBY'S . . .

TABLE



JELLIES

Made only from the Finest Quality of Gelatine.

One Week Only

WE WILL SELL

IN LIMITED QUANTITIES.

3 lb. Tomatoes  *Simcoe, Lynnvalley Brand*  At 80c. per doz.
Ex. Store.

Remember it will be three months yet before the new packed tomatoes are on the market.

. . NOW IN STORE . .

Morton's Preserved Bloaters.

Morton's Fresh Herrings.

And the Finest Extra Choice May-Picked Japan Teas, Mikado Chop,

W. H. Gillard & Co. WHOLESALE GROCERS Hamilton, Ont.

Edward Adams & Co., Established 1844. London, Ont.

Importers of the Celebrated . . "Fan" Brand Teas.

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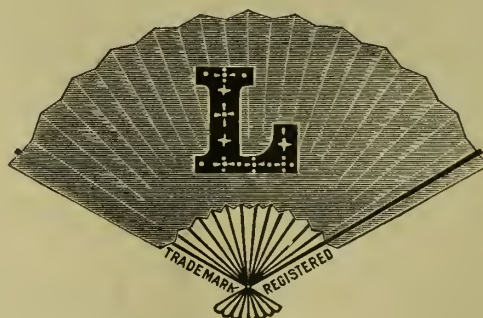
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**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevoort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



THE CANADIAN GROCER

& GENERAL STOREKEEPER

**PUBLISHED
WEEKLY.**
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JUNE 16, 1893.

No. 24

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
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TRADE JOURNAL PUBLISHERS.

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R. Hargreaves, Manager.

For some years an agitation has been going on for an increase in the creamery capacity of the country. The primary object sought was a better and more uniform grade of butter, and one that would find more acceptance with the British consumer. But the wheels of reform move slowly; and that which had for its purpose a more desirable grade of butter was no exception to the rule. This spring, however, there has been a marked increase in the number of creameries, some of the factories which had hitherto confined themselves wholly to cheese making having turned their attention to butter making as well. As a result creamery butter is more plentiful and, what is natural, cheaper. Heretofore the great mass of consumers have been unable to enjoy the luxury of creamery butter owing to its high price compared with dairy butter, but now, to use a well-worn phrase, the price is getting within the reach of all. As this becomes more pronounced farmers will be either compelled to improve their methods for making butter or sell their milk to the creameries. In fact both results may be expected to follow, although it is pretty safe to conjecture that the greater tendency will be toward the latter alternative.

• • •

Public carriers like railway and steamboat lines have often much to contend with, but they are not always the grieved. On the

contrary they are too often the aggrieved. Shippers know this to their sorrow. And the result arises—or at any rate appears to—from a misconception of the relation railway bear towards the public. From the lofty and arrogant air they too often assume it is evident they conceive themselves to be the masters instead of the servants of the public. Of course there are exceptions to every rule; but when these public carriers get off their perch it is usually to court a bonus, seek a right of way, or to solicit patronage when compelled by keenness of competition to do so.

• • •

A railway is just as much a business enterprise as is an ordinary mercantile venture, and its patrons are just as much entitled to courtesy and attention as are those of the other. But again and again incidents are brought to the light of public gaze demonstrating that this too often does not obtain. A few days ago a Toronto evening paper published an interview with a commercial traveler in which were adduced samples of the treatment recently accorded himself and other drummers by the Grand Trunk railway. Briefly stated, they told of flagrant baggage overcharges, inconveniences, insolence and incivility from employees responsible for the mistakes. The fruit of these grievances has in some instances already appeared in a transference of patronage where possible to a rival line. This is but a sample of what is occurring with more or less frequency from time to time on the G. T. R. Owing to the treatment they have received from that company in the past there are numbers of merchants and grain men who prefer to ship by any other line when possible. Some in fact do not mind going to a little inconvenience and even extra expense in order to avoid sending by it, such for instance as shipping

merchandise to a town into which the G. T. R. only runs, over another road and teaming it from the nearest point on that road to its destination. In the face of such conditions it is not surprising that the annual and semi-annual reports of the Grand Trunk should show such poor results or that many of its shareholders should exhibit so much discontent.

• • •

The man who will thoughtfully look around will come to the conclusion that, compared with other countries, the financial condition of Canada is not bad after all. True the country is not growing as fast as it might or ought, but fortunately we are not experiencing a financial crisis like that of Australia, an unsettled and panicky feeling like our cousins across the border or the heavy depression of Great Britain. Canada is all right. The little indispositions that she now and then experiences are only temporary. Chronic diseases she has done. All that is wanted to build up a big, strong and prosperous country is confidence in our resources, the will to push and persevere, and the placing at the head of public affairs—federal, provincial and municipal—men endued with sound business principles and who place country before party. In the past the trouble has been a laxity in these essentials in all spheres of public life. And although Canada does not stand alone in this particular it is no reason why we should not strive to get more of the desired business element introduced into our halls of legislation. This, however, cannot be accomplished without united effort, and one naturally turns to boards of trade and business men's associations to move in the matter, but at the same time, in movements of this kind as much care as possible should be taken to prevent the idea going abroad that it is being made purely in the interests of one class.

THE WHOLESALE POSITION.

Evolution is steadily and persistently going on in the mercantile as well as in the natural world. Business men of twenty-five years ago would scarcely know "where they were at," were they again to step into the arena of active commercial life. Competition is keener, margin of profits smaller, methods more systematic and scientific. But one thing that doubtless would attract their attention is the conglomerate character of the average wholesale grocer's stock.

This peculiarity is the outcome of certain exigencies. Originally the manufacturer of such commodities as starch, soap, woodenware, biscuits, flour, candies and numerous other lines dealt directly with the retailer without the aid of any intermediary. Now the opposite obtains. Not only does the wholesale grocer carry all the lines coming strictly under the head of groceries, but to be found in his stock is nearly everything that the general storekeeper in the remotest part of the country needs. There are hams and bacon, brushes and brooms, lard and lardine, dried and evaporated apples, tubs and pails, washboards and mops, beans and peas, flour and feed, root beer, etc. And the list is ever increasing. Where it will end is a query; and he who would undertake to prognosticate would be rash.

It is evident that the old motto, "Keep to your trade," has been turned to the wall, and that henceforth the idea is to be that every merchant shall handle whatever he can get an honest penny out of, whether it come strictly within his particular line or not. Whatever may be one's opinion in regard to the wisdom of such tendency, one thing is evident: it diminishes the cost of doing business, and that, in view of the gradually narrowing of the profit margin, is the desideratum sought. Not only in the grocery trade, but in all trades there is the same increasing tendency to make the wholesaler the medium for the distribution of manufactured goods generally. By this means one traveller is made to do duty for two, thus not only enabling the manufacturer to make more money than he otherwise would, but the consumer is benefitted by getting cheaper goods.

THE NEW METHOD.

Every merchant should realize that letter orders are playing a great part in the mechanism of the dry goods trade of the present day, and what it is doing for the dry goods trade it seems possible for it to do for other mercantile branches. At least the matter is worth considering. Postage is cheap (although it might be cheaper), and people are utilizing this agent to secure their goods on short notice. This tendency to send in

letter orders is simply a part of the tendency which is general among the retailers of the day, to make the wholesaler carry the stock. The retailer won't even order in advance from the traveller but waits until he is actually in need and then orders. He seems to reason, as many men do when lunch hour arrives, he says, "I am not hungry, nor will I eat until I am hungry." But the majority of people eat whether they are hungry or not, and often keep this up until their digestive organs make a failure. So with the merchant who buys too much in expectation; he loads, and loads until something falls, and then he wonders why the fall occurred. But the wise merchants will wait as a rule until the demand is almost upon them before they load too heavily; of course, some little variety must be carried at all times, but what is intended to be emphasized here is the tendency to overload in anticipation.

Letter orders until recently were not given much attention by wholesale dry goods men. The idea, that only travellers could sell goods, seemed to have had absolute possession of their brain, and they forgot or tried to forget the use of printers' ink. But during the past five years a change has been effected in this country. Most of the houses now have a special department for letter orders, and special men to look after them. The cost to the wholesaler of samples and postage is small, because the correspondence can be combined to a great extent, e. g., samples are often sent out in every envelope which contains an invoice. The cost of a traveller is enormous when compared with the cost of letter orders. Last year one house in Toronto sold goods to the value of \$225,000 by means of letter orders, which was almost as much as was sold by any three of their travellers. The difference in the expense of selling this amount of goods in each of the two different ways can be readily seen.

The old way of handing a letter order for attention to the department in which the goods were to be found worked out some ludicrous results. Suppose there were five departments in the house, and a letter order contained the names of goods from each department, and each department was out of the particular line desired, the buyer would receive five letters, one from each department, telling him of this. This is of course an extreme case. Again, the order was filled by a man in each department, sometimes one clerk, sometimes another, and hence the business was never reduced to a system. But now all this is changed. One

man controls all the letter orders, and personally chooses the goods. He becomes acquainted with the different classes of customers, learns their peculiarities and idiosyncrasies, their tastes and their indicated but unexpressed desires. This clerk who manages these letter orders is a man who studies people's characters by their writing and thus learns to know them and their wishes. He is never too busy to fill an order carefully and to send that which will best suit the trade. He understands whether it will be satisfactory to fill an order with "the nearest thing" or not, because he learns by long experience the man with whom he is dealing. He knows whether the customer is a cantankerous crank, or a buyer on whom he can impose.

Most of this trade is done by means of samples. Circulars are sent out by some firms, and in other cases extensive catalogues; but the drive trade is done by means of samples. These, if bulky, are sent out in separate covers; but very often sent out with the regular correspondence. If a special line comes in, samples are sent out to the live buyers, and these live men who use letters for ordering are often offered snaps which the dealer who buys only from a traveller never sees.

The class of people who use this way of getting goods are numerous and varied. The man who lives away from a station is liable to be passed by the best travellers, and he is compelled to use letter orders. Dealers in outlying districts, where travellers visit very seldom, find letter orders a necessity of trade. Dealers who do not care to run into the city for the one or two special lines they want on short notice, use the quick travelling mail-car. All dealers use them to a great extent. The wholesalers in Montreal and Toronto receive orders by letter from the remotest districts of the North-west Territories and British Columbia, as well as from the villages in Prince Edward Island, Newfoundland, and Cape Breton. The letter order department is an invention of this electrical age. Its mechanism and despatch is suited to the exigencies of modern trade, with its quickly moving fashions and freaks. It is a modern method for facilitating communication between buyers and seller and thus enlarging the economic market. Only those who have tested it thoroughly can fully estimate the advantages it possesses.

On account of the smallness of the expense to the wholesaler, it must, if generally adopted, gradually lower the margin of profit which the wholesaler would need. As expenses decrease, the competition among the wholesalers will naturally tend to reduce their margins, without injury to themselves, but with great benefit to the retailer.

CHATS WITH BUSINESS MEN.

"What's new? Nothing, nothing, only that we're going to have a big time at our annual excursion to Niagara Falls, July 19," said a member of the City Travelers' Association. "The Hamilton Retail Grocers' Association is, I understand, going the same day, and I guess that will induce a good many of our merchants here to go over. You can bet the welkin will ring. What'll you have? Nothing? Well, then, good-bye."

• • •

"How's Midland? Booming," said J. H. Devaney, Saturday. "A lot of vessels are coming in there now. There were five Chicago vessels in there last week, all loaded with corn for the east. When the new steamer City of Collingwood called there on her maiden trip she had one thousand people on board."

• • •

"I had a very conscientious customer in Peterboro," said a traveler to me the other day. "He came to the conclusion one day that it was wrong for him to sell tobacco, so he quit. Shortly afterwards he sold out his business and moved to Cobourg, where he again started into business. By this time he had come to the conclusion that it was not wrong to sell tobacco, so he placed an order for a lot. But, would you believe it, the very night of the day that the tobacco arrived burglars broke into his store and stole every blessed pound that he had. I think it is perfectly right that that man should not handle tobacco, don't you?" he added with a laugh.

• • •

"Devaney, of Eby, Blain & Co.'s, is quite a wit," said a friend of mine. "The other day he was at dinner at Bracebridge with a fellow-traveller. His companion ordered beef-steak. When it was served it was cold and covered with grease. The fellow stuck his fork into it, while a look of disgust overspread his features. 'Well, don't you have grave before meat,' remarked Devaney, as he jumped from his chair, narrowly escaping a vigorous kick aimed at him."

* * *

"No, this has not been a good season for the sale of plants taking it all through," said a retail grocer to me who handles a good many. "In the first place the season was backward and not so many were sold. But strange to say, even though the sale has been smaller most of the gardeners are sold out. I visited two or three green-houses to-day and couldn't get a plant in any of them, they either being sold completely out or had orders for all they had in stock. What is the reason? Well last season there were a good many plants carried over. In consequence of this last fall and winter they didn't put so many in, but

they seem to have made an under estimate. At any rate plants are scarce this season."

Robert Barron, grocer, Yonge street, who returned a few weeks ago from a visit to England and Scotland was relating the other day to a small group down at McWilliams & Everest's a few of the incidents that had come under his notice while away. "The drunkenness in some parts of Scotland is terrible," I heard him say. "But all the same they seem to wake up next morning without a swelled head. They drink whisky, but its pure and that accounts for it. But talking about whisky reminds me of Canadian whisky in London. When I was there I hunted up three of my old schoolmates; and of course I wanted to show them what kind of whisky we made in Canada. After some enquiries I found a place where they had Canadian club. Do you know what they charged me? Why just one shilling a drink, and all told the bottle didn't go down that much," he explained, holding up his index finger. "I told him that I could get all I wanted in Canada at 2½d. a glass. The bar-tender said he couldn't help that, and said he would sell us a whole bottle for a crown, but of course I didn't want the bottle. All I wanted was to show my friends what Canadian whisky was like."

BYSTANDER.

A PLEASANT AFFAIR.

Pleasant, profitable and promising was the re-union of the Toronto Retail Grocers' Association and its friends held Monday night in Oddfellows' hall. It was an informal affair, but was characterized by a continual round of enjoyment. The object was to introduce to the friends of the Association the new rooms and to promote social intercourse between the retail grocers of the city and the city travellers. And successful indeed was the effort.

For the entertainment of the guests a good program had been prepared. It consisted of vocal and instrumental music and readings, and those who contributed to it were J. H. Scott, piano soloist; James Owen, R. M. Corrie, C. Dimmock, S. Hustwitt, soloists; J. H. King, saxophone soloist; Robert Mills, reciter. A quartet composed of C. Dimmock, R. Gorrie, W. H. Adamson, and F. T. Verral contributed some exceedingly well rendered numbers.

Interesting as was the excellent and well-rendered program to all the guests, to one portion of them at least the greater interest was centred in something else. That portion was the city travelers, and the something that absorbed so much of their interest was the debate on this subject: "Resolved, that city travellers are a benefit to the trade." Among the travelers who were present to partake of the association's hospitality, and to watch the proceedings that were to decide

their fate, were: S. Hustwitt, R. Maxwell, Ben Dack, J. Owen, Frank Gallow, J. H. King, —. Graham, F. J. Blackburn, John Anderson, James Mortimer, S. G. Martin, C. Dimmock, Charles Shields, and Smythe. They evidently had not much concern about the result, for among the jolliest of the jolly were the city travelers, and their presence contributed much to the success of the evening.

R. A. Donald championed the affirmative. When he said, "I simply place the discussion on the principle, what is good for the whole trade, and not what is good for ourselves alone," he got endorsement from travelers and grocers alike. He did not think it was necessary for a comparison to go back more than a dozen years. He could remember that city travelling was very different then from what it is now, and although they made good profits then, he did not think they were better than to-day. (Hear, hear.)

"I think," he continued amid demonstrative remarks of approval from the travellers, "that we have established a very important point when we say we have saved a good deal of valuable time by means of the city travellers." And then he went on to point out the time that would be lost were the grocers compelled to send clerks down to the wholesale houses to purchase goods.

"I hold that the travellers offer us a greater variety of goods and greater chances for securing bargains," was another point received with favor, particularly by the travellers.

He then dilated upon the traveller as a factor in the discovery of weak merchants. "You have got to test a man continually and keep your eye on his every movement. It would be a poor traveller indeed that would go into a store and sell a big bill of goods to a man and could not see what was going on." Under the old system he claimed this information regarding a man's financial standing could not be so easily gathered.

Next he spoke of the influence of a good traveller in the direction of cleanliness and improved methods of business.

The benefits derived from the travellers in the matter of purchasing tea was referred to, and he held that it was fallacious to think that teas could be bought as well under the present system as under the old. "To-day if you want to buy a line of tea all you have to do is to ask the travellers to leave samples. By this means you can get an independent judgment. It stands to reason that if you have a dozen samples you can get better results than you otherwise would. Compare this with the old system, when you would have a certain tea drawn. I hold that in this particular alone we have sufficient reason for retaining the present system in its entirety." Loudly did the travellers cheer this point, while marks of approval were not wanting from some of the grocers.

Robert Mills led in the attack. He paid a tribute to commercial travellers as a body, and held that while they were a necessity

perhaps in the country they were not in the cities. His first point was to the effect that travellers were largely responsible for the shelves of some grocers being overstocked with goods, and it was greeted with "Hear, hear's" from some of his fellow-grocers and laughter by the travellers, while Stephen Hustwitt made a note of it. "All you in the grocery business know that I speak correctly when I say that these men induce you to buy goods largely in excess of your wants. They tell you that there is sure to be a rise or that there is only a little of this or that article left in stock, and that unless you buy now you will not be able to get it at all. I tell you in these days of the telephone and telegraph and rapid railway communication there is no need to buy largely. When you are taking stock you often find goods that you do not need to weigh, simply because they have been there for years and are well-known to you. You remember they were goods you were seduced into buying." (Laughter.)

Other reasons advanced were that travellers acquired a knowledge of a merchant's private business and then gave it away to his competitors; that the traveller tended to keep the wholesaler and retailer apart. "They now know nothing about each other. If you become better acquainted with the wholesalers you could do better with them than with the travellers."

He laid at the door of the travellers the responsibility for much of the competition of to-day, holding that they had induced green men with a few hundred dollars to go into business in order to create customers for themselves. He held that the formation of the combine was in an indirect way also traceable to the travellers. Were there no travellers, he claimed that the retailer would confine his business more to one wholesale house, which would enable him to more easily ascertain when his bills came due and thus save his discounts. It should also be remembered that the salaries of the travellers were in reality paid by the retailers. (Hear, hear.)

By visiting the wholesale houses more frequently, he said, the city retail man would become better acquainted with the goods that were on the market, and a good many bargains could be picked up that now go to the country dealer.

Mr. Mills then turned his attention to some of Mr. Donald's arguments. Referring to that regarding the drawing of teas, he held that the retailer could secure samples from the wholesale house and "draw them better than when we have so many travellers around bothering us."

In closing, he claimed that he had advanced the better arguments, and that, therefore, the decision would go in his favor. Sympathy for the traveller, he jocularly remarked, should not be allowed to interfere with a just decision, "for," said he, "you cannot hurt him. He is like a rubber ball. You squeeze

him, but the moment you let go he fills up again—with wind."

Convulsive laughter followed this hit, during which Mr. Mills took his seat.

J. G. Gibson, vice-president of the Association, who presided, turned the gathering into a sort of experience meeting.

"I am not prepared to make any remarks," jocularly said John Butcher, "because I am not well acquainted with the travellers. I would like to hear the opinion of Mr. Scoley, or someone like him. I am only green." (Laughter.) R. Donald—"O, yes, you are very green."

E. K. Scoley—I must certainly say that the experience I have had with the city travellers has been to my advantage. I think Mr. Mills has made some good points, but they are like the Irishman's frying pan—without bottom. (Laughter.)

F. S. Roberts—I think the travellers do not give us much rest. When we have anything particular to do we have a call from a traveller. (Hear, hear.)

John Westren—I think travellers are a necessary evil. If they were to arrange the time better than they do they would be very well in their place. (Hear, hear, and laughter.)

A. R. Williamson—I think Mr. Mills made some very good points, and one was that if the travellers would allow us to go down town and get acquainted with the wholesale men it would be all the better for us. Another good point was in regard to the number of articles to be found on the shelves. In fact, taking it all round, I think Mr. Mills has the best of the argument.

A. G. Booth—I think the travellers are a lot of jolly good fellows. (Laughter.)

W. J. Sykes—I am about the youngest grocer in the room, but I have some goods on my shelves which put me in remembrance of the travellers. (Laughter.) I think the travellers are a necessary evil just as are the newspapers. They help us to push business. (Renewed Laughter.)

President Clarke—Some years ago we debated this question. Then I took the position Mr. Donald has here to-night. Since then I have had more experience, with the result that I believe the travellers are a detriment to the trade. Trade is largely overdone, and I believe the travellers are largely responsible for it.

A. White—With regard to goods on shelves, it must be remembered that there are just as good salesmen down at the wholesale houses and we would be induced to buy too much just as we now sometimes are. (Hear, hear.)

F. W. Johnston (jocularly)—I think they are all a blamed nuisance. (Laughter.)

Mr. Donald was next called upon to sum up. He claimed that overstocking was not so much the fault of the trav-

eller as the desire of the grocer himself to make money by speculation. He also defended the travellers against the charge of revealing the secrets of one merchant to another. Nor did he believe they were responsible for the formation of the combine.

Mr. Mills followed, still maintaining that his contentions regarding increased competition and the formation of the combine were largely the fault of the travellers.

The entertainment committee thought it advisable not to take a vote on the question at issue and it was so decreed.

Short and impromptu speeches were made by these travellers: R. Maxwell, S. Hustwitt, Ben Daek, Francis Gallow, — Graham, James Mortimer. During his remarks Mr. Hustwitt suggested that the grocers fix a certain day in the week for receiving travellers, as was done in some parts of England.

Light refreshments were served during the evening, and there were pipes long and pipes short, and cigars galore. Card tables and checker boards there were in abundance, and when the meeting broke up at 11.45 p.m. everybody voted the reunion a big success, and expressed the hope that it would be repeated—the oftener the better.

THE WAY OF THE GROCER IS HARD.

The following is illustrative of some of the trials that afflict the grocer in this Queen City. The only merit in the story is that it is absolutely true, beyond that it reads as badly as a bit of fiction. If any body doubts its genuineness I can show him the very store.

It was years ago when I made more calls than now, I found myself in a corner store on a side street about 6 p.m. on a summer evening. The usual stream of small boys and girls were wanting something for the evening meal, and the affable young grocer was doing his best to serve all and keep none waiting, and at the same time look pleased and not in a hurry. I, meanwhile, stood first on one foot and then on the other, my native modesty preventing my interrupting trade. First it was "Half a pound of butter and be sure you give it good, and a small loaf, and don't give me bad butter. Mother says the last was horrid. Will you please change it and—, oh, I forgot the book; bother the book anyway," etc. The next was from a small boy with piping monotonous voice. "Gr' me a quart of coal oil," and when he had it in his bottle and had smelt it said: "This aint viginur, a' want a pint o' viginur."

"You asked for coal oil, Johnnie."

"No, a' didn't. Ma'll be mad if a' don't get viginur," and so on for about half an hour.

Seeing a lull in the rush I stepped forward to see if any of my wares were wanted when another customer entered. Immedi-

ately the grocer stood at "attention" and gave me no more heed.

This time it was a "lady." She had on a smart frock and appeared to be of the class who dress their parlor somewhat like a fancy goods store, the room being intended evidently not for comfort but rather for show.

She said: "Now I'm not going to give you any trouble. I only want a loaf of bread and I'll just take it with me; no, don't bother Charlie, he has plenty to do without this."

"Yes, what kind of bread would you like?"

"Oh, any kind as long as it's good."

"Yes mam," said Mr. S., and taking some paper began to fold it round a nice-looking large loaf.

"What kind is that you are giving me?"

"This is Tait's bread."

"Is this the only sort you've got?"

"Here is Webb's."

"Gracious," putting her finger into it "it's quite hot. Haint you got any other sort? I hate to give trouble, but he'll be so mad if I don't get it good."

"We have the home made."

"Yes, and as hard as a stone. I don't like yesterday's. Have you the cottage loaves?"

"Yes, ma'm; we have one left."

"It's too much done, if you had a lighter crust it would be nicer."

"Here is a large loaf of Brown's very nice crust, and not hot and not hard, how will that do?"

"Look here, it's not worth while making a fuss about a loaf; some people, Mr. S., are so tiresome that way. I think you might just give me a small cottage loaf and one of these new ones; I'll just take them along."

Looking pleased at the prospect of the trouble being over, Mr. S. wrapped up the loaves, while the lady began to look in her purse. Finally she found that she had no small change and was not going to break a bill for a loaf of bread, "would he please charge it?"

"Certainly. What next?"

"Oh, that's all to-night. I did not mean to get anything when I came out, but just remembered when passing that there was no bread in the house, and 'he'd' be sure to want a lunch about 11 p.m. Eh, would you mind putting them in separate parcels?"

"Not at all." And the parcel was unwrapped by Mr. S. and made into two smaller ones, he meanwhile wearing the looks of both martyr and murderer.

"Would you mind putting another paper on the new loaf, I'd like to keep it warm?"

The new loaf was wrapped in enough paper and string to tie up a blanket. Then the question was asked, "Anything else?"

"No, thank you. But, oh, have you any nice ham? If it was real nice, 'he' likes a bit in the morning."

"Yes, here is some very fine."

"How much is it?"

"Sixteen cents."

"Six-teen cents! Ain't that high?"

"Not for very fine ham like that, and cut too. If you took the whole piece—"

"Oh my goodness, we wouldn't use that much in ever so long. No, I won't mind the

hour. I am putting you to too much bother. I may be in one of these days and get a lot of stuff, but you know Mr. S.——when we were over in——street, Mr.——the grocer, used to call, get our order for everything and you know Mr. S.——, he is so nice and obliging, you couldn't go back on him at once so you see, it just takes me all my time to give everybody a little deal and do the decent thing like; oh yes, I knowed I'd forget something, I ain't going right home. I have to call in for a minute to see Mrs. Smith, if you wouldn't mind sending."

"Certainly. Charlie, take this bread over to number 10 right away."

"Oh no, not at once for I'd be out and there'd be no body to take it in."

"Well, we can send it at 7 o'clock, how will that do?"

"I don't think I'll be in then, for I've got to call in at Brown's, could you send it any time?"

"Any time, if it will only suit you. How would 9 o'clock do?"

"Oh my, I'll be upstairs then."

"Well, if you will only say when we'll——"

"Look here, you let Charlie come over about half past eight and if he comes to the side door I would like it better. He can just ring and, if I don't come right away, if he'll only wait a few minutes, I'll be along. Yes, that's all thanks. I do hate to give you any bother." And the only 'lady' who had called that evening sailed off, skirt grasped in left hand with gloves, and purse in the other, and a benevolent smile on her 'culchad' countenance

D. S. MACORQUODALE.

CANNED GOODS GOSSIP.

It is reported from the Pacific Coast that the price of fresh salmon has been raised to 5½c. per pound through active bidding by Packer Cook, who, to all accounts, is pursuing the aggressive policy threatened at the beginning of the season.

About 2,000 cases of California canned tomatoes, in 2½ pound tins, have been sold here recently at \$1.20 per dozen. In all, about 3,000 cases have thus far been attracted from the Pacific Coast by the comparatively high prices ruling in the East.—N. Y. Bulletin.

The majority of canpers of peas have their new pack July peas upon the market. That is to say, the samples are on display, the opening prices have been made, and the work of securing orders is under way. In the latter connections the results thus far have been decidedly variable. Some canners and local representatives state that their sales exceed those made up to the corresponding period last year. Others, by far the majority, relate a different experience. In fact, some are frank enough to state that initial orders are rather disappointing, and the remark may be ventured that if the plain, simple truth was told there would be more

general reflection of disappointment. The best results have been with standard goods of attractive quality, on which moderate prices were fixed. Next to that the better class of "seconds" has had the call. Sifted and extra sifted stock seems to have been given the cold shoulder in a certain degree, despite the shortage of the French pack and chances for fine American peas being used to some extent in place of the foreign article later on. The one particular drawback at the present time is the more general tendency on the part of jobbers to contract for only such quantities of goods as they feel safe of having an outlet for in the immediate future. Canners are, in fact, left to take the chances of carrying the bulk of the pack and the uncertainties connected therewith.—N. Y.—Bulletin.

PEDLARS IN LONDON.

A London correspondent writes: "Toronto's loss is London's gain, but certainly not to the grocers. The fruit pedlars who were driven out of Toronto have settled in London. We have a license, but only a few pay it. The Italians especially object to paying the fee. Out of eighteen members in the council four or grocers, but railway and electric matters take up so much of their time that they can't think of everything so trifling as pedlars, although there fruit trade is being ruined, especially in bananas, oranges and lemons."

A CONNOISSEUR ON COFFEE.

A travelled Englishman, in discussing coffee the other day, said that the poorest coffee that he had ever drunk was in New York, and the best was among the French and Belgian peasantry. For his own gratification he had investigated the subject, and found that the sooner the coffee was used after it was parched the better the coffee. Even a very poor quality of the berry, ground and used while it was still warm from the oven, would make surprisingly good coffee to drink. Among the French and Belgian peasantry the coffee is only parched as it is to be used. The housekeeper gets up early in the morning, and with a little cylinder-shaped machine, with a handle to turn and keep the coffee stirred up, and a little brazier with a few live charcoals in it underneath made for this purpose, she sits out in her doorway, and parches her breakfast coffee. She makes drip coffee in a way which is peculiarly native, and which some claim to be superior to any other. The following is the method; Have a saucepan of boiling water, as much as is needed, of course; put in the ground coffee; let it stand on the back of the range to keep hot, but not cook, for ten minutes; then settle it with a dash of cold water. This, it is claimed, preserves all the aroma, and extracts all the strength from the grounds. Never, on any condition, boil the coffee.

BULKING AND MARKING OF INDIAN TEA.

After firing of the tea, the object of which is not to effect change in the leaf, but simply to drive off the moisture, the tea is ready for packing. The boxes are, to a large extent, made in Rangoon, the teak of that district, with facilities for cutting, making it the centre of trade in that line.

Before packing bulking is sometimes done on the estate, the amount of bulking depending on the quantity cured of a similar character, in regard to both make and flavor. Bulking is simply mixing of various lots, where the separate lots are small. Where there is a large estate with many gardens, the sifting of Pekoe from Souchong, of orange Pekoe from Pekoe, would result in more work in boxing, marking, weighing and listing. By mixing the same grade from several gardens a good deal of work is saved, besides which some of the lots might suffer in the curing to such an extent as to lower their market value, but when mixed with other lots of better flavor the whole stock may sell for a fair price. It is the custom to mark the goods so treated "Bulked on estate," so that it is all above board and fair. Many concerns do not bulk their tea, yet we in America get very little Indian tea that has not been so treated. London is the place where bulking is reduced to a science, though a rough one. Tea is there treated to a dump on the floor of an open shed, with as little care as we would treat hay. The bulking is sometimes done by machinery, but much of it is done by hand and even by foot, the packers putting a piece of canvas in the box and tramping it down with their feet. When tea is bulked in London there is no attempt to close the lead of the package, so that we get the tea here, as anyone may notice, with lead torn and battered out of all shape.

All the concerns in both India and Ceylon use a trade brand to distinguish their goods from others, thus L M X B K would mean that it was the property of the Land Mortgage Bank, the K being added for the initial of the local manager of the garden. I would strongly recommend every dealer to purchase a book with a full catalogue of these marks both in India and Ceylon. It may be said that the dealer who knows his business buys the tea and not the marks, and, if the quality suits him, need not care where the tea comes from. So far, good, but a case that came under my notice a few days ago leads to the conclusion that a proper trade mark on a tea package is as necessary as on a flour barrel or on a web of cotton.

Happening into a retail and jobbing concern on Wellington street I found a purchase had been made of what purported to be a Dargeeling tea, but the brand was not put on as the packers in India use it. The name in question being "Selimboug," the name of a garden in India from which has come some very fine tea. In this case the

word "Selimboug" was written diagonally across the side of the chest, while the genuine mark is written straight over a triangle with the base uppermost, and within the triangle the letters B. D. C., being the initials of the proprietors of the garden. Now this was without doubt fraud on the purchaser as well as forgery on the growers, because we have the best evidence that the tea was not a Dargeeling at all, because every tea estate has a trade mark. If the tea was a Dargeeling it is fair to presume that the genuine mark would not be removed, so that it was some other sort substituted for the kind wanted—possibly a Ceylon, Assam, or may be a blend of both.

Any person is liable to set some store on a tea bearing a good name, but if they were in possession of an index to all the trade marks then a complete forgery of the entire mark would be necessary to mislead the buyer. This would be awkward for the guilty party, as a conviction would entitle them to a prolonged stay at Kingston at the public charge.

There are few retailers who have not, some time or other, come across a small package of tea in a bag or paper, rammed carelessly down in the top of a chest and usually of a very poor quality, often so poor as to be practically worthless. This is one of the beauties of having tea come through London, where officialdom permits its servants to take out large samples if only the proper weight is maintained. The custom house also have a stupid regulation that if a tare is an ounce over the lb. that the next lb. buyer shall be counted the proper tare, while if the net weight is an ounce short of the lb., then the next below shall be the proper net weight. The result of this is, that the London broker gets nearly 2 lbs. gain in weight over and at the expense of the Indian shipper. When the tea is sold here and a gain in weight appears the general opinion is that the importer gets a special advantage, or that the retailer pays for more tea than he gets; a trial of the tare will soon convince the buyer that he really gets all the tea he pays for; the advantage being wholly with the London dealer.

D. S. MACORQUODALE.

SOUTH CAROLINA MELON CROP.

Reports from the water melon region of South Carolina are most favorable. They indicate that not only has a large acreage been planted by the farmers this season, but it is stated in addition that the prospects of an unusually large yield of melons this season are good. The major portion of the water melon growing territory of South Carolina lies in Aiken, Barnwell, Hampton and Orangeburg counties. The farmers in that section have always found the cultivation of the crop profitable, and have annually testified their appreciation in the result of their experiments by entering

more and more largely into the business. This season's crop will not, of course, be marketed for some weeks yet, but enough is already known to justify the belief that unless something unforeseen and out of the usual run happens the crop will be one of the finest that has been grown in years. The Georgia crop of melons is also said to be very fine this season.—Charleston News and Courier.

NOTORIETY VS. KNOWLEDGE.

Many disbelievers in the fact that "knowledge is power" and that "a man of knowledge increaseth strength," entertain the notion that notoriety and noise lead to success. To talk and be talked about is to them the one aim of life. They scheme for place and for public notice, and push themselves anywhere and everywhere so long as they can be seen and heard. Superficiality, buncombe, cant, hypocrisy, self-assertion and unlimited cheek are their chief characteristics. They do not believe with a noted orator that "greatness is of slow growth"; that mushrooms come up in a night, and so do mush-heads."

The old notion is not entertained that "patient continuance in well doing," steady attention to detail, honesty, hard work, reliability, and a thorough knowledge of all that enters into a man's special calling, are requisites if permanency and a competency are to be gained. The applause of the crowd, the flattery of associates are mistaken as evidences of popularity and success.

This class of men are everywhere, even in the newspaper profession and are occasionally found in the grocery trade. They are like comets, which come suddenly, dazzle by evanescent brilliancy, and disappear. As an example of this we have the cutter, with his glaring store front, bombastic advertising and low prices.

He is always offering the "Greatest Bargains on earth," "Immense stock at a sacrifice," "Below the cost of importation," "A bankrupt stock at slaughter prices." Such dealer cannot comprehend how a reputation for perfect service, strict business methods, courtesy, unobtrusiveness, fair dealing, win customers and invite prosperity. Braggadocio bombast, glitter, show, noise, notoriety, constant posing in public, are the factors looked upon as leading to popularity and success.

The world has a fashion of burying the wrecks of trade and commerce as speedily and effectually as old ocean covers with sand the wrecks along the shore, and so the way marks are infrequent, and men not heeding the past, but regarding all men mortal but themselves, push recklessly ahead along a road which invites success but ends in disaster.—American Grocer.

It
Hit
the
Mark

What we said last week about the **Fine Dargeeling Teas** we are handling had the desired effect, and we have done considerable business in them, both with our customers and those who were not. Have **YOU** handled these teas? If not think over it. Send for a sample anyway.

A High Grade Formosa Oolong

In caddies is not handled by every house, but we have it; also full lines of blending Ceylons at 30 to 32 cts., Assams at 20 to 25 cts., and Japans and Hysons at 16 to 17 cts.

Our New Season's Japans are in store. We are not asking fancy prices for them.

Lucas, Steele & Bristol,

WHOLESALE GROCERS, - - HAMILTON, ONT.

Vostizza Currants, Finest Selected Valencias

(BARFF'S PACKING)

(BETTER THAN LAYERS.)

Bosnia Prunens, (Atlas Brand.)

BY

And in splendid condition at quick selling prices.

James Turner & Co., Hamilton

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

"St. Olaf"

Pronounced the finest
of its kind.

Norway Condensed Milk

"Viking"

Unsweetened — Really
Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.



We are
offering

Special Values in

- - **Indian Pekoe Souchongs**

DIRECT SHIPMENTS UNOPENED IN LONDON.

Packed in half-chests from 18c. to 20c.

.. WRITE FOR SAMPLES ..

STEEL, HAYTER & CO., Toronto

Proprietors of the well-known "MONSOON" Brand, Pure Indian Tea.



RE MERCHANTS SELLING OUT.

DEAR GROCER,—Your article in today's issue auent the law being lax in allowing a merchant to sell his stock, pocket the proceeds, and hurry to shake the dust of his late abode from off his feet is among your best. It is just what I have been advocating for some time, and if I was not certain you never heard it from me I would be inclined to think you had fobbed my powder. We have been mouruers at several of these financial funerals, but in some cases have succeeded in tracing the crooks and getting our money. One man in this city sold his business, got the money in his pocket, and then went around among his creditors, and, I think, offered 25 cents on the dollar. Some accepted the offer, but many refused, to their sorrow, for he left shortly afterwards for the land of the screeching eagle, wherè I presume he is in business, laughing at the easy manner in which he was able to get together enough of the needful to allow him to conform to the custom prevailing in the United States of doing business on a cash basis. To use one of your mottoes. "Keeping everlastingly at it brings success," I hope you will not lose sight of it or that you will have cause to think otherwise of your motto.

Yours, etc., H.C.F.

Toronto, June 9, 1893.

ANOTHER WORD FOR JAVA TEA.

DEAR GROCER,—Permit me to correct a statement made by your correspondent signing himself "D. S. Macorquodale, 35-37 Front street east," in referring to Java tea in his closing remarks on his "Flushings, Picking and Curing of Teas." He admits he has to stray away from his subject, and states that "no retailer will sell Java tea but to his hurt," a statement quite uncalled for. He should never have made such a statement. I know of many retailers in this city who have been and are now selling these teas with much satisfaction, and there are many country dealers who prefer Java tea for their trade, if they can rely upon their wholesale house's good judgment in selecting and supplying them with these teas uniform and regular, than being at the mercy of every Tom, Dick and Harry who may offer India and Ceylon teas without having a particle of knowledge of their peculiarities or qualities and adaptability for blending purposes, and it is very doubtful in many cases if even the sales-

man can tell a fine Java tea from a Ceylon. I have before me the latest reports of the London tea market, and it shows that Java tea is the only one which has held its own during the last month, it remaining firm, while all other teas had a downward tendency, and some India and Ceylon teas fell far below the expectations. Couple this with the fact that some choice Java teas brought 2s. 3d. per lb., and doesn't it seem ridiculous for some persons to waste their time trying to tell business men which way the cat jumps? The inference which your correspondent supplies in his remarks to those offering those teas to the wholesale trade I must leave for them to deal with, either to refute or admit, just as they feel responsible, and on such usages among (the wholesale trade with your permission, dear GROCER, I may have something to say in a later communication.

Yours, etc.,

STEPHEN HUSTWITT.

Toronto, June, 1893.

THE JAVA TEA TROUBLE.

DEAR GROCER,—In saying in reference to Java teas, that "no retailer will sell them but to his hurt," it appears to have so exercised the mentality of "A Yonge Street Grocer" that he charges me with transgression, because he sells it, has done so for seven or eight years, because it is his highest priced tea, and because his customers comprise some of the best people in the city.

Let us get along amicably. I meant not to offend, and, had I known of this sooner I might have left it out of my correspondence. The die is cast. I cannot unsay what has been said. I can only add, that I believe all that "A Yonge Street Grocer" says about what tea he sells, and the price he gets for it, am pleased to note the moral excellence of his customers, and will look for his advertisement over his own name in THE GROCER or some other reputable paper, that Java tea is the best tea he sells. He is right in his surmise that I have not learned the quality of tea from looking at the plant, but from reading, noting, and tasting. I must close by saying that I have yet to meet a tea broker who would think a cup of Java tea desirable. Yours, etc.,

D. S. MACORQUODALE.

P. S.—In your issue of June 9th "matty" should read "malty," in reference to the liquor of highly fermented teas.—D.S.

Jeweller (to grocer)—"I beg your pardon, but didn't I see you put two or three finger rings and a scarf pin in your pocket?"

Grocer—"Certainly. When you come into my place aren't you always picking up things and putting them in your mouth?"

MAKING MARMALADE.

When the bitter orange from Seville comes into the factory it is unrolled from its paper capsule and carefully inspected to see that it is perfectly sound. It is then put into a box, which finds its way to another department, where the small black spot is removed. If perfectly clean it is dropped into one basket; if dirty, into another, which goes to a new department to be washed. It then comes under the care of a girl whose sole occupation is to cut it in half and drop it in a basket, which is placed before a woman who sits in front of a little wooden cupboard, in which spins, at the rate of 1,500 revolutions a minute, a wooden rose. A large red arm is put out, the half orange is put against the rose, and in a second the pulp and juice have disappeared, and nothing but a clean cap of peel remains in the operator's hand. This is put in a basket with hundreds of others. They are folded in fours, so as to resemble a half-blown india-rubber ball, and thrust into a hopper in another machine, where sharp circular knives spin round and cut them into innumerable rings, which drop into a drawer beneath. While this is going on the pulp and juice have been put into another machine which throws off the pips and pulp and sends the boiled juice into a large vat. The thin slit rings of peel are then steam boiled in tubs, and added with sugar to the syrup, which is wheeled off to the boiling room, and in some seven minutes a ton and a half of marmalade is being emptied by strong arms and big cans into thousands of pots, tumblers, teapots, custard-glasses, butter-dishes, jelly-moulds, and some fifty other fancy forms in which the middle-class housekeeper likes to be served. These are fitted into trays, which are piled on luries and are sent by lift to the next floor, where they are finished—that is to say, have the little brandy-dipped heading put into the neck, the vegetable parchment cover tied round the top, and the labels stuck on.—Grocers' Review.

A West-side grocer, in discussing the department stores selling groceries, according to a New York contemporary, said: "I have made it a rule to meet Macy's prices every time. I find that O'Neil is selling canned goods, the quality of which I can beat for the price any time. I have bought a sample of each kind of these goods so that I can use them for comparison when a customer wants to see the difference in quality. The method adopted at O'Neil's is, to say the least, unfair and misleading. The girls in charge will say: 'Try our canned peas, only 11 cents a can, your grocer charges you 18 cents.' The canned peas are only seconds, and such as any grocer can offer for the money. Any live grocer can fight these department stores and hold his own without much trouble if he will but take the matter in hand determined not to be beaten."

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

ALWAYS keep yourself
 well stocked with our
 Extracts, both in the
 ten cent and best lines.
 They are good sellers
 and make you big profits.

THE
SNOW DRIFT CO.
 BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
 Sole Agents for Canada.

WILLIAM ARCHER, Carpenter and Store Fitter
 VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
 All classes of Store Fittings, Exhibition Cases,
 Show Cases, etc., from the Cheapest to the Most
 Elaborate, made well, quick, and at Reasonable
 Charges. Alterations, Repairs. Estimates Free.
 Post cards promptly attended to.

114 SPADINA AVENUE,
 Cor. of Adelaide St., Toronto.

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
 all grocers.

THE CANADA MEAT PACKING CO.,

MONTREAL,
 BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured
 extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue
 Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
 every day in the
 year.

Handled by retailer
 as shelf or counter
 goods. No waste.
 Gives general satis-
 faction.

Sells at all seasons.

Will not ferment in
 warm weather.



The best and cheapest
 Mince Meat on
 Earth. Price re-
 duced to \$12.00
 per gross, net.

J. H. WETHEY, St. Catharines, Ont.

PURE CONFECTIONERY,
FINEST BISCUITS.

Manufactured by
J. McLAUGHLAN & SONS,
 OWEN SOUND, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
 Branding Irons, Seals, etc.

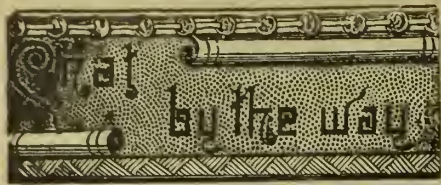
Estimates given. Orders by mail promptly at-
 tended to.

102 ADELAIDE ST. WEST - - - TORONTO.

JOHNSTON'S
FLUID BEEF

is the virtues of Prime Beef in a con-
 centrated and easily-digested form.

Invaluable
 As a Strength-giving Food.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

The open season for fishing for bass and maskinonge begins to-day, the close season having ended yesterday.

A new butter factory at Stoneham and a new cheese factory at Levis are the latest additions to the dairy industry in the vicinity of Quebec city.

J. W. McCulloch, grocer, of Church street, Toronto, is extending and improving his store. An addition is being put on the back and the store is being refitted with new shelving.

According to the new post-office timetable a mail has been added at Hamilton for Toronto, closing at 10.30 a. m., which the Herald says will be much appreciated by business men.

All law firms in the city of Brandon will close their offices at 1 p.m. on Saturday afternoon during the months of June, July, August, September, and will observe said afternoons as half holidays.

Hugh Wilson, general merchant, of Canington, lost a 11-year-old daughter last week. Diphtheria was the cause of death. Mr. Wilson feels his loss keenly, and a good deal of sympathy is being extended to him.

The city merchants and householders want to have the Dominion Day celebration here on Monday instead of Saturday. They talk of getting up a petition. The difficulty is that it is a statutory holiday and the banks could not close on Monday.

The Wednesday afternoon closing movement among the grocers is doing better than anticipated. Nearly all the grocers in Queen street, both east and west, and in Yonge street, close, but there is yet a good deal of missionary work to be done in the back streets.

Edward Honor, grocer, Port Hope, died suddenly last week. The funeral was a large one. "He was a good living fellow and tried to do all the good he could," was the brief and touching reference made to his memory by a commercial traveller on Saturday.

Suspended in Perkins, Ince & Co.'s sample room is a large and gaily painted Japanese banner. It is a World's Fair souvenir and was issued by Hellegger & Co., of Japan. On the top is shown the tea preparing premises of this firm. In the centre are views of Hiogo Bay and Apekohama Bay, while at

the bottom of the banner are shown the Japanese buildings at the World's Fair. A banner is suspended on either side of the banner referred to, representing respectively in fancy needlework the Moon Chop and Sailor Bay Chop Japan teas. The effect is unique and pleasing.

A negro down in Tennessee swallowed a lemon which is alleged to have sprouted and grown to such an extent as to cause the death of the man. This story is yet a long distance behind the nursery rhyme which tells of the plum tree that grew on the nose of an old woman.

A St. John N.B., despatch says: Over thirty thousand dollars worth of mackerel and lobsters have been shipped from Yarmouth to Boston in the last few days. The catch is enormous, and special trips are made by steamers to carry them to the market. In the bay near St. John and in the harbor there are large catches of salmon, shad and gaspereaux.

The Wolfville Fruit Land Improvement Co. has completed the planting of 10,000 fruit trees in their grounds, and great expectations for the success of the venture are held. The company opened its park to the public this week, and very beautiful it looked. The apple trees are just bursting into bloom, and Wolfville presents a scene of beauty not to be excelled outside of the garden of Nova Scotia.—Critic.

The annual statement of the Merchants' Bank of Canada has been issued. The net profits of the year, after payment of interest and charges and deducting appropriations for doubtful debts, amounted to \$604,395, as against \$530,247 last year. There were carried forward to profit and loss account \$13,961, as against \$3,733 last year. The profits this year amounted to about 10 1-16 per cent. on the capital.

A new way to dispose of grocery stores met our eyes as we passed along one of the main avenues in Brooklyn. A large placard hung up in the window of a wet grocery establishment called attention to a "Raffle for a Grocery Store; One Dollar a Ticket." The stock in store was valued at \$300. This is certainly a novel way of getting rid of stores which cannot find purchasers in the ordinary way—Retail Grocers' Advocate.

Several Montreal druggists have been served with notices from the Department of Inland Revenue calling upon them to pay the cost of analysing for certain samples of tinctures sold by them to the Inspector of Food for the Province, which on examination were found to be adulterated within the meaning of the Adulteration Act. The costs in each case amounts to \$12.

A St. John, N.B., despatch says that among the cargo of the steamer Taymouth Castle, for the West Indies, were one hundred barrels of biscuits, two cars of flour, one car of cured meats, some hay, dry and smoked fish, patent medicines, Chinese goods,

shingles, onion box shooks, sawdust, etc. The Duart Castle, now at the islands, cannot bring up all the freight that offers.

The most disastrous European panics were those of 1793, on account of the great French war of 1797, because of the Irish rebellion, when the 3 per cents went down to 44; of 1825, when 770 banks failed in Great Britain alone; of 1847, through the American failures; of 1859, from fear of a general war in Europe; of 1866, through over-speculation in limited liability companies and of 1870, at the beginning of the Franco-Prussian war.

The drummer from Chicago was rattling off the merits of his goods in a way which at last caused the good old merchant to look at him doubtfully. "Oh, I'm telling you the straight truth," said the drummer, catching on to the mild insinuation in the old gentleman's face. "It would hurt me to tell a lie." "Yes," responded the old gentleman quietly, "I knew it would. There was a Chicago man to see me yesterday, and he said the same thing, but I noticed that he went right on suffering as long as he stayed here.—Ex.

The first move made by the sugar planters of Louisiana to combat the effect of the agitation in the North and West against the sugar bounty was made last week, when, in response to a call by John T. White, President of the Sugar and Rice Planters' Protective Association, planters from all over the State assembled at New Iberia, La. A motion was adopted that the chair appoint a central committee, composed of one member from each sugar-growing parish of the State, each to be chairman of a parish committee to be chosen by himself, for the purpose of gathering complete statistics as to the amount of machinery, coal, oil, meat, flour, and other products purchased and absolutely necessary in the manufacture of sugar, and that these statistics be embodied in a general report to be presented to Congress at the September session. It was also decided to call an Inter-State sugar growers' convention in Chicago on August 16 next, and that Louisiana send twenty-five delegates. Representative Blanchard made a long speech, promising to do what he could in Congress for the planters.

To Grocers - -

Teas of all kinds, repacked into Half Chests and Cattie's of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,

17 Common St., MONTREAL.

GALLON APPLES

Quality Good. Price Reasonable.

Write us for Prices.

H. P. Eckardt & Co., WHOLESALE GROCERS **Toronto**

FOOD FOR BABIES



STERILIZED.

Pronounced by Physicians to be

Free

From

Disease Germs

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

We Offer to the Trade :

GREENBANK Double Concentrated Lye, solid and powdered, in tins.

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

ARRIVING THIS WEEK:

From the Finest Gardens in Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - **Montreal**

CAVERHILL, HUGHES & CO.

IMPORTERS

AND

WHOLESALE GROCERS

309, 311 and 313 Commissioner
Cor. St. Peter Street.

MONTREAL

SPICE FROM JAMAICA.

The Island of Jamaica, according to a contemporary, produces about all the allspice that is used. It is known also as pimento or Jamaica pepper. The tree on which the berries grow is evergreen and the flowers grow in dense clusters; these develop into small green aromatic berries, the size of black pepper. If allowed to ripen they become pulpy and lose some of their pungency. For commercial purposes the berries are gathered when green, carefully dried in the sun, and afterwards packed in bags holding 160 to 180 pounds, and shipped. Pimento trees grow in many parts of tropical America, but nowhere do they thrive as in Jamaica. The trees are never planted by man, and receive no culture worthy of the name. The seeds are dropped by the birds, and the rains and the tropical sun do the rest. Surplus trees are cut down and become walking sticks and umbrella handles.

DRY GOODS.

MONTREAL MARKET.

The Dry Goods Review has the following report this week:—During the past few weeks there has been quite an influx of buyers from near-by points to the city, who have been making purchases in a sorting-up way and paying up arrears. The trade consider this latter fact one of the most favorable points of the situation, as it is an indication that some buyers at least feel that they want goods.

Travellers are now returning in detachments for the purpose of getting their lines of fall samples. The various houses expect to get to work on these in the course of a week, by which time they will have wound up their stock-taking.

It is a little too early yet to speak in regard to prospects for fall trade, but reports from

some sections are encouraging. It is said that stocks of fall and winter goods in dealers' hands are low, as the long cold winter and unfavorable spring helped to materially reduce them. This is quite possible, but for all that the disposition generally noted is to pursue a conservative policy until the future crop prospects and other conditions can be gauged more definitely.

Remittances have fluctuated from good to bad from week to week. On the whole, however, they are unfavorable, and this is especially the case in the Northwest and Manitoba, where it seems absolutely impossible to get any money out of customers.

The travellers for the various clothing houses here have finished up their work on account of fall orders in Manitoba, the Northwest and the Maritime Provinces. During April and the early portion of May their trip was anything but encouraging, but since that time business pulled up wonderfully, and the average of orders from these three sections is now about on a par with last year's trade. The men are now starting out to work up Ontario and Quebec for clothing orders on fall account.

The tenor of recent advices from primary markets indicate that all imported woollens will be higher in price during the ensuing fall and winter.

Messrs. Gault Bros. & Co. are at present engaged on opening up some of their stock of fall tweeds. Quiet shades promise to be the fashion in this connection for men's wear during the coming fall and winter.

Greene, Sons & Co. have been filling a few orders for their lines of cellular shirts and underwear. Blazers and light flannel jackets have also called for considerable attention on their part.

Mr. White, one of the buyers for Caverhill, Kissock & Co. has left for England to look up and keep posted on the late fall millinery novelties.

Mr. H. Shorey, jr., complains that the payments from British Columbia fail entirely in showing any improvement.

Messrs. Greenshields, Son & Co. have just opened up a line of tweeds which promise to make some handsome tartan and chequered suits this year. The designs are all in quiet shades.

Messrs. J. G. Mackenzie & Co. report an excellent trade in such goods as surahs, bengalines, new tartan surahs and all wool challies.

Mr. McIntyre who buys the dry and fancy goods for Hodgson, Summer & Co. will be back at his old post during this week.

Jas. Johnston & Co. have turned over several large lines of silks, hosiery and muslins during the past few weeks.

According to Mr. Howell, of Brophy, Cains & Co., the aggregate business for the latter part of May and first of June will be much

in excess of the entire turnover for the whole month of April and the first half of May.

Jas. Linton & Co. note a satisfactory increase in the demand for silks, hosiery and woollen dress fabrics.

Thouret, Fitzgibbon & Co. report some encouraging orders for general fancy goods and also for their Jammet Freres gloves from west of Toronto.

Wm. Agnew & Co. are opening up some handsome fall lines of cashmeres and fine dress goods.

TORONTO MARKETS.

The two Canadian manufacturers of sewing silks have, owing to the advance in raw material, reduced their discounts to four per cent. Belding, Paul & Co. (Ltd.) give notice that in future they will put up Belding's 50 and 100 yard blacks, in all sizes except A, as follows:—B, C, D, E will be stamped 1 16 oz. in place of 50 yds.; B, C, D, E will be stamped 1/2 oz. in place of 100 yards. Both of these will be sold at list prices same as colors 50 yds. and 100 yd. They say they are forced to this action by the continued advance in silk and the constantly growing demand in Canada for the coarser sizes, which materially enhances the cost of the goods. With this change they reduce the price of this brand, "Belding's Spool Silks," to 50c. per dozen for 50 yards and 1-16 oz.; \$1 per dozen for 100 yards and 1/2 oz.

On January 12th of the present year there was an advance in Bengal grey cottons. Prices have dropped to their old level, due no doubt to the lowering in price of raw cotton, and perhaps to the limited demand for these lines. The changes in wholesale prices will be somewhat as follows:

No.	Old Price	New Price
45..	6 1/2	5 1/2
50..	6 1/2	6
60..	7 1/4	6 3/4
70..	7 3/4	7 1/4
A.D	7 3/4	7 1/2
80..	8 1/4	7 3/4

Payments during the past two weeks have been a huge improvement over the previous six weeks. Since the farmers have finished seeding, rural trade has improved and money has come in more freely from the quarter where it was scarcest. From the Maritime Provinces payments have been, comparatively, above the average, showing that the trade there must be in a strong condition.

Failures in all trades for the past month are as follows:—

	1893.	1892.
Week ending May 20th....	19	22
" " 29th....	27	28
" June 3rd....	29	34
" " 10th....	36	34

Totals 111 118

Fall underwear is coming in already to the wholesalers. Early deliveries of these goods are the best, because when there comes a big rush at the last to fill all orders the goods generally deteriorate in many points. Retail-



TO YOU IT IS

PROFITABLE and a QUICK SELLER. Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT. ROYAL SOAP CO., Winnipeg, Man.

NEW JAPAN TEAS



Our Special Brands:

“Elephant” CHOP
“Bull Dog” CHOP

These are the choicest Japans imported this season; perfection in draw and color. If you want really fine Japans, see our samples before buying. Write us, or ask our travellers for same.

EBY, BLAIN & CO., Wholesale Grocers **Toronto, Ont.**



WE HAVE THE
SPECIAL
PERMISSION OF
HIS
EXCELLENCY
TO USE
THE WORDS

"LORD Y"
STANLEY

ON OUR
NEW
BRAND
OF

Black Tobacco

Every Caddy
Guaranteed.

EMPIRE
TOBACCO
Co.

MONTREAL

ers should consider this important feature of the trade.

On the first of June domestic adamantine pins took a drop, and now the discount is away down, quotations being made as low as 40, 10, 10 and 10 per cent. It seems that the National Pin Co., of Detroit, has been gaining a foothold in the Canadian trade, and are determined to maintain what they have won. The domestic manufacturers resent this, and the consequence is the market is falling, and the manufacturers have given up their profits for the sake of their Irish love of a fight.

The following prices give the approximate values of raw skins on the Toronto market. The quality determines the price to a large extent and hence the distance between the lowest and the highest price is extensive. Dealers here refuse to take very poor skins.

Badger, per skin.....	\$ 25 to \$ 75
Bear, black.....	15 00 " 30 00
Bear, brown.....	15 00 " 30 00
Bear, grizzly.....	10 00 " 20 00
Beaver.....	2 00 " 7 00
Beaver, castors, per pound.	2 50 " 4 00
Fisher.....	50 " 7 00
Fox, cross.....	75 " 6 00
Fox, kit.....	10 " 45
Fox, red.....	25 " 1 50
Fox, silver.....	5 00 " 80 00
Lynx.....	25 " 4 00
Marten.....	75 " 2 50
Mink.....	25 " 1 75
Musquash.....	02 " 10
Otter.....	8 00 " 12 00
Raccoon.....	50 " 85
Skunk.....	25 " 1 00
Timber wolf.....	25 " 3 50
Prairie wolf, large.....	25 " 1 00
" " small.....	25 " 65
Wolverine.....	50 " 3 50

John Macdonald & Co. are showing a special shipment of vests in drill and cashmere. These vests can be retailed at \$1.25 to \$1.50. These goods are one-third below regular value.

W. R. Brock & Co. have a job line of trouserings just passed into stock. This includes light and medium colors in small line stripes. Samples on application.

Gordon, Mackay & Co. have lately secured two special lines of art muslins, choice paterings and colorings, and are offering them at 25 per cent. less than regular value. These deserve inspection.

John Macdonald & Co. have a job line of top shirts. Quantity limited. These can be retailed at 50 cents. Also, 500 dozen job four-in-hand ties, to retail at 10 cents. Both lines are extra value.

Wyld, Grasett & Darling are offering some plums in Verona cords, challies, prints, satens, and other summer goods. They also show a nice range of new cretons, art furniture cloths, and muslins.

John Macdonald & Co. have a line of 28-inch satin checked apron muslins which they are offering at 20 per cent. less than regular

prices. These are fine quality goods. A new line of 30-inch art silks in new fancy colors and designs at specially low prices. These are handsome goods.

Job Victoria lawns have always been a special feature of Gordon, Mackay & Co.'s muslin department, and they are this season offering better value than ever. The last shipment of 2,500 pieces is attracting the attention of close buyers.

The travellers for A. A. Allan & Co. are still on the road taking sorting and fall orders, except in the Northwest and in the Maritime Provinces, where their travellers have finished. They report a satisfactory season's trade.

Wyld, Grasett & Darling are showing an excellent range of athletic jerseys, made of both cotton and worsted yarns, in solid colors, including navy, royal, cardinal, white and black; also 1-inch stripes of various popular combinations, all of which are made in both long and half-sleeves.

The demand for black chantilly flouncings (which were revived last year) has this season considerably increased, and during the summer they promise to be as popular as of old. A very extensive range of patterns is shown by Gordon, Mackay & Co.

W. R. Brock & Co. have received their initial shipments of grey navy and military flannels. Their travellers are now taking orders for these goods, and these are now being filled in order. During the wool season there is always a considerable demand for these goods.

Wyld, Grasett & Darling have just opened out another choice lot of cotton neckwear, in derbys, bows and puffs, of muslin material, in pin spots, hair-line stripes and other neat patterns; also plain white pique in fine and eavy cords. Their assortment of these goods is very attractive.

In Gordon, Mackay & Co.'s haberdashery department a very handsome embroidery silk cabinet has recently been placed which is so constructed that when open customers are greatly facilitated in their selection of colors, as they are enabled to see at a glance the whole extensive range. This trade has grown to great proportions with G. M. & Co. owing partly no doubt to a new feature entitling customers to counter case with first purchase of a certain quantity.

HIS LAST MATCH.

The way was long, the wind was cold,
The traveller's buggy onward rolled;
The traveller on his lonely ride
Thought it high time a pipe was tried.

The pipe was filled, on jogged the mare
Regardless of her driver's care,
For he can to his sorrow find
One only match of unknown kind.

With anxious care he strikes the match,
With joy he sees the sulphur catch;
The glow grows bright, the flame appears,
And soon in smoke he calms his fears.

The way was long, the wind was cold,
The smoke in fragrant clouds outrolled;
The traveller spoke: "Whoa! mare, go steady!
"I'll bet that match was made by Eddy."

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

**FOR DAIRY .
— BUTTER
OR DRESSED .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
Ont.
JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

CARD'S CELEBRATED Canadian Tomato Chutnee.

A FAVORITE SAUCE
OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior
quality as a test for Hot or Cold Meats, Soups,
Gravies, etc. Used by the Albany Club, Queen's
Hotel and Walker House, Toronto. Sold by
Whitehead & Turner, Quebec; Lightbown, Rals-
ton & Co., Montreal; Bate & Sons, Ottawa;
Wickham, Brantford; Davidson & Hay, Toronto;
T. B. Escott & Co., London.

PREPARED BY

M. P. CARD,
GUELPH

LAURENCE GIBB

Provision Merchant,
83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef, Egg Carriers supplied.

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.

PUT TEXAS BALSAM IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

**76 COLBORNE ST.,
TORONTO.**

— DEALER IN: —

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S.
S. "Charrington," 1500 Boxes Extra Fancy Mes-
sina Lemons; ex S. S. "Fremona," 3000 Boxes
Extra Fancy Messina Lemons; ex S. S. "Dra-
cona," 300 Boxes Extra Fancy Messina Lemons.
These are all Extra fancy November-cut Mes-
sina fruit, among them being 2000 Boxes of the
celebrated Santi de-Pasquale brand, which is so
well known for their long-keeping qualities.

Write for quotations.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, June 15, 1893.
GROCERIES.

Practically all the interest that there has been in the market the past week has been centered around sugar. Twice since our last review have the refiners advanced prices 1-16c. a pound, and the market here is fractionally higher in consequence, prices being firm at $5\frac{1}{2}$ to $5\frac{5}{8}$ c. for granulated, while $\frac{4}{8}$ c. is the lowest priced yellows with most houses. The demand, although a little better probably than a week ago, is still lighter than is usual at this season. Otherwise prices would be probably higher than they are at the moment. The general trade, as regards volume, continues unsatisfactory, but travellers' orders exhibit some slight improvement. There are no large lots moving in any one line, merchants pursuing the same conservative hand to mouth policy that has characterised them for some time. Wholesalers seem about reconciled to this state of things, now seemingly expecting nothing else. Canned goods are not attracting much attention, and no material change has taken place during the week either as regards prices or business. There has been nothing eventful in coffee, and dried fruits remain much as before. New season's Japan teas are now in stock and there is a little movement in these, but the tea market continues as quiet as ever.

COFFEE.

Demand for coffee continues limited, just a bag or two moving here and there, principally Rios. Outside markets have ruled steady. Prices are unchanged. We quote: Rio, $19\frac{1}{2}$ to $21\frac{1}{2}$ c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c. Mocha 26 to 27c.

DRIED FRUIT.

Nothing materially new has developed in this market during the week. Valencia raisins if anything are occupying a stronger position. The New York market is almost bare, and holders here expect to make a good profit before the new crop arrives. The idea for off-stalk is still 4 to $4\frac{1}{2}$ c. a pound for seconds, $5\frac{1}{4}$ to 6c. for fine; layers, ordinary selects, $6\frac{3}{4}$ c.; fancy selects, 7 to $7\frac{1}{2}$ c. according to quality. The market is steady on currants and prices are unchanged, 6 to $6\frac{1}{4}$ c. being the ruling prices for good and $5\frac{1}{2}$ to 6c. for ordinary fruit. Prunes are in limited demand at $7\frac{1}{2}$ to 9c. in cases. Dates remain dull and unchanged at 5 to $5\frac{1}{2}$ c. a pound.

RICE AND SPICES.

There is the usual seasonable demand for rice at prices ranging from \$3.65 to $3\frac{3}{4}$ c.

Quiet and unchanged is the spice market. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

What the sugar market lacks in the matter of actual business it makes up, in part at least, in the attention it is receiving regarding prices. On three occasions since the last week's review have been prices advanced 1-16c. a pound, and another fractional gain would not cause as much of surprise. In New York on Tuesday granulated advanced 1-16c., and raws of 96 test sold there at $4\frac{1}{2}$ c. Granulated is now held here firm at $5\frac{1}{2}$ to $5\frac{5}{8}$ c. A dark yellow can be got as low as $4\frac{3}{8}$ c., but for ordinary yellows $4\frac{1}{2}$ c. is the idea. There is a little better business doing in sugars, but demand is not yet up to former years, or anything like it.

Willett & Gray, New York, in their Weekly Statistical say: Raws unchanged. Refined advanced $\frac{1}{8}$ c. Receipts, 41,536 tons. Meltings, 30,000 tons. Total stock in four ports, 91,200 tons, against 79,763 tons last week, and 150,774 tons last year. By cable: Stock in Havana and Matanzas, 142,000 tons, against 140,000 tons last week, and 180,924 tons last year. Total stock in all the principal countries, 1,133,089 tons, against 1,468,179 tons at the same dates last year. Afloats to the United States from all countries estimated, 50,000 tons, against 60,000 tons last year.

RAWS—The situation is entirely in the hands of speculators, and those located in Europe are now apparently waiting for America to catch up to their parity and then make a further advance. There seems to be some kind of a system or tacit understanding between the speculators here and in Cuba and Europe to press their advantage to the utmost before the inevitable final collapse comes. They are stimulating each other with strong cables as to their views, and selling nothing but storing everything, 20,000 tons having gone into store this week in the United States, which could probably all have been sold at $\frac{1}{8}$ c. advance over last sales. After storing there will be nothing gained in selling at $\frac{1}{8}$ c. over last sales, and so many cables giving storing instructions place 5c. on the sugars as the objective point for centrifugals. This is a phenomenal year for sugars, in relation to supply and demand, but still more phenomenal in the speculative grip now on all the markets of the world, and unless something unexpected happens the course of prices will prove more phenomenal yet. Refiners are disposed to fight the advance to the best of their ability, but it is growing more evident every day that they will be unable to save consumers from a very considerable advance from the present quotations before the next crops are available to relieve the situation. A check can now be made on the estimates of the Cuba crop, and the figures at hand this week showing the visible production to date make it necessary to advance our figures to 786,000 tons. Of course the present prices will stimulate the saving and selling of every ton possible to be made, even after the crop is virtually finished. It is plain that production of refined cannot increase while the supplies of raw sugar are held with an iron hand, and not parted with even to the extent of half the weekly requirements except at an advance of $\frac{1}{4}$ c. per lb. between sales.

Refined—A small advance of 1-16c. was made early this week, followed by a second

advance of 1-16c., which seems almost absurd, in view of the situation of the raw sugar market as already given; $\frac{1}{4}$ c. per lb. would have been much more appropriate to the situation, and such an advance cannot be much longer delayed. It is also within the possibilities of the coming months that orders for refined will be cut down by refiners pro rata, to a reduced production. Under such contingencies we cannot recommend too strongly the carrying of as large stocks as practicable.

SYRUPS AND MOLASSES.

Both syrups and molasses are dull and unchanged, the idea for the latter being 28 to 35c. and for the former 2 to $3\frac{1}{4}$ c. per lb.

NUTS.

Market quiet and unchanged. We quote Brazil nuts 11 to $11\frac{1}{2}$ c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green; cocoa nuts, \$5 to \$5.50 per sack.

TEAS.

New seasons Japans are in stock and there is the usual movement in half-chest lots that characterizes the opening of the trade here in new Japan teas; high grades sell at 38 to 40c. and nothing of the new crop can be obtained lower than 28c. Generally speaking the demand for tea is light. No large orders are coming in, the buying being of a hand to mouth character, although in the bulk showing fairly well. We quote Japans (old)—Low grade and common, 13 to 14c. Medium $17\frac{1}{2}$ to 19c.; fine to finest, 28 to 35c. Blacks—Low grades congous, $14\frac{1}{2}$ to $16\frac{1}{2}$ c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy 60 to 70c.

BUTTER AND CHEESE.

While there is not the same sharp downward tendency in the butter market as at time of last review prices are not by any means steady, and are compared with a week ago fractionally lower. Receipts of both dairy and creamery continue liberal and in excess of demand. Packing operations are now going on and no large dairy rolls are coming in in consequence, but tubs and pound prints are plentiful. We quote dairy tubs at 13 to 14c. and pound prints at 14 to 15c. Creamery butter is rather neglected, owing to the low price of dairy butter. Values are about 2c. per lb. lower, 19 to 20c. being quoted for tubs and 19 to 21c. for lb. prints.

In cheese the feeling is weaker and prices lower. As is usual at this season there is some anxiety to get rid of the May make, it not being possessed of good keeping qualities. The jobbing price is $\frac{1}{4}$ c. lower at 9 $\frac{3}{4}$ to 10c. It is likely that the production will be large this year.

COUNTRY PRODUCE.

BEANS—Demand fair for the season. Jobbers are paying \$1.30 to \$1.35 and selling at \$1.35 to \$1.45.

(Continued on page 20.)

Egyptian Onions
Bermuda Onions
NEW CABBAGE
CLEMES BROS.

Phone. 1766

TORONTO



A Comparison . . With Other Goods

Will, we think, result favorably to ourselves. Great care is exercised in the selection of the materials and in the preparation of our stock. Our customers tell us that they are the best Domestic Goods packed in Canada. Is that your verdict? Have you seen them?

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

CANNED Lobsters

Direct from Packers—1893 Pack.
Wholesale houses only, supplied.

L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES

ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manu-
facturers,
TORONTO.



CALL FOR —

Lakeport PRESERVING CO'S Canned Goods

And get the best goods on the market. They have
no equal for excellence in Flavor and Pack.

PACKING HOUSES:
LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Keep your
EYE
on the



and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

MARKETS—Continued.

DRIED APPLES—Inactive; a few small lots are going out at $4\frac{1}{2}$ to $4\frac{3}{4}$ c., and jobbers would not pay more than 4c.

EVAPORATED APPLES—Stocks are light and prices steady at 9c. No lots are being offered to jobbers, but they would pay $7\frac{1}{2}$ to 8c.

EGGS—There is at the moment a little scarcity and prices are steady at $11\frac{1}{2}$ to 12c. Eggs are still being pickled, and more are being put down than it was expected there would be.

HONEY—Dull, at 7 to 8c. for extracted white and 5c. for dark.

POULTRY—Spring chickens are wanted, according to size, at 60 to 90c., and spring ducks would fetch the same price.

POTATOES—The market is a little easier, car lots selling on track at 90 to 95c.; bags are selling out of store at \$1.05 to \$1.10.

ONIONS—There is no change, Egyptians selling at \$2.50 to \$2.75 per bag and Bermudas at \$2.50 per crate.

HOPS—Quiet and unsettled, at 15 to 16c. for Canadian and 16 to 17 for British Columbians.

HOGS AND PROVISIONS.

The warm weather has naturally affected the market for dressed hogs, and while there is not much doing prices are higher at \$7.50 to \$7.75. Sales of smoked meats are a little freer, but no large lots are moving. Demand for lard is good. Prices remain without material change.

BACON—Long clear, $10\frac{1}{2}$ to 11c. Smoked backs $12\frac{1}{2}$ c., bellies, $13\frac{1}{2}$ to 14c. rolls $10\frac{1}{2}$ to $10\frac{3}{4}$ c.

HAMS—In good demand and firm at 13 to $13\frac{1}{2}$ c. for smoked.

LARD—Pure Canadian is 13c. in tubs, $13\frac{1}{4}$ c. in pails and $12\frac{3}{4}$ c. in tierces. Compound 10 to $10\frac{1}{2}$ c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22.

DRESSED MEATS—Beef fores are $4\frac{1}{4}$ to $5\frac{1}{2}$ c., hindquarters 6 to $8\frac{1}{2}$ c., veal 8 to $7\frac{1}{2}$ c., lamb $8\frac{1}{2}$ to 9 $\frac{1}{2}$ c.

GREEN FRUIT.

Trade is brisk and what change there has been is in the direction of higher prices. Oranges are coming in with a good deal of waste, and owing to this, together with a good demand, prices are 25 to 50c. higher. Lemons are beginning to move more freely as the weather gets warmer, but there is no change in prices. The ordinary Cuba pineapples are about out of the market, and the sugar loaf, which sells at 16 to 17c., is taking its place. There is an improved demand for bananas and prices are steady. Strawberries are a little higher, costing more in Baltimore. Strawberries of Canadian growth will probably be on the market early next week. Demand is brisker for apples and prices are 50 to 75c. per barrel higher. The market is taking all at the advance. We quote:

SURPRISE SOAP

Is Not Cheap, but is finest quality
at a fair price.

\$5.00 PER BOX OF 100 CAKES.

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

TORONTO: Wright & Copp, 40 Wellington St. East.

WINNIPEG: E. W. Ashley.

CANNED GOODS.

TORONTO.

No particularly new features have developed during the week. Business is fair and prices unchanged. In regard to tomatoes the situation is much about the same as a week ago. The lowest price is 80c., but some holders say that as it is but a matter of a very few weeks before the new pack will be on the market they are not going to refuse an order if a little shading will secure it. There does not however seem to be many who are as anxious as this to sell, as stocks, although they may be larger than anticipated, are not by any means heavy. Some of the cheap lines of both tomatoes and peas that were held on this market are nearly cleaned out. A fair trade is doing in peas at from 80 to 90c. Corn is scarce, firm and in good demand at from 85c. up. Peaches remain much as before at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Plumbs are in fair demand and unchanged at \$1.45 to \$1.55. Apples scarce and in demand at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. There is a good business doing in canned salmon at unchanged prices, the better grades selling at \$1.50 to \$1.55 for talls and \$1.70 to \$1.80 for flats. A fair trade is being done in lobsters \$1.90 to \$2.10 for talls and \$2.50 to \$2.70 for flats.

Oranges—Messinas, \$4 to \$4.25 per box for 200's, \$3.75 to \$4.00 per box for 160's, \$2.25 to \$2.50 for 80's and \$2.25 for 100's, \$2.50 for bloods, half box; lemons, \$3 to \$4.50; bananas, \$1.25 to \$2; pineapples, extras, 17c., No. 1 15c., No. 2 $12\frac{1}{2}$ c., No. 3 10c.; California apricots, 20c. per lb. 25-lb. boxes; apples, \$2.00 to \$2.50 for ordinary stock and \$3.00 to \$4.00 for choice to fancy; strawberries, 13 to 16c.; tomatoes \$2.25 to \$2.50 per crate; peas, \$1.75 per basket; cucumbers, \$3 per basket; beans, \$2.75 per crate; cabbage, \$2.50 to \$2.75 per crate.

MAPLE PRODUCTS.

There is no special feature to note, and prices remain as before. We quote syrup at 75 to 80c. per wine gallon in tall tins and 70 to 75c. per wine gallon in flat tins. Maple sugar is unchanged at 8 to 10c.

FISH.

Trade is light this week. Lake Erie herrings are coming in plentifully and they sell at \$2 per 100. Dealers are also getting quite a few Lake Ontario white fish, which are in fair demand at 8 to 10c. per pound. Fresh sea salmon is lower. We quote:—Fresh sea salmon, 15c.; skinned and boned codfish, $6\frac{1}{2}$ c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to $12\frac{1}{2}$ c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; ciscoes, \$1.35 per 100; perch, \$2 to \$3 per 100 as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c.

(Continued on page 22.)

SYMINGTON'S

COFFEE
ESSENCES

... UNEQUALLED ...

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,
— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

**Bacon, Butter, Lard, Eggs, Cheese,
and Canned Goods.**

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank,
Manchester, Eng.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

WOODEN WARE,
WILLOW WARE,
BROOMS, BRUSHES,
PAPER AND TWINE,
GROCERS' SUNDRIES,
ETC., ETC.

WALTER WOODS & Co.

Manufacturers, Importers,

AND

Wholesale Dealers

74, 76, 78 McNAB ST. Hamilton, Ont.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO. WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

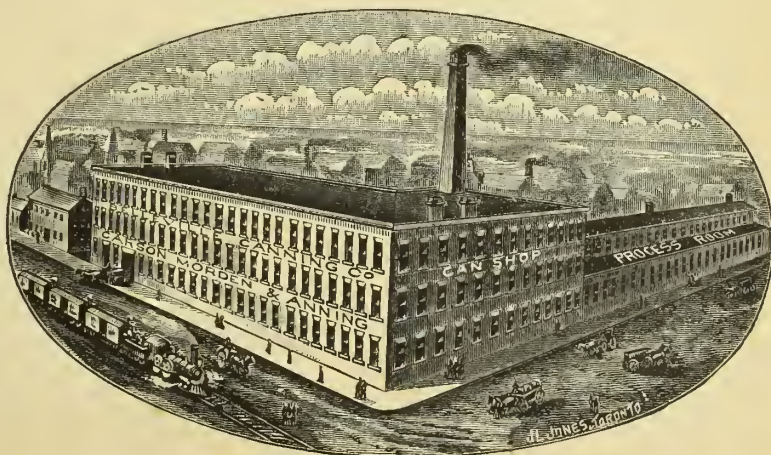
"Queen Brand"

Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued

a lb.; shad, \$3 a dozen; halibut, 15c. a lb.; salmon trout and white fish, 7 to 7½c.; eels, 8 to 10c. a lb.

HIDES, SKINS, TALLOW, WOOL.

HIDES—No change, carlots selling as before at 5¼c. for good selects.

SKINS—Calfskins dull; jobbers are paying 8c. as before, but there are no sales. Season is about over for wool skins, only an occasional one coming in. A good many lamb skins are offering and price is unchanged at 30c.

TALLOW—Supply and demand light and prices steady; dealers are paying 5½c. for rendered and selling at 6c.

WOOL—There is a good deal coming in on the street, for which 17 to 18c is being paid for good selections of washed merchantable wool; 10 to 11c. is paid for unwashed and 13 to 14c. for rejections.

PETROLEUM.

The Petrolia Advertiser, in its weekly report, says: "The backwardness of the season, the tariff agitation and the unsettled influences upon commercial affairs pertaining to petroleum are given as reasons for the continued dullness. On the whole, however, the tone of the market is maintained on a steady basis." Petrolia crude is quoted at \$1.07 per barrel in tanks or \$1.10 delivered.

On the Toronto market business continues quiet and unchanged in burning oils and fairly good in lubricating oils. We quote: Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

MARKET NOTES.

A good grocery business, well situated, is offered for sale by Eli Hutchings, of Carleton Place.

Smith & Keighley report large sales of new season's pack of salmon to arrive.

Eby, Blain & Co. this week received their first arrival of choicest May picking Japan tea. This tea is stronger in body than it has been for some seasons.

Davidson & Hay are in receipt of a shipment of Arguimbau off-stalk Valencia raisins which they are selling at 4½c. a pound.

Eby, Blain & Co. are in receipt of some exceedingly high grade Ceylon teas, for which they have had enquiries lately. The grade is said to be higher than is usually brought to this market.

Davidson & Hay have their new shipment of Japan tea in stock.

J. W. Lang & Co. received orders this week from Hamilton, at full prices, for horse-shoe salmon.

Dawson & Co. received a car of strawberries Saturday containing 145 cases and another on Monday containing 130 cases. These are believed to be the two largest carloads of strawberries ever brought into this market from the States. The average number of cases to a car is about 110.

D. Gunn, Flavell & Co. have received a number of answers to their circulars sent out regarding the buying and packing of butter, "which indicates," said a member of the

firm, "that there is a large make of dairy butter this spring."

Lipton, the English packet ten man is making arrangements to push his trade in Canada.

The new May picked Japan teas, "Mikado chop," offered by W. H. Gillard & Co., of Hamilton, are very fine in the cup and attractive in appearance.

People are now getting on to the fact that selected fruit is best to handle, instead of cheap trashy stuff, James Turner & Co. report a fine trade in Vostizza and selected Valencias.

Retailers requiring tomatoes should refer to W. H. Gillard & Co.'s advertisement. The price they are quoting for limited quantities is much below the market.

Hillwattee is now a household word in many sections of Ontario. The grocer has no trouble to sell this reliable brand of blended tea. The agents, Lucas, Steele & Bristol of Hamilton, will mail samples on application.

Steel, Hayter & Co., growers and importers of Indian teas, report the arrival of large consignments of Indian Pekoe Souchongs. These teas come direct from their gardens in India. They are unopened in London and are in fine condition. The prices range from 18 to 20c.

Epps & Co., the well-known English cocoa manufacturers, in a letter to C. E. Colson, of Montreal, their special agent for the Dominion, say: "We are pleased to notice that up to date your orders are largely in excess of last year."

Gillard & Co. are in receipt of Morton's fresh herrings and preserved bloaters. These lines are delicious summer-goods and the demand is increasing amongst consumers.

The old reliable Stowers' lime juice and cordial is again to the fore with the hot weather. Lucas, Steele & Bristol have just received a consignment. This firm offer another pure lime juice, also put up one dozen pints in cases to sell at \$2. It makes a handy 25c. bottle.

The firm name of "The Cowan Cocoa and Chocolate Co. (Ltd.)," has been changed to "The Cowan Co. (Ltd.)," for the sake of brevity. Owing to their increasing trade they have found it necessary to obtain larger premises, Nos. 468, 470, 472 and 474 King street west, which are being enlarged and refitted, and to which they remove about 1st July.

Canned haddies of the well-known "Thistle" brand are now in the market, the first shipment of new pack having arrived this week. The packers of these fish always seem to be alive, and the "Thistle" brand has won a reputation that it well deserves. Twelve years ago the first shipment to this market of these fish was made to Eby, Blain & Co., and this firm have never ceased to keep them. Mr. Robert Austin, who is the

manager of the "Thistle" Canning Company and a man of great experience, succeeded his father many years ago, and has well kept up the reputation that had been earned for all haddies packed under the name of "Thistle."

A. Sneath & Son, general merchants, Penetanguishene, have sold out to Ross & Rourke. Mr. Ross was formerly bookkeeper and store manager of the New Keene Lumber Co. and Mr. Rourke was head pusher in the grocery department of W. M. Thompson. W. W. Sneath leaves for California about July 15. "We would say when retiring from business," write the firm, "that we consider your paper the paper of Canada."

MONTREAL MARKETS.

MONTREAL, June 15, 1893.
GROCERIES.

The grocery market is quiet on the whole, and nothing new has arisen during the week except in the case of sugar, which has given an example of further firmness. This product seems as though it was never going to stop its upward march. On Thursday last one of the refiners here gave notification of an advance in price, and finally on Saturday the advanced quotations recorded below were established by the refiners, who state that even at the higher basis they will only take moderate orders and refuse to look ahead to any large extent. In other branches the movement has been of a fairish character, the warm weather increasing the overturn in some respects, but there are no special features to note. Tea is quiet, with buyers holding off more or less, while the situation of syrups is unchanged. In Barbados molasses, despite all predictions to the contrary on the part of interested people, prices are down at the Islands to a 12c. basis. Dried fruit has shown a somewhat better enquiry, rice is steady and canned goods do not furnish anything new in addition to the phases of the situation in regard to salmon and tomatoes, on which we have already dwelt specially.

SUGAR.

The sugar market holds very strong and since our last there has been an advance of a fraction or so in the prices both of yellows and granulated. In our last we referred to an advance in New York and said that one was anticipated here and it has been fulfilled. In addition to this firmness, it is just now the season when the demand commences to make itself felt on preserving account, and everyone is looking therefore for a strong and more active sugar market. Refiners however will only operate very cautiously in the matter of accepting orders. On Thursday they advanced prices to 5 5-16 to 5 5-8c. on granulated and 4 5-16 to 4 5-8c. on yellows, and finally on Saturday they marked them up still higher, their quotations now standing 4 5-16 to 5c. for yellows and 5 5-8c. for granulated. Advances on raw give no indication of any easier influence and it would not be surprising to some if even higher prices were to result.

SYRUPS AND MOLASSES.

In syrup the position is precisely the same as it was a week ago. Canadian in the wood

(Continued on page 24)

The Western Milling Company.

(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers' of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

FLOUR AND FEED.

TORONTO.

The flour market is dull and weak, with prices lower. Oatmeal is firmer and millfeed is lower.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$4.05 to \$4.25; Manitoba strong bakers', \$3.80 to \$3.90; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.10. to \$4.30 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$11.50 to \$12.00, shorts (ton lots) \$15, ditto (on track) \$12.50 to \$13; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 38c. on track.

HAY—Baled timothy is not much wanted owing to freer street receipts. We quote \$10 to \$10.50. There have been sales for export equal to these prices.

STRAW—Demand poor and prices unchanged at \$5.50 to \$6.

MONTREAL.

The flour market furnishes no very interesting feature, and some demand is noted on export account and cables are somewhat better, but the local market is as quiet as ever and the demand unsatisfactory. The call is largely for cheap grades and outside lots. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.20 to \$4.30; straight rollers, \$3.40 to \$3.55; extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brands \$3.90 to \$3.95.

ST. JOHN, N.B.

The demand for breadstuffs is not up to what it should be. Stocks are heavy and prices unchanged, as dealers claim that to lower quotations would be selling below cost. Manitoba is selling at \$5 to \$5.15, Ontario high grade \$4.15 to \$4.25, medium patents \$4 to \$4.10.

Oatmeal—Firm at advance with indications for higher prices; \$4.40 to \$4.50 is present rates for selling.

Cornmeal—No change in values; \$2.70 to \$2.75 is the idea.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in carloads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways.

Robinson's Patent Barley

For sale by all Druggists and Grocers, and wholesale of the Agents—FRANK MAGOR & CO
16 ST. JOHN ST., MONTREAL. Write for Samples and Quotations.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,

HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

Toronto
Winnipeg

MONTREAL Markets Continued.

has moved at 2 to 2½c. and American at 18 to 20½c per gallon.

Despite the strenuous efforts of the combine and those holding large lots of molasses to discredit the fact of the 12c. figure at the Islands, it has been repeated here this week for Barbadoes molasses. Still the combine holds its price steady here at 33 to 34c., but there is no strong inclination to go into any further investments at present. It is claimed also that business, as we have noted previously, has been done in outside lots for less money, and the statement was repeated this week and there is good ground for believing it to be true.

TEA.

The tea market is decidedly quiet, buyers preferring to wait until the new crop is arriving more freely before placing orders for any round quantities. There have been some stock of 1892 left over, but there is no anxiety about it. Sales of round lots of Japan are noted at the following:—Low grades, 13 to 14c.; medium to good, 15 to 18c.; fine, 19 to 21½c.; finest, 23 to 31c.

COFFEES, ETC.

Coffee remains much the same with nothing special to note this week.

Spices continue firm and unchanged also.

RICE.

There is a good steady movement in rice at unchanged prices. We quote: Ordinary \$3 85 to \$4. Japans \$4 to \$4 50, Patnas and Carolinas \$4.50 to \$5.50.

DRIED FRUIT.

There has been a better enquiry for dried fruit during the week, and further round lots of Valencias have been moved at 3½c. for good common and 4c. for better grade off-stalk raisins, while some choice parcels have fetched 5c. Layers are firm at 6c. Currents remain dull and easy at 5 to 6c. as to package.

GREEN FRUIT.

There has been a good saleable demand for green fruit during the week, the warm weather having an appreciable effect, especially on the call for oranges and lemons. Oranges in half boxes have been selling at \$1.75 to \$2 and in boxes at \$2.75 to \$3.50. Lemons moved with quite a degree of freedom at \$3 to \$4 per case. Pineapples have ruled plentiful but steady at 4 to 12c. as to size. There are more bananas than the demand can accommodate, and we quote prices easy at 50 to 75c. and \$1 per bunch according to quality.

APPLES.

Apples have furnished some jobbing sale during the week on the basis of \$2 to \$3 25 per bbl. according to quality.

BEANS.

Beans rule steady, single lots of Western hand picked moving during the week at \$1.60 to \$1.65. Ordinary grades are a slower sale at \$1.25 to \$1.50 and inferior \$1.50 to \$1.10.

HONEY.

There is no change in honey which rules quiet and featureless. Comb stock sold at 9 to 13c. and extracted 6 to 8c. during the week.

HOPS.

The same dullness prevails and in the absence of business prices are more or less nominal. We quote choice 17 to 18c., poorer qualities 14 to 16c. and old hops 8 to 10c.

PROVISIONS.

The provision market is quiet, with prices much the same. The following are the quotations: Canadian short cut, per brl., \$21

to \$22; mess pork, Western, new, per brl., \$22 50 to \$23; hams, city cured, per lb. 12½ to 13¼c.; lard, Canadian, in pails, 12 to 12½c.; bacon, per lb., 11½ to 12½c.; lard, common refined, per lb., 10 to 10½c.

EGGS.

Receipts of eggs continue heavy, but there is no change in prices, which remain at 11 to 11½c, single cases of candled stock fetching 12c.

BUTTER AND CHEESE.

The cheese market was soft in tone as expected, and the decline intimated probable has been practically established. There was not much business to note; good round orders for Ontario white could be filled at 9c. if buyers were willing to pay that figure, but they generally stipulate for the concession of a fraction on that figure. At the wharf this week 3,344 boxes were offered, mostly white, and they were all sold at 8¾c. Some 2,000 which came in by rail also went for the same figure. We repeat the quotations which we marked last week, with the stipulation that it is more a question of the inside than the outside figure. Finest colored, 9¼ to 9¾c.; finest white, 8½ to 9c.; under grades, 8½ to 8¾c.; cable, 48s.

Butter fails to show any particular activity. There has been dealing in small parcels of creamery—25 box lots on the basis of 18½c.—by exporters, and this is an outside price for the article. Other grades are quiet, and we do not hear of anything doing except in a jobbing way on local account. New creamery, 18 to 18½c.; new Townships, 16 to 17c.; western dairy, 14 to 16c.

MONTREAL TRADE NOTES.

The warm weather has led to a somewhat better demand for lemons.

N. Quiatal & Fils still offer their low priced line of tomatoes to the trade.

Bananas are a perfect glut here, and sales at 50c. and under in some cases are reported.

Further large orders of canned salmon have been booked here at inside figures at the coast.

L. Chaput, Fils & Cie. are offering Greenbank's lyes and concentrated soda, etc., this week.

Further low offers of molasses at the Islands are reported, 12c. now being recognized despite persistent attempts to discredit it.

Some round lots of 1892 Japau teas have been moved during the week. There is still quite a stock remaining, but holders manifest no anxiety.

C. Alfred Chouillou, the agent for Menier's Chocolate, has been pushing the article freely this spring and summer, and says the sales are encouraging.

Stewart, Munn & Co. have been receiving quite a lot of supplies of their various descriptions of Newfoundland sea food during the past week or so.

Four cargoes of Barbadoes arrived here this week, and, as we have noted before, still more are on the way. The market begins to feel the influence of the load.

Lightbound, Ralston & Co. offer their new specialty, Schweitzer's Cocotaine,

for which they are the sole Canadian agents, in nice handy sized tins to the trade.

With sugar on the up move housewives are beginning to get anxious about their preserving. Buyers show more disposition to order, therefore, but refiners are very cautious.

We understand that Messrs. Frank Magor & Co., 16 St. John street, Montreal, are handling the well-known jams and jellies of Messrs. Chas. Southwell & Co., London, Eng. The high quality of these should make them quick sellers, and Messrs. Magor & Co. are preparing for a good season's business.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., June 15, 1893.

Business is only fair. The markets are steady in all lines.

Flour is in only moderate demand. Sugars show very little life. Provisions are more enquired after at regular prices.

Sugars—Market still very dull, though prices are strong and likely to advance. We quote: Granulated, 5¼ to 5¾c.; extra C, 4½ to 4¾c.; yellows, 4¼ to 4½c.

Molasses—Barbadoes is quoted at 32 to 33c.; Antigua, 30 to 31c., with small enquiry.

PERSONAL MENTION.

E. B. Nixon, Winnipeg, buyer for the Hudson Bay Co., was in Toronto and Montreal last week on a special trip.

James Playfair, lumber dealer and general merchant, Sturgeon Bay, intends going to the World's Fair in a unique way. He will board his private yacht at Sturgeon Bay and sail right through to Chicago. He expects it will take about four weeks to reach the White City.

F. J. Gillespie, merchant and deputy-reeve of Uptergrove, was in Whitby last week attending the County Council.

J. D. Arguimbau of Denia, was in Toronto last week on his way to the World's Fair. He says prospects indicate a Valencia raisin crop much about the same as last year as far as quantity is concerned but that the quality will of course depend on the weather experienced between now and the scalding period.

Early Sunday morning burglars entered the store of Charles A. Wenino, grocer, Sarnia, by a coal hatch, and got into the furnace room, and prying open the door leading up to the store. They secured about \$12 in silver. No clue as yet.

Sheriff's Bailiff Stewart, of Hamilton, Tuesday arrested James Mitchell on a capias issued at the instance of The Tuckett & Son Company. Mitchell, who used to keep a grocery store at the corner of King and Queen streets, Hamilton, sold out on Friday last to Fred Dodman. In the affidavit, on which the capias was issued, it is alleged that Mitchell made away with his property to defraud his creditors. He owes the Tuckett company \$137.

We Take Stock in May

Merchants open to buy JOB LOTS should not fail to call and see us when in the City.

Now is the time to secure bargains in Crockery, China, Glassware and Lamp Goods. Largest stock in Canada to select from. Send for sample package of the New Era and Columbian assortments of Glassware.—Sells retail at 25c. and 10c.—Best value in Canada.

JAMES A. SKINNER & CO.

54 and 56 Wellington St. West,
Toronto.

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

COFFEES.

— IN STOCK —

MOCHA, E. INDIA, CAPITANIA & RIO.

— TO ARRIVE —

EXTRA CHOICE D. G. JAVA.

WARREN BROS. & BOOMER,

35 and 37
Front St. East, **TORONTO**

First Arrival.

New Season's Japan Tea, 1893-4

NOW IN STORE.

Style and Quality Superb.

RAW SUGAR in BARRELS,
BRIGHT COLOR & DRY.



May 29th, 1893.

**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON

SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St.
Ronan's Well," Shaps. XVI. and
XXX.

Lord Byron's "Beppo," VIII.

SEELY'S Flavoring Extracts



have stood critical test
for 31 years.

Their—

Purity, Strength
and Rich Flavor

have made them the

**STANDARD GOODS
OF AMERICA.**

The most attractive line
in the market.

Send for our Illustrated
Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

TORONTO.

JUST TO HAND

Large Consignment of

West India Molasses

: : ALSO : :

Ceylon and India Teas

EXTRA VALUE.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

THE PRUNE SITUATION.

Contrary to all expectations entertained by the trade last fall, the stock of prunes has continued ample to this time, and there is every reason to believe that the quantity remaining will prove sufficient to meet the wants of consumers until the several new crops can be placed upon the market from the various producing sections. The Turkish and Bohemian crops last year were considerably less than the average of those sections, and the yield of the French orchards also showed a deficiency, while in our own country the crop of California fell off fully fifty per cent in comparison with that obtained in '91. When it became evident that the several crops were likely to prove short, growers' ideas suddenly became inflated, and the trade were confronted with extreme views for deliveries when the goods became available for shipment. Buyers were at first inclined to caution, but as the season progressed and the prospects failed to improve, importers exhibited more disposition to consider offerings of the several foreign crops, and operations were carried on upon a more liberal scale in the growing sections of the Pacific Coast. With several months of a moderately active demand the fruit rapidly changed from the hands of growers to speculators and the trade, thus throwing the responsibility upon the two latter classes of finding sale for the goods and at remunerative prices. During the progress of transferring the several crops to second hands, prices were urged constantly forward, the demand being stimulated by "ringing the changes" on the short supply that would soon become manifest in the markets of the world. To load up at high prices is a very easy matter, but to get out with a profit upon the venture is an entirely different affair. When the big prune deal was engineered several years ago, the syndicate figured out to their own satisfaction the exact amount of each individual's consumption. They had it planned that the total quantity was "so much" that prices would be raised by gradual stages until 10 cents per lb. would become the price for Turkish, after which time the market would take care of itself. The thought of checking the consumption was not seriously entertained, but the pool found in the end that had they made some calculation upon this point they would have been saved considerable capital. Prunes to-day are considerably above the normal value, and as such has been the case since last fall, and even beyond that time, the demand from the "bone and sinew" of the country has been lessened materially, the fruit being no longer included among the food staples of the poorer classes. It is all very well to talk of educating the tastes of the masses up to a higher

grade of goods, but when the pocket does not permit of indulging in the improved quality at a higher cost, naturally the consumption receives a check. Going back previous to the prune syndicate period, 31-2 to 4c. was quite common as a value for cash prunes from Bosnia and Servia, or what are generally known as Turkish. At that time the ordinary grocer purchased a cask or a barrel and made the price of four or five pounds for a quarter. Then it was that the fruit was within the reach of the lower classes, and naturally the sale was heavy to all sections. Cask fruit in those days was of a much better standard than the fruit of to-day in similar packages. During the past three or four years the industry of grading and boxing has steadily increased, and only the very smallest sizes are now to be found in the weighty casks, whereas formerly the fruit as cured was packed regardless of size in this one style of package. As sorting the fruit has assisted in raising the standard of the goods coming from the Bosnia and Servia districts, and it has also served to raise the value; but on the other hand the lowering of the standard of the fruit in casks has not served to lower the price for that style of packing, but, on the contrary, the prices obtained are considerably higher than under the old system. The full prices of the past two years may, however, be attributed to the unfavorable crop results, and also to an increased European demand. Reports from Europe the past season have indicated an unusually heavy sale for not only the Turkish and Bohemian, but also the French, and though prices to-day are regarded as full, there are no offers making from primary sources for shipment hither, the quantities remaining there being so small that the holders regard their stocks as barely sufficient to piece out the season among their own consumers. The stock of Turkish in this market is considerably less than the quantity usually held at this season of the year, but the limited demand experienced during the past three months and the lack of spirit to the enquiry to-day have led to a weak and unsettled feeling, with ruling values showing a constant loss to those who are carrying the goods. Regarding our California product, the stock held here is extremely small, the Western markets have no surplus, and from all accounts no large quantities are held upon the coast; but in the face of this statistical position buyers have had the advantage for some time past, and the values quoted as acceptable to-day show a heavy loss to the holders. Latest reports from the Pacific are of a very favorable character regarding next crop. The trees are weighted with fruit, and after making liberal allowances for droppings, reliable authorities count upon a yield fully as great as that gathered in '91, or say a quantity approaching 22,000,000 to 24,000,000 lbs. of dried fruit.—N. Y. Bulletin.

BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

A GOOD GENERAL STORE FOR SALE—stock about \$4,000 to \$5,000—also postoffice in connection, in the village of Norland, situated on the banks of Gull River. Apply to Postmaster, Norland. 24

SMART GROCERY BUSINESS FOR SALE IN Carleton Place. Corner store, close to post office; best location in town. Railroad trade, no long accounts. The right man can make money. Present owner retiring from business. Will either sell or rent store. Eli Hutchings, Carleton Place. 27

AN OPPORTUNITY—A FIRST CLASS GROCERY business for sale in the city of Toronto. Last year's business \$30,000; ill health only cause for parting with it; finest stand and premises; to rent, good house over store; all heated with hot water system; advertiser owns property and will sell only to first-class live man; money required, between four and five thousand; closest scrutiny desired. Address A. B. C., care John I. Davidson, Esq., 36 Yonge St., Toronto.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

LAWSON BROS. Manufacturers
... of ...

Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc., Put up in bulk, boxes, barrels, and packages.

The Best Goods in the Dominion.

259 and 261 King St. W., Toronto, Ont.

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,
261 King St. West - - TORONTO, ONT.



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal
" Tees & Persse, Winnipeg.

A . . .
Few . .
Reasons
Why . .



Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by



THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.

COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Henderson streets, Jersey City, where we have greater facilities for manufacturing to meet the increasing demand for our machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK

The Hungerford
Co.

LIGHTBOUND, RALSTON & CO.

Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST
COCOA IN THE WORLD.

SCHWEITZER'S COCOATINA

1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

WHOLESALE AS AUTOMATONS.

The following article, by Jacob Furth, president of the Associated Wholesale Grocers, St. Louis, recently appeared in *The Interstate Grocer* :

It is a sad but uncontrovertible fact that the profits of the wholesale grocer are smaller than the profits of any other jobber. The gross profits of the average wholesale grocer of to-day do not reach in percentage what it costs the dry goods, clothing, boot and shoe, millinery, or other jobber to do his business. The grocer does more work in poorer quarters, takes greater risks, and must economize more than the jobber in any other line of business; why is it then that he does not get that remuneration for his services that is freely and willingly accorded to other jobbers? Why is it that he cannot get a fair percentage of profit on his sales? And why is it that he is not allowed to enjoy those comforts and pleasures that others enjoy who are engaged in other lines? There seems to be an unwritten law, respected and executed to a remarkable degree, that the grocer must sell a portion of his goods at or below cost, another large portion on a basis of profit not at all in keeping with what it costs to do his business, and that the balance must be sold on a percentage of profit which the closest staples bring in many other lines. Why is this so? And what causes have led to this peculiar and unfortunate state of affairs?

This question is now puzzling the brightest minds in the profession, and how to improve the condition of affairs is certainly a matter of vital interest to all, and deserving of their closest scrutiny and best intellectual power. Let us bring out, if possible, the causes which have led to this; let us interchange opinions, and see whether or not an improvement can be brought about, and the grocers' lines be thereby made to fall into more pleasant places.

I think that among the many causes that have contributed to bring about the present condition of affairs, the sale the distribution of "popular goods" and "popular brands" should be examined into, and considered as worthy of our attention. It has been my experience, and I think my brother grocers have shared this experience with me, that less money is being made, and can possibly be made, on the so-called popular brands of goods than on any others in the line.

As a matter of fact, everybody knows the cost and selling prices of these "popular goods," and as they virtually sell themselves, we must not wonder when the majority of our salesmen make their first and grandest efforts on these goods. Has it ever occurred to the thinking salesman and the intelligent employer that every case and every car of these "popular brands" that goes into and

out of the house strengthens the hold that these goods have on the trade, and furnish the manufacturer and packer with greater power and more opportunity to dictate to the jobber?

There is not a new salesman who does not make it his business to prove to the buyer that he is the veritable Cheap John: that he is the apostle of low prices; that he is the poor man's (retailer's) friend, and there is no better way for him to prove his sincerity than by naming prices on "popular goods" and cutting their very life out. The question of quality don't come into consideration; his Star tobacco is as good as the other man's; his Eagle milk is as good as the next man's; his Baker's chocolate, his Royal baking powder, his Arbuckle's coffees are all genuine, and if he is lower than his competitor no further questions are asked, he sells the goods.

The number of salesmen being large and on the increase, each being desirous of convincing the buyer on some one article, it can readily be seen that our entire list is worked in its length and breadth, and that the demoralization incidental to such methods must ultimately attack the very vitals of the business and bring wreck and ruin where prosperity and happiness should prevail. Where is the house that will dare cry, "Hold, enough?" In our business I have for years made it a point to avoid as much as possible the handling of goods over which I could exercise no control; whereof I was the slave and subject to being dictated to by everybody everywhere. I claim that much of the popularity of the most popular goods is due to the efforts of the jobber (quality of course considered) and as the jobber in his ramifications and through his own efforts pushes these goods, puts them on the shelves of the retailer, scatters them in every nook and corner of the land, makes the packer rich, he, the jobber, should be entitled to recognition for these services, and should receive at the hands of the manufacturer such treatment and such protection as his services entitle him to. But is not the opposite the case? Do we not find that with success comes arrogance, with arrogance the big head, and instead of assisting the jobber in his efforts to get a living profit for handling the goods, a legitimate return for his services and outlay, he receives at the hands of the detactor treatment not in keeping with his deserts. While the manufacturer is amassing colossal fortunes the jobber is laying awake at night breaking his head over the difficult problem of making a living for himself and family.

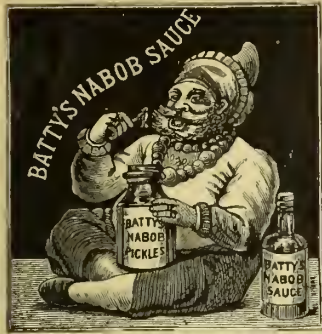
Not alone to jobbers is the sale of "popular goods" an important factor, but the retail grocer is subject to the same annoyance, is forced to bear the same sacrifice of profit as the jobber. What the poor salesman and the cut-

ting jobber accomplishes in the one case, the Cheap John corner grocer does in the other; what the retailer deals out to the jobber the intelligent consumer gives to the retailer.

Is it policy for the jobber to help make this tyranny more unbearable and is it in accordance with good sense and judgment to continue handling goods that pay no profit and which he must sell at the most ridiculous price if such be put on it by second-class salesmen or Cheap John employers? First-class salesmen and first-class merchants do not need to live and thrive on the reputation of the packers. They sell goods on their merits.

What chance or opportunity is there to improve on goods if jobbers will continue to handle one and the same thing regardless of any improvements made by packers who happen to begin business a little later? Must we continue to handle goods because forsooth our fathers or grandfathers handled these same brands before us? What does the average retailer or consumer know or care for the packer? It is the jobber who stands the brunt of the battle; he it is who stands in the breach when anything does wrong, and the jobber therefore, as much as the packer, is justly entitled to a remuneration for the successful introduction of the goods, and for important and valuable services faithfully rendered. I am not going to single out goods because of any ill-feeling I have against them or against the manufacturers thereof, but I am going to illustrate my proposition by taking from our price list some "popular goods," and showing the profit we get for handling them. The question might arise why do we sell goods on such a margin of profit? The answer is simple, because someone else has set the pace for me and I could not ask any responsible dealer to pay me more for goods than the same goods can be bought for from other houses. That is what I mean by saying that I have no control over the goods, and that I am at the mercy of everyone who handles them, be he responsible or irresponsible, be he a first-class salesman of a first-class house, or a scallawag.

To illustrate: Eagle milk is sold in this market on a profit of 10 cents per case or less than 2 per cent. Arbuckle coffee and other package coffees are sold on a profit of 50 cents per case, or about 2 per cent. Royal baking powder is sold either at cost or with a profit of about 1 per cent. Lea & Perrins' sauce either sells at cost or with a profit of 5 cents per dozen. Cross & Blackwell pickles bring about 10 cents per dozen, not counting breakage, or a profit of about 3 per cent. Baker's chocolate sells with a profit of 1-2 to 1 per cent., which nets from 1 to 2 per cent. Popular brands of canned goods such as Moun-



WITHOUT AN EQUAL

Batty's
Nabob
Sauce

THE VERY BEST



Batty's
Nabob
Pickles

Are universally admitted to be the
finest and most enjoyable Pickle
in the world.

Wholesale Grocers keep them.

WRIGHT & COPP, Dominion
TORONTO. Agents.



SNIDER'S HOME-MADE

Catsup

LEADS THEM ALL . . .

You gain your customers' confidence in
place of abusing it when you offer them
Snider's, the Best.

Snider's

DELICIOUS
HOME-MADE

SOUPS Will satisfy the
most fastidious.

For sale by Wholesale Grocers.



WRIGHT & COPP, Dominion
TORONTO. Agents.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL
U. S. A.

WRIGHT & COPP, Toronto

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE
CONFECTION in the market, try BALALICO-
RICE. We are Headquarters for Fine Choco-
lates, Creams, Swiss Fruits and One Cent Goods,
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

-

-

TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to
those suffering from Colds, Hoarseness,
Sore Throat, etc., and are invaluable to
Orators and Vocalists. R. & T. W
stamped on each drop. Try them.

tail corn, sell in this market at a profit of 5 cents per case, including cartage all over this large city. Bullhead oysters sell here usually to retailers at about Baltimore prices. Star tobacco and many other plug tobaccos bring a profit of 1 cent per pound, unless the manufacturers see fit to make a charity distribution once in a while of another cent.

I could increase this list very largely, but I do not wish to be understood as singling out items, for I have no enemies to punish and no friends to advertise, but this I think will be sufficient to warrant the assertion that after a careful selection and culling it will be found that 75 per cent. in volume of the grocery business goes out of every jobbing house with a smaller percentage of profit than it costs to do business.

Where then is the chance for the jobber to make any money out of his business, unless through gambling he makes money on advances? If what I have here depicted is true, have we as grocers the moral courage to stand for a system of reform and progress, or shall we wait until the inevitable comes and carries down to ruin the work of our lives, and engulfs in its wreck the happiness not only of ourselves but of those that are tied to us by the strongest bonds of blood and friendship?

I know that there is more thought being given to the grocery business at this time than has ever been the case before in the history of our times, and I sincerely wish some might give expression to their opinions, and bring out one by one the weak spots in the body of our business, and thus, by publicly discussing its objectionable features, bring about that improvement in business which always follows a rational discussion among intelligent men. Let us have experience meetings in the columns of the trade papers; let us be honest with each other, and give to the public the benefit of our experience and observations, and let us remember that unless we do this and get at the root of evils, the time may come when a cure will be impossible. With the immortal Milton, I say to my brother grocers: "Awake, arise, or be forever fallen."

HANDLING THE PINEAPPLE.

The pineapple is even more difficult to handle in transit than the banana, and any bunching, packing or flattening in loading will result in a loss of fully one-third of the cargo. At times, if the weather is extremely warm, fully one-third of the vessel's load is found in a soft or decaying condition when it arrives here, and, through the sweating and rotting of the fruit, much that is not actually decayed, and might have proved marketable, is spoiled by contact with the other. When the schooner

is made fast to her dock, and the usual formula of signing papers by the parties to whom the fruit is consigned is carried out, the hatches are removed, and experienced pickers, or sorters, and counters, are stationed at the hatchways to receive, sort, count, and deliver to the purchasing parties such quantities that may be called for on orders received.

There is a man who sits beside the counters, and his duty is to score all counts and render a total to the consignee. As fast as the baskets filled with pines are handed over the guard of the hatchway, the sorters grasp them, and, discarding any fruit spotted or rotting, count in pairs until their baskets are filled, or they have reached fifty, when "tab" is called, and the scorer marks 100 upon his slip. When out-of-town orders are being filled, the "pines" are carried rapidly to a row of cars upon a float near at hand, and after "excelsior" has been spread upon their floors the cars are loaded with fruit designed for shipment. Arabs and commission merchants, or order men, come to the vessel and buy such lots as they may desire.—Baltimore American.

SOME POINTS ABOUT COFFEE.

In view of the extremely conservative lines upon which jobbers' purchases of nearly everything in the grocery trade have been conducted of late, and the general aversion to carrying operations beyond limits not justified by well defined wants, upon reference to back records, that, annoying as it may be in respects, the conservatism is not only without redeeming feature, but possessed of some results leading to hope that, when the pressure of financial depression shall have been lifted, the strong features of the market will come more boldly to the front as a factor in shaping the course of values. The contrast in experience with goods that are in unenviable statistical positions, and those that have not has been conspicuous during the past sixty days. As also, where the statistical position was strong values have advanced more or less in the face of extremely conservative buying, as illustrated in the instance of a few lines of canned food products. On the other hand there has been more or less depression in goods that were not as strongly situated statistically or lacked speculative support. Upon the failure of a prominent French speculator in coffees, prices broke sharply, No. 7 selling at as low as 14c. from first hands. Since then there has been a gradual advance to about 17c., and a reasonable inference is that the reaction was due to confidence in advices tending to show that, while speculators may have been indiscreet in the matter of timing their operations, and inconvenienced by the reserve of jobbers,

the relation of supply and demand, free from speculative manipulation, has brought about a change and raised values to a point that which the speculative fraternity could reach by their particular methods. The result is not difficult to explain. The speculators wanted too much in a short time, and burdened themselves with a heavier load than they could carry. Naturally liquidation came about in due time, and the inevitable collapse in values occurred. At the lower level a great deal of coffee passed into distributors' hands, and quickly moved into the final channels of distribution. Of itself that was a strong feature, and, in connection with the falling off in visible supply, did much to restore values. But there is another support to the market in the shape of unfavorable prospects for the coming crop. This may be summed up in a repetition of former reports of adverse weather conditions in Brazil and other sources of supply that naturally tend to shorten the yield, and the indolence of recently emancipated slaves who have fallen into the rut of taking three days' leisure out of every week greatly retards the harvesting of the crop. Latest popular estimates are that the coming Brazil crop will be 1,000,000 bags short of that of last season; that Java will fall about 750,000 packages behind also, and that, allowing for a falling off in consumption due to high price, a shortage of 750,000 bags or more will have to be contended against ultimately.—N. Y. Bulletin.

FOOD PRICES IN EUROPEAN CITIES.

A commercial return has just been issued showing the average retail price per pound avoirdupois of various articles of domestic consumption, medium qualities, in some of the principal cities of Europe during the year. The cities selected are: Paris, Lille, Berlin, Frankfurt-on-the-Main, Hamburg, Vienna, Buda-Pesth, Prague, Rome, Florence and Brussels. The prices of prime beef varied very much. In Prague it could be obtained for 7d. a pound, in Vienna for 8d., in Rome and Buda-Pesth for 8 1-2d., while in Paris the price fluctuated between 1s. and 1s. 4d., and in Lille as much as 1s. 5 3-8d. had to be paid. Flour ranged from 11-10d. in Buda-Pesth to 21-2d. in Paris, Frankfurt and Florence. It is curious to notice that, while in Lille flour can be purchased for 21-4d. a pound and white household bread cost 13-4d. in Berlin, this was exactly reversed, bread costing 21-4d. and flour being 1-2d. cheaper. Potatoes were under 1d. a pound in all the cities except Hamburg. Rice ranged from 13-4d. (in Brussels) to 5d.; sugar "good white lump, cracked or sawed," from 33-4d. to 71-2d. (in Rome and Florence), and coffee (Brazil or plantation, roasted and ground, without chicory or other coffee substitute), from 1s. 4 3-4d. in Berlin to 2s. 6d. (fresh roasted) in Paris. In Brussels coffee from the Dutch colonies can be obtained for 1s. 23-8d. a pound.—London Times.

IDLE RICE FIELDS IN THE SOUTH.

The principal cause of the abandonment of so much rice land in South Carolina is, according to the Boston Herald, the lack of capital, due to heavy losses sustained during the late war. They were left without working capital and the means to employ labor, and freshets had broken the dikes and filled up the canals and ditches, so that it would have required a considerable outlay of money to have put the rice plantations in their former condition. There is no lack of the best rice lands in the State, with good water facilities which can be purchased for merely a nominal sum. Another reason why so much of the rice land has been abandoned is the scarcity and inefficiency of the negro labor, the good labor having been drawn away by other industries which afford better pay. There is every opportunity for the introduction of improved machinery, which would do away with much of the inefficient labor in the building up and repairing of dikes, canals, etc., and machinery could also be used in the preparation of the land and the cultivation and harvesting of the crop. It is not unusual to find plantations of 10,000 acres, with perhaps half of this amount of land available for rice culture, in a narrow strip along the river front from a half mile to a mile in width, and it is quite possible for anyone starting in with sufficient capital to secure the finest rice lands at a very low price, and by the introduction of improved methods, and especially by the introduction of improved machinery, to be largely independent of the scarcity and inefficiency of the labor. The cultivation of rice is a very expensive undertaking, and as a rule it can be carried on as much more economically on a large scale than on a small one, and probably for the production of no other purely agricultural crop are capital and

strict business methods so necessary as for the production of rice by the method of water culture, of which there is an abundant supply, which comes down laden with the most fertile portions of the soil of the up country. The Herald is of opinion that here is a fine field for the employment of dormant northern capital, which, if rightly applied, would bring in large returns.

MAKING A RAISE.

There's a certain business man in Chicago who is as cranky as he can well be, and is at the same time very careless in his business affairs. But he is very rich, and has a big establishment, and not an employee likes him. About a year ago one of his clerks, getting \$1,000 a year, approached him on the subject of an increase of salary. The old man got hot in a minute.

"How much are you getting now?" he asked.

The clerk was about to tell when a happy thought struck him.

"Two thousand a year," he replied firmly.

"Um um," he said, "you are a good clerk, and I'll see what can be done for you."

Then he dismissed the clerk and called in the manager.

"Make Jones' salary \$1,800 a year," he said.

The manager was about to offer an explanation.

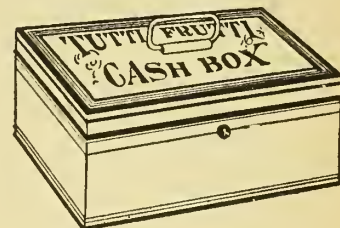
"Do as I tell you," said the old man. "I'll teach the young upstart to come in here dictating to me how much money to pay my people."

By this time the manager had comprehended the situation, and he forthwith put Jones on the \$1,800 list, and six months later, when the old man found how he had been worked, he called Jones in, and told him he would restore him to the \$2,000 list, and Jones was shrewd enough to take the twinkle in the old man's eye in good faith and say nothing.

STAMINAL

is a valuable food and tonic for the warm weather.

It Supplies
the vital principles of Beef and
Wheat with Hypophosphites



Ask your wholesaler for one or send for circular.

Adams & Sons Co.,

11 and 13 Jarvis St., Toronto, Ont.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHROP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

H. McDOWELL & CO.

NEW WESTMINSTER:—
D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.

BUSINESS CHANGES.

PARTNERSHIPS FORMED AND DISSOLVED.

Fluet & Lefebvre, fruit dealers, Quebec, have dissolved.

Matthews & Sherman, flour and feed, Winnipeg, have dissolved. J. W. Matthews continues.

The Edmonton Butter and Cheese Manufacturing Association is applying for incorporation.

Dame P. Gosselin has been registered proprietress of the firm of B. Gohier & Fils, general store, St. Laurent, Que.

H. N. Mercier and Dame R. D. Vezina have been registered proprietors of the firm of Arial & Co., grocers, etc., Quebec.

J. E. Asselin & Co., grocers, Quebec, have dissolved, and Dame E. Gray, wife of Joseph Asselin is now registered as proprietress.

The Smardon Soap Co., Montreal, have dissolved; new firm formed composed of Daimier Fortin and Ed. Bourgouin; style unchanged.

Munderloh & Co., importers, etc., Montreal, have dissolved and a new firm composed of Hy. Munderloh, Charles Boyd, E. Van Rappard, formed under the old firm name.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W. Winters, a Kingston hotel-keeper, has left the city.

Saucier & Girard, traders, Chicoutimi, Que., has assigned.

P. E. Beaudoin, general merchant, Black Lake, has assigned.

W. A. Thornton, general merchant, Shebo Lake, has assigned.

G. B. Jones, general merchant, Apohaqui, N.B., is offering to compromise.

Michael Gillis, general merchant, Broad Cove Chapel, N. S., has assigned.

Patrick J. Grace, general merchant, Huntley, has assigned to J. F. Kirkland.

McKay Bros., general merchants, Papi-neauville, is offering to compromise at 25c. on the dollar, cash.

W. S. Given, general storekeeper, Paisley, is offering to compromise with his creditors at 85c. on the dollar.

Garland, Elliott & Co., boots and shoes, etc., Port Arthur and Sault Ste. Marie, have assigned to John McClung of Toronto.

FIRES.

Ivor & Co.'s packing house, Strathroy, Ont., was destroyed by fire Saturday.

P. J. Grace, general merchant, Pawmure, Ont., has been burned out; partially insured.

Kelso & Co., general merchants, and H. N. Ryan, grocer, Thurso, N.S., have been burned out.

Thos. Falconer, groceries and liquors; Luke Lawson, general merchant; Miss Ludon, groceries, etc., Canterbury Centre, have been burned out.

Virden & Son's roller mills, Man., together with a large stock of flour and wheat in

store, have been destroyed by fire. Nothing was saved. The loss will amount to \$10,000; cause of fire not known.

DEATHS.

Chas. Sargeant, general store, etc., Nelson, N.B., is dead.

SALES MADE OR PENDING.

The stock of Chapdelaine & Frere, grocers, Sorel, Que., has been sold at 65c. on the dollar.

The boot and shoe stock of James Summer & Co., Carleton Place, is advertised for sale by auction June 27.

The stock of A. G. Smith & Co., general merchants, Collingwood and Byng Inlet, is to be sold by auction June 20.

The estate of Michael Kane, grocer, etc., St. Catharines, is advertised for sale by auction June 16 under chattle mortgage.

CHANGES.

W. Hutchison, grocer, Toronto, has sold out to W. Rae.

James Stewart, general merchant, has been succeeded by W. J. Young.

Andrew Ross, general merchant, Harwood, Ont., has been succeeded by John A. Watson.

'DEM WATERMELONS.

The watermelon season is rapidly approaching, and advices from growing sections report a large crop of fine quality, which is nearly ready to market. The first car load received last year came in June 11th from Florida, and the following day a carload arrived from Georgia, and by the first of July 285 car loads had been received. The first car load arrivals for the three previous years came in between June 10th and 15th, but this season the fruit seems to be more advanced, and receivers are looking for a car or two this week. A despatch from Jacksonville was received last week stating that the first car of watermelons to leave the State this season had been shipped by B. R. Price from Grand Island, Flo., to Cincinnati. A good many melons are received here from Florida, but the bulk of the supply comes from Georgia and South Carolina, and later in the season large quantities are received from New Jersey. The production of Southern melons is decreasing, as the transportation companies charge such high rates that they are practically driving many growers out of the business, and hundreds of farmers have turned their attention to early vegetables and truck instead of melons. There is still a large production, however, especially in Georgia, the acreage last year being placed at 28,540 acres. Of this crop the growers are reported to have realized \$489,000, and the transportation companies \$1,000,000. The Florida and Georgia crops both come in together, and as the Georgia product is usually of better quality than the Flor-

ida melons, they have a strong preference with buyers, and command higher prices, resulting in smaller profits for Florida shippers who send to this market, and when Jersey commence to arrive freely more Southerly stock has to be stopped or turned in other directions except fancy large Georgia, which are able to hold their own against the smaller Jersey melons. The first arrivals from Jersey usually appear about the middle of August. The receipts last year from the time first Southern arrived until September 1st, when the season was about over, were 1,832 car loads, against 2,247 car loads the previous year, and 1,826 car loads in 1890. A car will average one thousand melons. When the melons run large seven or eight hundred fill a car, but when small as many as thirteen or fourteen hundred arrive in a car. When the season is at its height as many as forty or fifty cars arrive a day, and one day last season (July 23rd), the receipts were seventy-two car loads. The arrivals so far this season have been confined to small lots, received in barrels or large crates, and receivers have peddled them out at from 75c. to \$1.25 each, or occasionally \$1.50 for a large ripe melon. The first car load lots which are received sell usually from \$25 to \$35 per 100, but as a rule when the season first opens the fruit is too green to be of much actual value for consumptive purposes.—N. Y. Bulletin.

On a prominent avenue not far from Broadway is a grocer who has a sign hung up, reading:

"A prize given with every 50 cents worth of goods bought.

"Sugar and Condensed Milk don't count."

If the grocery business has got down to this, what may we expect next?—Retail Grocers' Advocate.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

**Compagnie
Francaise**

Purveyors by Special Appointment to
H. R. H. the Princess of Wales.

SUPERIOR CHOCOLATE

(Yellow Wrapper.)

PURE COCOA POWDER,
½-lb. and 1-lb. Tins.

CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

... A Neat Parcel ...

Is appreciated by your Customers, to make
a Neat Parcel you must have Good

P A P E R

Which you can obtain at Lowest Mill Prices and
on the most Favorable Terms from

THE E. B. EDDY CO.,

BRANCHES AND AGENCIES:

Montreal, Toronto, Winnipeg, Hamilton,
Halifax, N.S., Quebec, St. John, N.B.,
Kingston, and Victoria, B.C.

MAMMOTH WORKS:

HULL, - - CANADA.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris



MELTONIAN BLACKING

(As used in the Royal Household)
Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)
For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips. 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

Have You Tried one of
SOMERVILLE'S
NOVELTY SELLING MACHINES
—FOR—
MEXICAN FRUIT CHEWING GUM?



Licorice Lozenges

Manufactured exclusively by

YOUNG & SMYLLIE,

BROOKLYN, N.Y.

These Goods can be obtained from any of the leading first-class houses in Canada.

EPPE'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

MILK GRANULES

is the solids of pure Cow's Milk so treated that when dissolved in the requisite quantity of water it yields a product that is

The perfect equivalent of
MOTHER'S MILK.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black Lead NO DUST

Hundreds of Testimonials from all parts, including Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES, ALWAYS USE

"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.

Use only for Laundry Purposes, producing the best results.

NIXEY'S "SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.

Won't Wear the Blades like others.

6d. and 1s. Tins.

NIXEY'S "CERVUS" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7 Richmond St. East, Toronto. Mr. Charles Gydé, 33 St. Nicholas St., Montreal.

CHRISTIE JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm.

I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

A jobber wanted in each city in the Dominion to handle these goods.

M. F. EAGAR, General Agent, HALIFAX, N. S.

Prices Current Continued—

Corn, 2's.....	0 90	1 00	Sandwich Ham or Tongue, ¼ lb cans.....	1 50
" Epicure.....	1 15	1 50	Ham, Chicken and Tongue, ¼ lb cans.....	1 25
" Special Brands.....	1 40	1 50		
Cherries, red pitted, 2's.....	2 10			
Peas, 2's.....	0 90	1 00		
" Sifted select.....	1 40			
Pears, Bartlett, 2's.....	1 75			
" Sugar, 2's.....	1 50			
Pineapple, 2's.....	2 25	2 40		
Peaches, 2's.....	2 00	2 25		
" 3's.....	3 00	3 25		
" Pie, 3's.....	1 50			
Plums, Gr Gages, 2's.....	1 75	2 00		
" Lombard.....	1 50	1 60		
" Damson Blue.....	1 50	1 60		
Pumpkins, 3's.....	0 95	1 00		
" gallons.....	3 00	3 25		
Raspberries, 2's.....	1 40	2 10		
Strawberries, choice 2's.....	2 15	2 25		
Succotash, 2's.....	1 65			
Tomatoes, 3's.....	0 85	1 00		
"Thistle" Finnan haddies.....	1 50			
Lobster, Clover Leaf.....	2 75			
" Star (flat).....	2 20			
" Impr'l Crown flat.....	2 60	2 70		
" tall.....	1 90	2 00		
" Other brands.....	1 80	2 00		
Mackerel.....	1 10	1 35		
Salmon, talls.....	1 45	1 60		
" flats.....	1 70	1 80		
Sardines Albert, ¼'s tins.....	13			
" ½'s.....	20			
" Sportsmen, ½ genuine French high grade, key opener.....	12½	13		
Sardines, key opener, ¼'s.....	10½			
" Martiny, ¼'s.....	10 10½			
" ½'s.....	17½	18		
" Other brands, ¾'s.....	11 16 17			
" P & C, ¼'s tins.....	23 25			
" ½'s.....	33 36			
Sardines Amer, ¼'s.....	6½	8		
" ½'s.....	9 11			
" Mustard, ¾ size, cases 50 tins, per 100.....	11	00		

CANNED MEATS.

CANADIAN		
Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2.....	2 70	2 80
" 4.....	4 80	5 00
" 6.....	8 75	9 00
" 14.....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2.....	2 60	2 75
" 4.....	4 75	
Par Ox Tongue, 2½.....	9 50	
Ox Tongue.....	7 85	8 00
Lurck Tongue.....	3 25	
" 2.....	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" 2.....	4 00	
Soups, assorted.....	1 50	
" 2.....	2 25	
Soups & Bouilli.....	1 80	
" 6.....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, ¼ lb cans.....	1 40	
Devilled Chicken or Turkey, ¼ lb cans.....	2 25	

Sandwich Ham or Tongue, ¼ lb cans.....	1 50
Ham, Chicken and Tongue, ¼ lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.

To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 235c. packets.....	0 75
Orange Blossom.....	150 pieces 1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces.....	1 30
(with brilliant stone ring)	
Sappota, 150 pieces.....	1 00
Sweet Fern, 230.....	0 75
Red Rose, 115 pieces.....	0 75
Magic Trick, 115.....	0 75
Oolah, 115.....	0 75
Puzzle Gum, 115 pieces.....	0 75
Bo-Kay, 150.....	1 00
Mexican Fruit, 36 5c. bars.....	1 20
Flirtation Gum (115 pieces).....	0 65
Automatic.....	
Tutti Frutti Girl.....	800 pieces. 6 00
Sign Box (new).....	
Tutti Frutti cash box 800.....	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36—5c. Bars.....	1 20
Pepsin (Dyspepsia), 20—5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery, 100.....	0 70
Lalla Rookh (all flavors) 100.....	0 70
Jingle Bell, 150.....	1 00
Cracker, 144.....	1 00
O-Dont-O, 144.....	1 00
Little Jap, 100.....	0 70
Dude Prize, 144.....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO.

Per lb	
Chocolate—	
French, ¼'s.....	6 and 12 lbs. 0 30
Caracas, ¼'s.....	6 and 12 lbs. 0 35
Premium, ¼'s.....	6 and 12 lbs. 0 30
Sante, ¼'s, 6 and 12 lbs.....	0 26
Diamond, ¼'s, 6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	0 00
Cocoa, Homopatic, ¼'s, 8 & 14 lbs 30	
" Pearl.....	25
" London Pearl 12 & 18.....	22
" Rock.....	30
" Bulk, in bxs.....	18

EPF'd.

Cocoa—	per lb
Case of 112 lbs each.....	0 35
Smaller quantities.....	0 37½

BENSCHOFF'S ROYAL DUTCH COCOA.

¼ lb. cans, per doz.....	\$2 40
½ " " ".....	4 50
1 " " ".....	8 50

FRY'S

(A. P. Tippet & Co., Agents)

per lb	
Chocolate—	
Caracas, ¼'s, 6 lb boxes.....	0 40
Vanilla, ¼'s, ".....	0 40
"Gold Medal" Sweet, 6 lb bxs.....	0 30
Pure, unsweetened, ¼'s, 6 lb bxs.....	0 40
"Fry's" Diamond ¼'s, 6 lb bxs.....	0 26
"Fry's" Monogram, ¼'s, 6 lb bxs.....	0 26
Cocoa—	per doz
Concentrated, ¼'s, 1 doz in box.....	2 40
" 1 lbs. ".....	4 50
Homopathic, ¼'s, 14 lb boxes.....	0 34
½ lbs, 12 lb boxes.....	0 34

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopatic Cocoa (½s)	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	40
Mott's Diamond Chocolate.....	23
Mott's French-Can Chocolate.....	18
Mott's Navy or Cooking Choc.....	26-27
Mott's Cocoa Nibbs.....	35
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22&24	
Mott's Confection Chocolate.....	23c-43
Mott's Sweet Choc. Liquors 21c-31	

COWAN COCOA AND CHOCOLATE CO.

per doz	
Cocoas—	
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box.....	7 25
Hygienic Cocoa in ½ lb tins, 12	
24 and 36 lbs in box.....	3 75
Hygienic Cocoa in ¼ lb tins, 12	
24 and 36 lbs in box.....	2 25
Cocoa Essence, pkgs, 2 and 4 doz in box.....	1 40
Iceland Moss, in ¼ lb pkgs, 6 and 12 lb boxes.....	0 35
London Pearl, in ¼ lb pkgs, 6 and 12 lb boxes.....	0 30
Soluble (bulk) No. 1 in 10 to 30 lb boxes.....	0 21
Soluble (bulk) No. 2, in 10 to 30 lb boxes.....	0 19
Soluble (bulk) No. 2 in 5 to 10 lb tins.....	0 21
Nibs, any quantity.....	30-35
Shells, any quantity.....	0 05
Chocolates—	
Queen's Dessert, ½ and ¾ in 6 and 12 lb boxes.....	0 40
Diamond, ¼'s, 6 and 12 lb boxes.....	0 25
" 8s.....	0 28
Mexican Vanilla, ¼ and ½ in 6 and 12 lb boxes.....	0 35
Sweet Ceylon, ¼ and ½ in 6 and 12 lb boxes.....	0 25
Chocolat Parisien, 5c. cakes, in 6 lb boxes.....	0 30
Royal Navy, ¼ and ½, in 6 and 12 lb boxes.....	0 30
Pure Caracas, (plain) ¼ and ½, in 12 lb boxes.....	0 40
Confectioners' in 10 lb cakes.....	25-35
Powder, in 15 and 30 lb boxes.....	0 25
Creams, in 3 lb boxes.....	0 28
Icing, 1 lb pkgs, per doz.....	2 25
½ lb.....	1 25
Pudding, 1 lb pkgs, per doz.....	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....	4 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	30
Grocers' Style, in cases 24 boxes, 6 lbs each.....	30
48 Fingers to the lb, in cases 12 bxs 12 lbs each.....	30
48 Fingers to the lb, in cases 24 bxs 6 lbs each.....	30
8 Cakes to the lb, in cases, 24 bxs 6 lbs. each.....	32
Soluble Chocolate—	
In canisters, 1 lb, 4 lb, and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, ½ lb. papers.....	35
Cracked, in bags, 6, 10 and 25 lbs. each.....	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, ½ lb. tins	48
In boxes, 12 lbs., each, ½ lb. tins, decorated canisters.....	50
Cocoa Shells, 12's and 25's.....	10
Broma—	
In boxes, 12 lbs., each, ½ lb. tins.....	45

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.	
Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper.....	\$0 34 \$0 36
Chamois.....	0 43 0 48
Pink.....	0 50 0 55
Blue.....	0 58 0 66
Green.....	0 50 0 56
Lilac.....	0 58 0 64
Bronze.....	0 65 0 76
White Glace.....	0 73 0 83
Premium.....	0 38 0 42
Fancy Chocolates.	
Fingers—	
40 in a box.....	per box } \$0 36 \$0 40
20.....	
Croquettes—	
Yellow wrap.....	2 70 3 00
Pink.....	
Green.....	3 75 4 20
Croquettes are packed 12 lb. packages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb.....	\$0 40 \$0 45
Pink.....	
Green.....	0 55 0 60
Each case contains 54 1 lb packages or 108 ½ lb packages.	



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz 1 lb tins.

RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

JAM

Write us for sample
case of our - -

JAM

Put up in 1-2 lb and 1 lb glass Jars, \$1.50 and \$2.00 per doz., 2 doz. in a case,
or a dozen 5 lb. Tins in case.

TORONTO BISCUIT & CONFECTIONERY CO., - 7 FRONT ST. EAST, TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 03 1/2
Borax	0 12 0 14
Camphor	0 80 0 85
Carbolic Acid	0 30 0 50
Castor Oil	0 07 1/2 0 08
Cream Tartar	0 28 0 30
Epsom Salts	0 02 1/2 0 02 1/2
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 1 14
" boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 17 0 20
Hellbore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 30 0 35
Salpetre	0 08 1/2 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 00 1 25
Madder	0 12 1/2

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Galley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1 1/2 oz.	1 25
" " " " 2 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted Flavors. Less 10 per cent. discount in gross quantities or more	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Casos, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 06

FRUITS.

FOREIGN.	c. per lb
Currents, Provincial, bbls.	5 1/2
" " " bbls	5 1/2 6
" Filiatras, bbls	5 1/2
" " " bbls	5 1/2 6
Currents, Patras, bbls	6 1/2 6 3/4
" " " bbls	6 1/2 6 3/4
" " " cases	7 1/2 7 1/4
" Vostizzas, cases	7 1/2 7 1/4
" " " cases	7 1/2 10
" 5-crown Excelsior (cases)	8 8 1/2
" " " case	8 1/2 8 3/4
Dates, Persian, boxes	5 1/2 5 1/2
Figs, Elemes, 14oz. per box	10 10 1/2
" 10 lb boxes	10 11
" 30 lb bxs. 7 crown	14 14 1/2
Gold medal washed Tur- key, bgs abt 6 lbs., finest grade grown	10 1/2
Prunes, Bosnia, casks	7 1/2 9
" " cases, new	7 1/2 9
Raisins, Valencia, off stalk	4 1/2 5 1/2
" " old	6 1/2 6 1/2
Selected	6 1/2 7
Layers	6 1/2 7
Raisins, Sultanias	6 1/2 10
" Eleme	...
" Malaga	...
London layers	2 25
Loose muscatels, Califor	1 60 1 70
Imperial cabinets	3 50 3 60
Donnoisseur clusters	4 50
Extra dessert	4 50
" qrs.	...
Royal clusters	3 40 3 50
Fancy Vega boxes	3 40 3 50
Black baskets	3 40 3 50
" qrs	...
Blue	...
Fine Dehesas	...
" qrs	...
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" Valencias	4 50
" Floridas	3 00 3 50
" Seedlings	...
" Navels	...
DOMESTIC	...
Apples, Dried, per lb.	0 05 1/2
do Evaporated	0 09 0 09 1/2

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickled	...
Pike	0 06
White fish	0 07 0 07 1/2
Manitoba White fish	0 07 1/2
Salmon Trout	3 00
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	...
Shore herring	...
Salmon trout, per 1/2 bbl	...
White Fish, 1/2 bbl	...
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	...
Boneless fish	...
Boneless cod	...
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08 1/2
Bloaters	1 00 2 25
Digby herring	0 12 0 15
Sea Fish: Haddock per lb	0 05 0 05 1/2
Cod	0 05 0 07
B.C. salmon	0 05 0 13
Market Cod	0 05
Frozen Sea Herrings	2 65 3 00



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 65 0 68
" Red Winter	0 62 0 63
" Goose	0 61 0 62
Wheat, Spring, No 2	0 62 0 63
" Man Hard No 1	0 85 0 86
" " No 2	0 63 0 64
" " No 3	0 74 0 76
Oats, No 2, per 34 lbs	37 38
Barley, No 1, per 48 lbs	43 44
" No 2 extra	39 40
" No 3	36 37
Rye	53 55
Peas	57 57 1/2
Corn	...

HAY & STRAW.

Hay, Pressed, "on track	9 50 10 00
Straw Pressed	5 50 6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 20

HORSE NAILS:	
" C " 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65

SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis	
Flat head brass 7 1/2 p.c. dis	
Round head brass 70 p.c.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth to- gether. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first- break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00

ROPE: Manila	0 11 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2

AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12 1/2 per cent.	
HINGES: Heavy T and strap	0 04 1/2 0 05
" Screw, hook & strap	0 03 1/2 0 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 4 1/2
No. 1	4 1/2
No. 2	4 1/2
No. 3	4

TURPENTINE Selected packages, per gal	0 52 0 53
LINSEED OIL per gal, raw	0 60 0 62
Boiled, per gal.	0 63 0 65
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's.	2 25
Jellies, extra fine 1's.	2 25

TORONTO BISCUIT & CONFECTIONERY CO

Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12 1/2
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz.	
6d London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
"Ringed" 5 lb boxes, per lb.	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity " Licorice, 200 sticks	1 45
" " 100 " "	0 72 1/2
Imitation Calabria, 5 lb bxs plb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHLEY'S.	cts
Durham, Fine, in 1/2 and 1 lb tins	25
" " " " " "	22
" " " " " "	70
" " " " " "	30
" " " " " "	15

Prices current, continued.

CHERRY'S IRISH	
Pure in 1 lb. tins.....	0 40
Pure in ½ lb. tins.....	0 42
Pure in ¼ lb. tins.....	0 44

NUTS.		per lb
Almonds, Ivica.....	14½	15
" Tarragona.....	16	16½
" Fornigetta.....	14½	15
Almonds, Shelled Valencia.....	28	32
" " Jordan.....	45	50
" " Canary.....	28	30
Brazil.....	14½	
Cocoanuts.....	5	6
Filberts, Sicily.....	10½	
Pecans.....	11	15
Peanuts, roasted.....	13	14
" green.....	11	12½
Walnuts, Grenoble.....	15	16
" Bordeaux.....	10	11
" Naples, cases.....	...	...
" Marbots.....	12½	13
" Chilis.....	12	13

PETROLEUM.	
bbl lots, Toronto.....	Imp. gal.
Canadian.....	0 13 0 13½
Carbon Safety.....	0 17½ 0 18
Canadian Water White.....	0 19
Amer'n Water White.....	0 21 0 22
Photogene.....	0 23
For prices at Petrolia, see Market Report.)	

PICKLES, SAUCES, SOUPS.

THE T. A. SNIDER PRESERVE CO., CINCINNATI.	
Wright & Copp, Agents, Toronto.	
per doz	
Snider's Tomato Catsup.....	qts 6 00
" " ".....	pts 3 50
" " ".....	½ pts 2 00
" Chili Sauce.....	pts 4 50
" " ".....	½ pts 3 25
Snider's Soups (in 3 lb cans).	
Tomato.....	3 50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.	4 50

Chicken Gumbo, Ox Tail, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea Assorted.....	4 25	4 00
Per doz		
Worcester Sauce, ½ pts.....	\$3 60	\$3 75
" " pints.....	6 25	6 50
Pickles, all kinds, pints.....	3 25	
" " quarts.....	6 00	
Harvey Sauce-genuine-½lf. pts	3 25	
Mushroom Catsup.....	2 25	
Anchovy Sauce.....	3 25	

PRODUCE.

DAIRY.		Per lb
Butter, creamery, tubs.....	\$.....	
" dairy, tubs, choice.....	0 14	0 15
" " medium.....	0 00	0 00
" low grades to com.....	0 15	
Butter, pound rolls.....	0 16	0 17
" large rolls.....	0 13	0 14
" store crocks.....	0 00	0 00
Chese.....	10	0 11

COUNTRY

Eggs, fresh, per doz.....	0 11½	0 12
" limed.....	...	...
Beans.....	1 30	1 45
Onions, per bbl.....	2 00	2 50
Potatoes, per bag.....	90	1 30
Hops, 1891 crop.....	0 13	0 15
" 1892.....	0 17	0 20
Honey, extracted.....	0 05	0 08
" section.....	0 10	0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 10½	0 11
Pork, mess, p. bbl.....	...	0 21
" short cut.....	21 00	21 50
Hams, smoked, per lb.....	13	0 13½
" pickled.....	...	0 12
Beillies.....	...	0 13½
Rolls.....	0 10½	0 14½
Backs.....	...	0 13
Lard, pure, per lb.....	0 12½	0 13½
Compound.....	0 10	0 10½
Tallow, refined, per lb.....	0 05½	0 06½
" rough, ".....	...	0 02

RICE, ETC.		Per lb
Rice, Aracan.....	3½	3½
" Patna.....	4½	
" Japan.....	5	
" extra Burmah.....	3½	4
" Java extra.....	6½	6½
" Genuine Carolina.....	9½	10
Grand Duke.....	6½	6½
Sago.....	4½	5½
Tapioca.....	5	5½
Goathead (finest imported).....	6½	

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 00
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SPICES.

GROUND		Per lb.
Pepper, black, pure.....	\$0 14	\$0 16
" fine to superior.....	10	15
" white, pure.....	20	28
" fine to choice.....	20	25
Ginger, Jamaica, pure.....	25	27
" African.....	16	18
Cassia, fine to pure.....	18	25
Cloves, ".....	14	25
Allspice, choice to pure.....	12	15
Cayenne, ".....	30	35
Nutmegs, ".....	75	1 20
Mace, ".....	1 00	1 25
Mixed Spice, choice to pure.....	30	35
Cream of Tartar, fine to pure.....	25	32

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.....	5½
Ditto.....brls., 175 ".....	5
Ditto.....kegs, 100 ".....	5
Canada Laundry, boxes, 40 lbs.....	4½
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7½
Lily White Gloss, kegs, 100 lbs.....	6½
1 lb. fancy cartons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7½
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb ".....	8½
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " ½ lb. package.....	9½
40-lb " ¼ lb. ".....	10
40-lb " assorted ½ and ¼ lbs.....	9½
8-lb " sliding covers.....	9½
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8½
20-lb ".....	8½

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7½
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5½
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4½
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7
Patent Starch, fancy picture, 1 lb. cartons.....	7½
Ivoryine Starch in cases of 40 packages.....	\$3 00

SUGAR.

c. per lb	
Granulated.....	5½
Paris Lump, bbls and 100 lb. bxs.....	5½
" 50 lb. boxes.....	6½
Extra Ground, bbls.....	6½
" less than a bbl.....	...
Powdered, bbls.....	5½
" less than a bbl.....	...
Extra bright refined.....	5½
Bright Yellow.....	4½
Medium.....	4½
Brown.....	4½
Dark yellow.....	4½

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40
Common, fine car lots.....	0 75
" small lots.....	0 95
Rock salt, per ton.....	12 00
Liverpool coarse.....	0 75

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PURE GOLD
BEST
Is worthy of the
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RECOMMENDS ITSELF.

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.. TORONTO ..

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand.)

Pure Starch.

Corn Starch.

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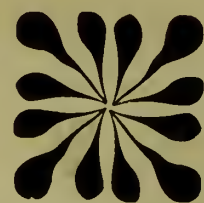
T. KINGSFORD & SON
OSWEGO, N.Y.

ST. LAWRENCE

CORN STARCH.

1 box containing 2 doz. 5c. pkgs. 0 50

The St. Lawrence Sugar Refining Co's



GRANULATED
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and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
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THE CANADA SUGAR REFINING CO'Y [LIMITED],
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Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
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Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.

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Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

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Strictly first-class. The favorite commercial house along the line of C. P. R.

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The Northern Queen

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

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Compare Any Lamp



With the "PITTSBURGH"

And see the great difference. In every point you will see the vast superiority of . . .

The "PITTSBURGH"

Write
For
Primer

The central draft in one is perfect, the other you will find fault with. See the wick-screw in The "Pittsburgh," see if the other has anything like it. Which is the simpler? The "Pittsburgh," of course. A child can take it apart without any trouble. . . .

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ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
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Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

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WE HAVE GOOD

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Choice " 3.00 to 3.50 "

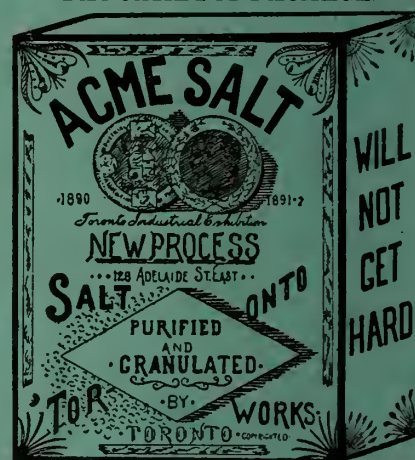
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All good value. Oranges, Bananas, Pineapples, Cocoanuts, and all goods in our line at right prices.

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Oakey's

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead,
Emery and Glass Cloths
and Papers, &c.,

Wellington Mills, London, England

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, JUNE 23, 1893.

No. 25

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To Her Majesty THE QUEEN

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HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

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Steamship Matches

Guaranteed equal to any in the market.

REDUCED PRICE

\$3.10 per Case. Freight prepaid or 5 case lots. Special prices for quantities make known on application.

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To every one of your customers

Apply to C. Alfred Chouillou, Agent, Montreal

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Manufacturers of High Grade Patents, Strong Bakers,
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WE MAKE THE CELEBRATED **K-Y-** ROLLED OATS.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.

Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

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Manufactured by

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The accompanying cut represents our \$55 Grocer Refrigerator. But we make any size or shape to suit the convenience of our patrons and GUARANTEE satisfaction. We also keep in stock a full line for the use of PRIVATE FAMILIES, HOTELS, BUTCHERS, PROVISION DEALERS, ETC.

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CONGOU :

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(Packed in 100 lb. Metal-Lined Cases.)

(Packed in ½ lb. and 1 lb. tin foil packages—50 lb. cases.)

Are used by thousands all over Western Ontario, demonstrating the fact that rich flavor and invigorating qualities are appreciated by Canadian consumers.

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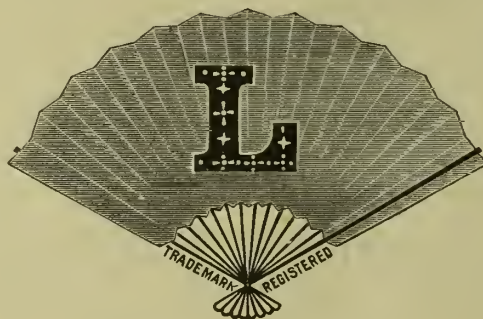
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Importers of the Celebrated . . . "Fan" Brand Teas.

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☞ "1893" JAPANS NOW IN STOCK. ☞

**BURNHAM'S
CLAM
BOUILLON.**

IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. **Delicious Clam Broth** can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.**

R. H. HOWARD & CO., Toronto.

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THE CANADIAN GROCER & GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JUNE 23, 1893.

No. 25

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

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17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

The trade prospects of the country are good. Fairly good crops are assured and a large yield of fruits, particularly the smaller varieties, is almost beyond peradventure. From the foundation to the ridge the trade superstructure is in at least fairly good condition, and taken on the whole, probably as good as in any other country. In some respects it is better. There are its weak spots no doubt. To maintain anything else would be absurd, for they are apparent to every one. But as long as no heavy strains are put upon it there is no danger. And at the moment no sensible man is inclined to play loose. On the contrary business is being done on a conservative basis. In fact more so than probably ever before. And it is well that it should be. All around us—in the United States, in Australia, in Great Britain—depression is heavy, failures many and, as a consequence, stringency rules in the money market. The worst feature of the situation here is the matter of payments, although it is doubtful whether they are much slower than is usual at this time of the year. Farmers have not as a rule much money in the early summer months, and as long as the circulation is slow at the fountain head it cannot be expected to be active anywhere else. All that is wanted is confidence, patience to wait and

the exercise of energy to hasten along the "better times a-coming."

• • •

The trade and commerce of the world are passing through a marked evolutionary period. Modern methods are cheapening production and modern inventions are making oceans rivers, and continents narrow tracts of land. As a consequence competition is becoming keener and profits smaller. Never probably in the history of the world was it more a case of the survival of the fittest. In the manufacturing, in the mercantile and in the financial world the tendency is towards concentration; manufacturers are amalgamating their interests, the wholesale trade is gradually falling into fewer hands, retailers are building mammoth stores where they sell everything from a needle to an anchor and from food for the stomach to clothing for the back. The merchants who to-day find themselves being outstripped in the race by these class of competitors may just as well come to the conclusion that they must conform to their ways or get out of business. If they do not it is only probably a matter of time before they will be compelled to accept the latter alternative. It is folly trying to row a race in a tub against a competitor equipped with a modern-made boat. In these days merchants must get out and hustle. They need to buy cautiously, give credit sparingly, advertise judiciously and stick to business eternally.

• • •

Want of courage is the cause of many bad debts. Every merchant should make an effort to get at least a rough idea of the capability of every one of his credit customers to pay. Then he should place a limit on each one. But the great difficulty is to say "No" when that limit has been reached. Competition is so keen and the desire to retain custom so strong that most merchants are afraid

that by refusing further credit they will lose a customer and their competitor gain one. If the thing is done in a courteous manner it is seldom that a customer is lost. And he who would take umbrage at being politely told that his account has reached the limit which the merchant can afford to allow it to run is well worth losing. In fact if he did not go then he would probably later on, leaving an extensive account unpaid. A merchant never ought to be afraid to ask for his own or to refuse to give away what he already possesses. Too often the ambition to do a big business runs away with the common sense, and the desideratum is obtained at the expense of the profits. It is better to do a small business with good profits than a large one with little or no profits. Another mistake is often made in credit being granted to strangers. Credit should be given to no one regarding whom nothing is known. The credit system is risky enough at the best without any unnecessary danger being run. Anyhow it is a pretty old stager that would ask credit from a merchant with whom he has had previously no dealing, and nine times to one it is better to be without than with the custom of such an one. The merchant who quietly and firmly says "No" when his judgment tells him it is the better way may not have so many customers for a while as his more careless competitor, but he will make more money and will be in business when the other fellows is forced out. If more noes were said in business than there are less clamoring for amendments to the law regarding the collection of accounts would be heard and far fewer failures would be chronicled.

• • •

Keep insured. It is an old and oft-tendered advice, but as long as there are merchants whose stocks are either inadequately insured or not insured at all it is worth being

repeated. To continue in business without being insured is neither just to the merchant himself nor to his creditors. The amount a business man shall carry on his stock should be determined by circumstances. Sixty per cent. of the value of the stock is urged by some wholesale men, but of course the merchant who has plenty of capital and is not much concerned about himself need not bother about carrying that proportion so long as he has enough to liquidate his liabilities; but the credit of such an one would be enhanced were it known that he was fairly well insured. For the merchant whose circumstances are merely ordinary to be lax in this respect, it is little short of criminal. He knows that if fire consumed his stock he would have little or nothing wherewith to pay his creditors, let alone to resume business with. And yet either through procrastination or hope that fire will never encroach upon his premises, he fails to protect himself not at all or only to a very small extent. If the truth was known, procrastination is the chief cause of so many finding themselves without a risk on their stock and buildings when fire has licked up their effects and left them, often penniless, on the world. Our advice is, insure your stock, insure it to at least 60 per cent. of its value, and insure it to-day.

* * *

THE GROCER has had occasion more than once to point out the strength of the currant market and the possibility of further appreciation of values owing to the damage to the crop in Greece by earthquakes and the peronosperos. How well these predictions were founded is demonstrated by cable advices just received by P. L. Mason & Co. from London. These in effect say that large orders have forced up the market and that there is a good consumptive demand owing to the reported serious damage to the new crop. They furthermore state that prospects for the crop are poor and that damage to it is worse than supposed at first.

Many schemes have been suggested for easing the stringency on the New York money market, but the latest and the one which seems to find most favor is that not only advanced but put into practice by the clearing house of that city, namely the issuing of clearing house certificates. The object is to increase the stock of money available for loans and to tide the country over till the Sherman law shall be repealed,

when it is expected confidence will again be restored. The Philadelphia clearing house has also followed the example of the New York association. The issuing of these certificates is receiving the endorsement of the Comptroller of the Currency, the banks, and financial men generally throughout the country, and as a result confidence is being restored. Whether it will have the effect of averting the financial crisis that nearly everyone has been predicting, remains to be seen. At any rate the movement is tending to alleviate the panicky feeling, which is after all an important step in the desired direction. An idea of how gold has been flowing out of the United States may be gathered from the fact that during the twelve months ending May the exports of the precious metal were \$123,095,453, an excess of \$102,436,728 over the amount imported, compared with \$48,888,224 exported and \$49,488,334 imported during the same period the year before.

BUSINESS MEN AS LEGISLATORS.

We have not a sufficient number of business men in our halls of legislation. There is no doubt about it; and the fruits of it are seen in so many laws that are detrimental to the business interests of the country and in so few that are beneficial to these interests. In the Dominion Parliament, out of a total membership of 215, purely business men—that is merchants—do not number one-fourth. Too often the good that these might do is minimized by their being divided into rival political camps in which they usually remain when questions of commercial interest are being weighed, and when independent action might be expected of them. In the Ontario Legislature the comparison of business men is more favorable, out of a membership of over ninety, about one-third are business men, but among this proportion are included lumbermen, millmen, miners, etc., so, after all, it is doubtful whether the interests of the merchants of the province are looked after any better in the Ontario Legislature than are those of the country at large in the Dominion Parliament. Certainly the obnoxious Pharmacy bill was given its quietus, but even in that instance the results might have been different were it not that a hue and cry was raised against the bill all over the province.

What is wanted in our legislatures is more business and less politics. At present the

opposite obtains. Nine-tenths or more of the time of every session is taken up in discussing questions which, resolved down to a fine point, is merely the "outs" trying to get the "ins" out and the latter trying to keep in. Politics and partyism there have been and politics and partyism there always will be as long as men do not think and feel alike. And after all we do not know but that it is best that it should be so. A strong opposition is as essential to good government as is a strong administration. But the trouble comes in when every interest is made subservient to partyism. And just as long as our representatives are men whose profession is politics, and whose ambition is the advancement of the cause of their respective parties, just so long will the debates so seldom touch upon business matters, or shall we find so rarely enacted measures in furtherance of the trade and commerce of the country or province.

The duty of business men in the premises is to try and elect to the Dominion Parliament and Provincial legislatures men who have been successful as merchants. It is not necessary that a business man's party should be formed. In fact that could scarcely be accomplished if attempted; and even if such were possible it would hardly be advisable. Class legislation is not to be recommended any more than is legislation in behalf of any religious sect. Nor is it necessary that merchants should forsake their respective parties or that they should take less interest in the party caucus, in order to secure the desideratum. On the contrary, as far at least as the party caucus is concerned, it is desirable that they should take a more active interest, for there it is, we conceive, that they can do the most good by either proposing or supporting as the standard-bearers of their respective parties the desired class of men. Already in the Province of Ontario party candidates are being nominated for the next general election. A good many have already been selected, but there are still constituencies where one or both of the parties have not yet nominated their champions; and the merchants in these constituencies should not lose a moment in getting to work, for if they will it so it is yet possible to give a much better business complexion to the next legislature. At any rate they can be "getting their hand in" for the Federal elections. And what applies to Ontario applies to a more or less extent to the other provinces.

CHATS WITH BUSINESS MEN.

By substituting a "v" for a "c" the compositor last week spoilt J. H. Devaney's little joke. When his companion stuck his fork into his cold grease-covered steak and held it up for Mr. Devaney's inspection what the latter did say was: "Well, don't you have grace (not grave) before meat?" The compositor is now in his grave.

* * *

"It is all nonsense about the crops not being satisfactory," said one of Davidson & Hay's travellers Saturday. "In all my experience I never saw them more promising. Up in Middlesex county a few days ago I saw some heads of wheat shot out, and the quality was excellent. Now there's some news for you! The small fruits," he added as he gently stroked a sample of sugar, "are fine; raspberries, plums, cherries, strawberries, both wild and cultivated, all promising well. All of which," he concluded with a smile, "means a good demand for sugars."

* * *

I met Alex. Taylor, general merchant, Dromore, in Sloan & Crowther's Saturday. He was en route for the Reform convention at Ottawa, so I was informed, but while here he made some extensive purchases, particularly sugar. "Prospects up our way are looking well," he remarked in reply to a query of mine as he took off his spectacles and swung them around in his hand, "and business is going to be good." And then he hurried away to look at some samples and complete his purchases."

* * *

"A friend of mine," said a city traveller, "found himself some time ago loaded up with a lot of bran which he could not sell and which was getting heated in the elevator. To try and effect a sale he offered it below the regular market figure, but still it remained on his hands. Learning the situation, the manager of one of the largest flour and grain firms in the city remarked to him one day: 'Why, man dear, raise the price couple of dollars a ton. She'll go then.' My friend did as he was bid, and, sure enough, she did go, for in a few days he had sold every ton of bran he had in his possession. There's tricks in all trades but ours, isn't there?" he concluded as he stroked his mustache and grasped his grip.

* * *

"When I went into the grocery business," said a retailer to me the other day, "I had not much capital, and I determined to save my cash discounts every time, even if by so doing I was only able to do a small business. That rule I have carried out, and what I get from my discounts just about pays rent. Another thing I decided upon was to refuse to give long terms of credit, and this too I have carried out. Of course a fellow sometimes hardly knows what to do. By refusing

to give a customer any more credit until he has paid up may mean the losing of the whole account, as well as the customer, and a fellow has to use a little tact now and then, but as a rule I stand firm and I find it pays. Well, the fact of the matter is that if I didn't I wouldn't be in business very long, for not having a big bank account, I could not stand many losses. As it is now, I am doing a nice little business and am making at least a decent living."

BYSTANDER.

JAVA TEA AGAIN.

DEAR GROCER,—It is said that when children of tender years are restless at nights that they are troubled with worms. Now your correspondent, D. S. Macquordale, may not be so troubled, but his wandering remarks and seemingly restlessness of spirit in rebuking and admonishing me to be amicable and not offend, is at least an indication of some disease and before it becomes deadly let me advise him to restrain lest he wanders so far from his subject and should get lost.

I shall not be thought arrogant, I trust, in saying that perhaps I have more respect for my customers' judgment on teas than he appears to have for his! And I am also in business to please my customers and not to abuse them by forcing all of my ideas or whimsical notions down their throats contrary to their wishes, and if I find that my customers prefer to buy Java tea from me than any other tea, I am bound to respect their desires and tastes without prejudice, and I should be worse than an ass to drive them from my store by telling them that Java tea was not fit to drink, because a certain person operating on Front street and styling himself a tea broker said so.

My reasons for not seeking a cheap advertisement in publishing my name and full business address is that my fellow competitors in teas all around me would at once know why some of their customers had left them for tea and were getting better suited elsewhere, they having got tired of using "tarry Moning-Congous, and sour Kangras, and bitter Indian teas of such pronounced characters." They much rather prefer a sweet mellow Java tea, with a little addition of something known to a

YONGE STREET GROCER.

Toronto, June 18th.

AUSTRALIAN FRUIT AT WINNIPEG.

A telegram from Winnipeg says: "The first importation of Australian fruit ever made to this country was received on Saturday. The trip took only 21 days from Sydney to Vancouver, and consequently it reached here in first-class condition. Oranges are of two or three varieties, and resemble very closely the California article, with probably a slightly tougher skin, but decidedly

more juicy. Lemons are very acid and will stand comparison with the best imported to Manitoba from the south. The shipment received is only a sample one, which, if it proves satisfactory, will mean that an extensive trade will be opened with the antipodes. The Canadian Pacific Railway Co. have promised that a competitive rate will be given if the trade is extended."

NEW ORLEANS RICE SITUATION.

The rice men in New Orleans are greatly pleased over the action of the Southern Pacific Railroad in granting the reduction asked in the rate to San Francisco. The road has not given as much as was asked, having limited the time to one month and placing the rate at 50 cents per 100 pounds in carload lots of 30,000 pounds or more. This will enable the merchants to place rice on the Pacific Coast at a lower price than Chinese or Japanese rice. These latter now sell in San Francisco for 3½ cents per pound, whereas under the new freight rate Louisiana rice can be laid down at from 2½ to 2¾ cents per pound. Of late the Eastern markets—New York, Boston and others—have been buying their rice from Charleston, and consequently large stocks have been accumulating in New Orleans. This, it is expected, will be rapidly reduced, with the Western market now opened. Strong competition is expected with Hawaiian rice, as brokers in this article have already cut the price to nearly meet the Louisiana product. —Manchester Record.

THE MELON CROPS.

Georgia melons have started north. The first car was shipped from Albany, Ga., to Cincinnati, and they will be going by the train load in a few days to points all along the way from Boston to St. Paul. Melon growers say the crop will be unusually large and that the melons will be of good quality. About 10,000 acres are planted to melons in south-west Georgia alone. An idea of the size of the shipments can be gained when it is stated that the Georgia Central Railroad Company expects to ship 3,000 carloads. The Chicago demand will be very large, and the growers anticipate realizing good prices for the fruit. Reports from the water melon region of South Carolina show that not only is there an unusually large acreage planted in watermelons this season, but the prospects for a very large yield are excellent, the major portion of the watermelon-growing territory of South Carolina lies in Aiken, Barnwell, Hampton and Orangeburg counties. The farmers in that section have always found the cultivation of the crop profitable and have annually entered more largely into the business. This season's crop will not be marketed for some weeks yet, but the railroads are now making preparations for handling it.—Manufacturers' Record.

BULKING, MARKING AND WEIGHTS OF INDIAN TEA.

Owing to some typographical errors and to some haste in writing, allow me to repeat some remarks anent this subject made in the last issue of *THE GROCER*. A stupid regulation of the English Custom House is to take the lower figure in the gross weight of a chest of tea and the higher figure in the tare. Thus: If a chest shows a gross weight of one hundred and ten pounds, fourteen oz., and the tare is twenty-five pounds, four oz., the tea and tare will be set down as follows:

	Lbs.
One hundred weight and ten pounds...	122
Less tare.....	26

Net pounds of tea..... 96
Making the tea less by the 14 ozs. dropped on the gross, plus the 10 ozs. added to the tare, or in all 1½ lbs. less tea than the chest contains. This is lost to the Indian exporter unless the London importer is also the owner in India, which sometimes is the case, in which instance it will be to his gain in a saving of duty where the tea is entered for consumption in Britain.

This is called in Canada the gain in weight, as the invoice calls for the weight "scribed" on the chest by the Custom House officials of London. Yet it is no gain to the Canadian importer, as the tea is sold so much closer than it otherwise would be, the advantage being transferred to the retailer, who no doubt passes it on to the consumer, the loss being passed through several hands beginning with the Indian shipper and only becoming a gain on the consumption of the tea.

It might be worth while to enquire why the Indian shipper would not be careful to have tares and net weights exact pounds so as to avoid this loss, but when we consider the low price of tea, the difficulty in getting wooden boxes of uniform weight on account of knots and other differences in timber, and the difficulty in getting the tea to pack equally close in all cases, it is evident that the loss of time and labor involved would more than balance the loss in weight.

In talking about some recent bogus marking of tea chests that had come to my notice lately, a city buyer and dealer (wholesale) said: "I would not care what mark a man put on his tea or if it was marked at all. I would buy from the sample." The dealer is a man with a large experience and of good judgment and would in most cases get along very well and make few mistakes, but let us suppose that he carry out the idea that marks are of no consequence in relation to canned goods, flour, biscuits, soap, or, in fact, any goods that are put up in packages and that do differ ever so slightly in quality. Will any wholesale dealer say that granulated sugar, for instance, coming from one factory may fairly be offered to him bearing the brand of another factory with a presumably

better reputation? I have had an experience of Indian and Ceylon teas for a number of years, being a close student and doing a large share of sampling, yet I would not feel sure of my taste and smell detecting the substitution of one sort of tea for another. I have seen Assam tea offered for Dargeeling; Ceylon for Dargeeling; Madras for Ceylon; Java for Kangra (it was a cheap Kangra was enquired for), and in each case a good deal of time wasted in sampling would have been saved, if the samples in question had been offered for what they were. I would strongly advise every retailer to get a complete catalogue of factory marks up to date, for every tea and coffee estate in both India and Ceylon, for, while it would be no guarantee that the goods were "straight," yet it would have a restraining tendency on those who might otherwise be tempted to make a tea with a brush and stencil, rather than buy one.

When tea is bulked in London it sometimes happens that the tea when put back in the chests is heavier than formerly—that is before the sorts were mixed—with the result that as much as 5 lbs. over the "scribe" weight has been found in a chest. This is not satisfactory to the buyer even when he actually gets the tea, as it savors of some crookedness. In many cases such tea packages are much defaced, having nearly everything scraped off and bearing the cheering legend, "Bulked in London."

A persistent demand by the retail trade for clean sound packages, each package bearing plainly the place of growth and factory marks, would have a tendency to make the London dealer give more attention and fairness to export trade, resulting to us in really better tea. So long as we accept anything they like to send us, so long will they treat us and look on us as veritable colonial chumps, which, as far the tea trade is concerned, we are in comparison to them.

I will follow this with a few statistics regarding Ceylon tea, acreage, capital, employed, season, rain fall, etc. I had intended to look up the Java tea trade, but it may be disposed of by saying that the production has fallen off until it is almost nil and that as a beverage, while some of the tea is bad, it is not uniformly so, what of it is not bad, is worse. It is safe to say that no retailer with a good trade for black tea can afford to use it at all.

D. S. MACORQUODALE.

TURNING THE LEDGER.

Some men receive very large salaries for turning the pages of ledgers in use. It seems an easy and almost useless occupation to the novice, but in reality it is the detective office of the firm. The ledger-handler is an expert in credits, who, by frequent inspections of the accounts of the firm's creditors, keeps an eye on just what they are doing. We imagine if dealers were aware of the close at-

tention given by some firms to the history of every customer's account, that there would be a great improvement in some of the records. Step into one of the large jobbing houses, and ask the credit clerk if the firm sells Mr. A—, and if he is regarded worthy of credit. Instead of an immediate answer, you will be taken to a room full of filing boxes, alphabetically arranged. A box marked "A" will be removed, and in a few seconds the record of Mr. A— will be before you. At a glance you will have the date his account was opened, the record of every purchase, the date each bill was settled, besides his personal statement as to his worth and that of the various mercantile agencies. If there has been any trouble with Mr. A— or he has been delinquent, the facts will be on record.

Credit is getting to be an exact science with the larger houses. A first-class credit clerk must have tact, perfect self-command, shrewdness in asking and answering questions, keen perceptive faculties, thorough knowledge of the laws of trade and commerce, be quick to read character and swift to make a decision. Said one of the most expert credit clerks in the city: "Any man that is honest, and is industrious, can get a credit with us, if he has not much capital. We are simply allowing a thoroughly trustworthy man to hold our goods and save us the insurance and cost of storage. There is little risk in trusting merchandise to that sort of men."

The right sort of character is quite as good a recommendation for credit as money. When both are combined, the risk is beyond question. And rest assured those granting credits keep perfectly posted about their creditors, even to the relation of personal habits and personal expenditures to business career.—American Grocer.

THINKING IS GOOD.

When a young man does a wrong thing he is apt to excuse himself by saying he didn't think. More is the pity. Given a young man of honest intentions and intelligent mind and he will not go far wrong if he thinks before he acts. He will not commit a murder, or forge cheques, or run away with a woman or money that does not belong to him. It is presumed that every thinking person thinks it is a good thing to think.

An eminent teacher has said: "To call anyone thoughtful is almost the same as saying he is kind; his life is occupied, not in following out selfish inclinations, which come into one's mind without effort or praise, but in forcing them to submit to the test of thought, and to reveal how by energy here or abstinence there he may more truly live for others—thereby living more truly for himself!" The man who thinks broadly will get away from himself and from narrow creeds. He will love the whole world and give all who are in it, so far as may be, a living chance to act upon either better thoughts, and so make the world better.—Ex

DOES FLOUR IMPROVE WITH AGE?

Flour fresh from the mill is in its best state. Flour left for weeks or months in bins or barrels may take on new scents and other new attributes, but these are not improvements. They are the result of partial decomposition, of absorption from surroundings and of changes that necessarily carry the flour away from the normal. Flour may be "aged" exactly as cheese is "aged," but flour that is "high" from the absorption of moisture, from the decomposition of starch, from the weakening of its gluten and from the growth of bacteria is certainly not improved. Bakers tell me that flour is more easily handled and makes the best and longest-keeping bread when it is newest. I have never yet heard a first-class baker say that flour is improved by keeping it until it has changed perceptibly in color and odor. Buckwheat flour, rye flour and corn meal are familiar examples of what takes place with "aging," and in wheat flour the deterioration is simply less marked. Much that is called improvement is simply a matter of taste in the consumer. One likes fresh butter and new cheese, while another prefers rancid butter and "high" cheese. The latter claims that "age improves butter and cheese." Just the same way age "improves" flour by changes that introduce new features. But is it improvement?—Milling World.

THE CAMPHOR OF COMMERCE.

The camphor of commerce is a kind of resinous gum obtained by a process of distillation from the camphor tree, a species of laurel which is found to flourish most luxuriously in the southern part of Japan, where large groves are owned by the government, the wood being considered very desirable for ship building and other purposes, explains a contemporary. The districts in which the trees are mostly found are mountains. The camphor is obtained by a rude process of distilling the roots and branches of the tree. Work is done by peasants who make a precarious living by the occupation. The gum is exported in tubs of a capacity of about six and a half cubic feet. A good many tricks are practised by the wily Japs to add weight to their product, and dealers find it very difficult to obtain an absolutely pure article. Nearly all the camphor of commerce is obtained from Japan. Some of the trees attain an enormous size. There are numbers of them in the vicinity of Nagasaki having a diameter of twelve feet. There is an old temple situated in a grove of grand old camphor trees of great age and size, all of which are still vigorous. Some of these are reported to have a diameter of twenty feet. In appearance the tree is an evergreen and very handsomely proportioned. The trunk usually runs up about twenty feet and then branches out in all directions. The seeds or berries grow in clusters and

look like black currants. The wood of the camphor tree is said to be particularly beautiful for fine cabinet work. We are told that there is a law which compels every destroyer of a camphor tree to plant another in its stead. The process of manufacturing camphor, while very primitive, is very interesting. The tree, after being chopped down, is cut into small pieces, which are put into a big wooden tub, which is closely fitted to the top of a big iron kettle. The bottom of the tub is perforated so as to allow the steam to pass through to the chips. A steam-tight cover is fitted to the top. From this tub a bamboo pipe leads to another tub, through which the steam is generated and through which the camphor and oil flow. This contrivance is connected with a third tub, divided into two compartments, the dividing floor being perforated, which allows the oil to run into the lower apartment. A layer of straw in the upper compartment catches the camphor, which crystalizes as it cools. When a certain quantity is accumulated the cover is removed and the camphor is separated from the straw and packed for the market. The oil, which runs into the lower compartment, is subsequently separated from the water, and is largely used in Japan for illuminating purposes.

RETAIL GROCERS' ADVERTISING.

John S. Gray says in *Printers' Ink*: "It remains now to show how a retail store in the same line can be made attractive through the mighty medium of printers' ink."

In the beginning I would say that, in my opinion—which I believe in this particular case to be largely shared by humanity—the most alluring advertisement a grocery store can have is a constantly clean, fresh and neat appearance. And, on the other hand, no amount of newspaper or other advertising can atone for lack of care and diligence in the preservation of absolute cleanliness in the store.

In groceries, as I have said about other businesses, I believe in pushing prominently one article at a time; you may mention others, of course, in the advertisement, but I would advise holding them subservient in all cases to the leader that you wish to boom.

Suppose, for instance, that you wish to feature tea in this way:

TEA IS TEA

of course, whatever its quality. Gold is gold whether it be 18-karat or 22. But, somehow, people prefer the 22. In like manner they prefer the best quality of tea when they can get it, especially when the price is reasonable.

Our Fine Family Tea, at 60 cents a pound is pure, rich and full flavored, and has no equal in the city. A single trial convinces.

 A full line of best groceries. 

Now, supposing we take another leading article—coffee, which is perhaps much more popular than tea in this country. In this, as

in all other announcements, you want a bold eye-catcher as headline:

ARE YOU SATISFIED

with the coffee you have been using? Perhaps it lacks fragrance and flavor, the two chief properties which comprise excellence. Try a cup of the aromatic and delicious berry, our Household Coffee. You will admit its superiority to all others.

There are a great many articles which can be taken for special mention in grocery advertisements, but yet there are several acknowledged leaders which are always prominently noticed. One of these, of course, is butter:

APPETIZING!

It is a one-word definition of our fine, creamery butter—the kind you want more of after once trying—the kind that everybody likes and wants. At 30 cents a pound we have placed it in reach of all lovers of good butter.

Dairy Produce a Specialty.

Another leading line in all grocery stores is the diversified article known under the general name of canned goods. These include fruits, jellies, meats, fish and vegetables, and are nearly always in season—one or other of them. Here is a suggestion in this connection:

BUY OUR FRUIT,

and by our fruits you shall know that we keep only the best of Canned Pears, Peaches, Apricots and Cherries. The freshest and ripest fruit only is used in the preserving. We have all the leading brands both in Fruits and other Canned Goods, such as Salmon, Lobster, Tongue, Beef, Corn, Peas, Tomatoes, Beans, etc. All at easy reachable prices and all guaranteed as to quality.

Flour is another staple article which can be well featured. Hams and bacon another, and so on ad libitum."

GREEN AND BLACK TEA.

Generally speaking, all teas are divided into two colors—green and black. Japan is the only country which produces green tea only, while China is the only land where both colors are prepared. In India, Ceylon and Java send forth black teas alone, on the principle—at least in India—that adulteration of green tea is too easy. It is worthy of mention in this connection, also, that until within a few years all the teas of Japan have been black, and this was the case when, in 1856, the first importation of fifty half-chests reached this country. The venture was immediately successful. The flavor of Japan tea pleased the American palate; it was spoken of as "a black tea with a green tea flavor," and as the leaf was dried in the natural color, it was believed that it must be free from adulteration. The importation for the second year was 400 half-chests and in the third year the amount rose to 1100; but it did not by any means stop there, rising rapidly till the yearly total reached the wonderful amount of 20,000,000.—Good Housekeeping.

OUTLOOK FOR THE TOBACCO CROP.

A special report upon the area and prospect of this year's tobacco crop, as compared with that of 1892 has been prepared by the "New England Homestead." Statements from 100 correspondents indicate but little change in the area or number of growers in Vermont as compared with last year. The 1892 crop is mostly sold, and the outlook considered promising. In Massachusetts about half of last year's crop is still unsold. There is not likely to be any great increase in area this year throughout Massachusetts, and the prospects for a good crop are considered favorable, notwithstanding that the season is backward. Lower down the Connecticut Valley the opinion prevails that there will be no increase in area this year, but in some districts a decrease. It is thought that extra good leaf may bring remunerative prices, but otherwise the Connecticut farmers hold a gloomy view of the outlook for the market. Young plants are generally small and late, but appear strong and in good condition. Prices obtained for the '92 crop range generally from 16c. to 25c., some few choice lots bringing a higher price. There is a much larger proportion of last year's crop held by growers throughout New York State, probably nearly one-half. On the whole it is possible that the area throughout New York State will be less this year. The season has been wet and cold, and planting is backward. There will be less tobacco set out in Oswego and Steuben counties, but probably just about the same area and number of growers throughout Cayuga, Chemung, Wayne, Onondaga, Tioga, and Dutchess County sections. Elsewhere it appears that the season is late. In Northern Pennsylvania there may be a slightly smaller area, with quite a reduction in Lancaster county, where the prices of last year's seed leaf ranged from four to eight cents, fillers about two cents, and Havana wrappers about 20 cents. The Florida tobacco crop was all sold out for prices ranging from 35c. to \$2.35 a pound, and there will be three growers this year to every one grower last year, with the area four times larger. Harvesting is expected to begin next week, and the crop is expected to be 50 per cent. better than any ever grown. The Louisiana crop also brought good prices, and there will be 25 per cent. more growers this year because the outlook is considered better. In Ohio the area does not change much from year to year. Plants are small this season and not good. Prices for the 1892 crop were eight to nine cents for Havana, six to seven cents for Dutch and four to five cents for seed leaf in Montgomery county. In Wisconsin many farmers are inclined to give up growing tobacco, the

1892 crop was inferior and sold low. In Indiana the area and number of growers will be 33 per cent. in Dubois county, but about the same in Warrick county. Prices quoted for last year's crop were about six cents.

PROSPEROUS AND HAPPY PACKERS

The fifth annual session of the National Canned Goods Association of the United States was held in Chicago June 7 and 8.

During the course of his address President Bunting said: "I believe we have all had a reasonably prosperous year since we last met. A shortage in crop output prevented our reaping the reward that comes of an extensive pack, but prices, through such shortage were more easily maintained, and the market at present is the more grasping in consequence. What is still better, the packers of this country have been uncompromisingly posted concerning these points, and have therefore been able to ward off mischievous misrepresentations from some buyers, who bull the markets when they are full and bear them when empty. The various canned goods associations have trained the packer into a more systematic business man, and they have made him confident by backing him with facts and figures.

"The season at hand cannot well be otherwise than a prosperous one, if nature smiles upon the yeomanry of the soil and the crop is abundant.

"A more perfect system of crop reports will prove of incalculable advantage to the packer. While the more distrustful are now enabled by discounting the honesty of those reporting to arrive at an approximate summary of the output, figures nevertheless do lie when tortured under the self-interest of the packer making them. The packer has more to lose than to gain by suppressing such facts. The day has passed when a smart manipulator can expect other than ultimate disaster from deception in any line. The canned goods industry can now afford to stand on its own merits before the country. The ill effects on the sale of our products in having it known that acreage and the pack are both excessive during any season is promptly offset by the gain to the trade which is the sure result of such figures, viz., the deterring of a horde of new packers into a crowded field."

Judging from the remarks of the president in another part of his address he must have the honor of presiding over a rather happy family. "We note as one of the blessings of associations among packers," he said, "that misrepresentations, malicious insinuations, braggadocio swells, underhand leaker lies, and hermetically sealed piracy are being rejected and consigned to the dump heap of

the past. No longer is the packer from the East found asserting that no canned goods worthy the tables of the respectable are packed beyond the Mississippi, or that Iowa canneries process more vines than products, more cob than corn. No longer is it retorted by the Westerner that the Eastern canners invented all the frauds which crop out in the stock-filled cans, the pretentious claim to superiority in the mental processes of the trade, or that New York is the Empire dead beat on international canned goods statistics, or the venerable fraud whose crop reports won't harmonize with facts. No longer do the East and West join in a chorus of denunciation concerning the South, whom they used to assert was the father of the twins, "the canned-goods business and the cannibal." No longer is it asserted by these Northern brothers that Baltimore packs pumpkin for squash, and steals a Northern trade-mark to float the imposition. All these things have changed. In the kennel of this association the Western lion and the Southern lamb lie together, and a cupid of purity from the East leads them."

The output of canned goods this year is estimated at 50,000,000 cases. Computed on the basis of the usual average of varieties, such as peas, corn, tomatoes, etc., the weight would average 50 pounds per case, or a total weight in shipments of 2,500,000,000, which, on a basis of 10 tons or 20,000 pounds per car, would show that 125,000 car loads were shipped.

CIGARS AND TOBACCO.

At the present time, every well regulated grocery store has its cigar and tobacco department. They are not "side lines"; they are as much a part of a grocer's stock in trade as teas, sugars or anything else, and ought to receive equal attention. There isn't a town in which these two articles cannot be made a source of profit. In the majority of stores, however, no attempt is made to render the cigar and tobacco department attractive. Cigars are permitted to dry up and become broken, while the bags, or papers of tobacco, are jumbled together on some out-of-sight shelf, where they are permitted to lie, like a lot of refuse under the counter, dust covered and unattractive as neglect can make them. They should be given a prominent position. The cigars should be kept in a neat case, and the case should be supplied with sufficient moisture to keep the goods from becoming dry and stale. Keep the surplus stock in a tight, dark cupboard. The tobacco ought to be back of the cigars and in plain sight. Let the packages be arranged neatly and conspicuously, and see that the labels are neither torn nor dusty. Whatever grade of goods one's trade justifies, one should keep the best qualities of each grade.—Commercial Tribune.

It Hit the Mark

What we said last week about the Fine Dargeeling Teas we are handling had the desired effect, and we have done considerable business in them, both with our customers and those who were not. Have **YOU** handled these teas? If not think over it. Send for a sample anyway.

A High Grade Formosa Oolong

In caddies is not handled by every house, but we have it; also full lines of blending Ceylons at 30 to 40 32 cts., Assams at 20 to 25 cts., and Japans and Hysons at 16 to 17 cts.

Our New Season's Japans are in store. We are not asking fancy prices for them.

Lucas, Steele & Bristol,

WHOLESALE GROCERS, - - HAMILTON, ONT.

A GOLDEN OPPORTUNITY.

THE Booklet named "The Story of Tea by Ram Lal's Co." mailed all over Ontario is producing wonderful effects in sale of Ram Lal's Tea. We say to all those handling this great Tea now is the time to push sales, reaping the rich harvest so easily to be obtained.

Remember your profit is handsome. Your competition will be honest as no one but straight retail trade can buy the goods.



JAMES TURNER & CO., Wholesale Grocers, Hamilton.

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

"St. Olaf"

Pronounced the finest
of its kind.

Norway Condensed Milk

"Viking"

Unsweetened — Really
Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.



We are offering Special Values in

- - Indian Pekoe Souchongs

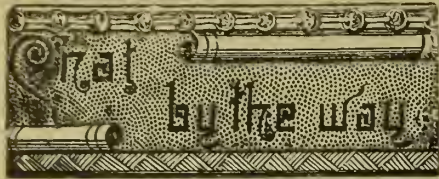
DIRECT SHIPMENTS UNOPENED IN LONDON.

Packed in half-chests from 18c. to 20c.

.. WRITE FOR SAMPLES ..

STEEL, HAYTER & CO., Toronto

Proprietors of the well-known "MONSOON" Brand, Pure Indian Tea.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

There were exported from Montreal last week 5,162 head of cattle and 16 horses.

Importers of wine in the United States object to an ad valorem duty on wines, preferring a specific.

Mr. Tilt, who used to keep the Queen's Hotel at Galt, has succeeded Mr. Craig as proprietor of the British Hotel at Goderich.

John Richardson, of Orillia, has secured his stock at 70c. on the dollar. Mr. Richardson will be found as before at his old stand.

The steamer Rosedale arrived at Owen Sound Tuesday with a cargo of 103,000 bushels of oats. This was the largest cargo ever taken in there.

D. C. Strachan, of Goderich, is refitting his store. He is putting in a new plate glass front, new shelving, and is improving his store generally.

How to draw customers to the store is the problem that every retailer has to wrestle with, and a Troy merchant solves it by giving fans and soda water to his patrons.

The Bolton Enterprise notes that a man is travelling around the country confiscating all the tobacco he can find for sale which has been taken from the original box or caddy.

Owen Sound merchants complain that shoplifting has become an excessively frequent practice, and the police say they are going to prosecute the first person detected.

While James Anderson, flour and feed merchant, Hastings, was fishing in a dam Friday night he fell off in an epileptic fit and was drowned. He leaves a widow and two children.

The Grant Lottridge Brewing Company, of Hamilton, has taken out a building permit for the rebuilding, at a cost of \$10,000, of the Spring brewery, which was burned some time ago.

The recent drought caused such a scarcity of farm produce and so blighted the young crops in Germany that Herr Von Berlepsch, Minister of Trade, will propose a suspension of the duties on wheat and maize.

At the meeting of the Kingston cheese board Thursday, Mr. McLeod, a Belleville buyer, complained about members of the board not accepting prices of bidders during the meeting but afterwards canvassing buyers for higher prices. He believed this action was not treating buyers from a dis-

tance in a proper manner. If they were to be "jockeyed" by the board these buyers would cease to attend. Some members of the board were of the same opinion and spoke in condemnation of the custom.

The new brush factory in Berlin, started by J. Bingeman & Co., will, according to the London Free Press, be ready for operation this week. Mr. Smith, of Detroit, who is the patentee, is helping to get things in shape.

The Department of Marine and Fisheries has caused to be sent from Quebec two fresh salmon to be placed in the freezer in the Canadian fishery exhibit at the World's Fair. One weighs 38 lbs. and the other 33 lbs. They are good specimens of what our rivers can produce.

A movement is on foot to induce the C. P. R. to run a series of excursion trains to Owen Sound during the summer months. A committee of the Council will act with a committee of the Board of Trade in placing the matter before General Passenger Agent Callaway.

W. C. Baker, fruit dealer, on James street south, Hamilton, has issued a writ of injunction through his solicitors, Nesbit, Bicknell & Gauld, against Ald. Arland and Contractor M. A. Piggott to restrain them from allowing rain water to fall from Commercial Chambers on his premises, the plaintiff claiming that his fruit is damaged thereby.

The Pennsylvania Grocer tells of an East End grocer who received a large roll of what was represented to be choice country butter. It looked well, and the dealer accepted it without suspicion that anything was wrong. When he cut it he found embedded in the center a stone that weighed upwards of a pound.

While a grocer in Dallington, England, was cutting a Canadian cheese into halves he found a bottle which contained a piece of paper; on this was written a communication requesting the "fair wife or maiden" who might cut the cheese to write to the maker in Ontario, stating whether the quality of the cheese came up to her expectation.

There are, says the Foochow Eco, altogether in the various tea districts as many as eighteen reputed millionaires. The least wealthy of these is said to be possessed of \$2,000,000 and the richest \$8,000,000, all made out of the tea trade in its flourishing days. In spite of the adverse turn in the trade they still continue in it.

The stock of Thomas Moffat, grocer, Orillia, has been purchased for him by his brother-in-law at 60c. on the dollar. Mr. Moffat will continue business at the old stand. A first dividend of 30c. on the dollar will be declared this week, which the creditors consider pretty quick work and complimentary to Mr. Goffet and Lawyer Gunn.

The following tenders have been accepted for supplies for the Hamilton jail and court house for the year commencing July 1:

Bread for gaol, Wm. Lees & Sons, at \$2 24 per 100 lbs.; beef for gaol, J. R. Cambden, at 5 cents per lb.; groceries and provisions for gaol, J. M. Rosseau, total \$201.40; wood for gaol and court house, C. G. Kelly, total \$319.40; coal for gaol and court house, Thos. Miles & Sons, \$5 and \$4.80 per ton.

An English company has bought between 60,000 and 70,000 acres, situated near Suchil on the Isthmus of Tehuantepec, Mexico. It is their intention to go into the coffee and tobacco culture, and they will probably introduce immigration from England. They expect to begin active operation next season.

A fruit market has at last been established in Toronto. It is situated at the foot of Yonge street, the Grand Trunk having given over a portion of its freight sheds for that purpose. It has been fitted with compartments adapted for the various classes of fruit which will be sold. There will be no auction department connected with the market, and the sales will be wholesale only.

CANADIAN CHEESE IS KING.

Canada is to-day jubilant over the success of her cheese at the World's Fair. And well she might be, for superior by far over all competitors has her make proved itself to be. The facts are that of the total number of some 135 exhibits which won medals in the factory classes no less than 126 were from Canada. Another strong point in honor of Canada was brought out in the fact that 31 exhibits of Canadian cheese scored higher than the highest United States cheese. The medals go to the several provinces in such a way as to show that Canadian cheese everywhere are now being made of excellent quality. Of the exhibits which won the honor 69 came from Ontario, 52 from Quebec, 1 from New Brunswick, 2 from Nova Scotia, and 2 from Prince Edward Island. Of the cheese of the make of the present season (1893) 20 lots from Quebec won medals, as against one from Ontario. This is unquestionably the greatest triumph for dairying in Canada which has ever been achieved, and the dairymen of Quebec particularly are to be congratulated upon the way in which they have come to the very fore front.

To Grocers - -

Teas of all kinds, repacked into Half Chests and Catties of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,

17 Common St., MONTREAL.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

Kurma Package Tea
 Millar's Paragon Cheese
 Robert's Jellies AND Table Creams

Full Assortment of General Groceries
 Always on Hand.

ALWAYS keep yourself
 well stocked with our
 Extracts, both in the
 ten cent and best lines.
 They are good sellers
 and make you big profits.

THE

SNOW DRIFT CO.
 BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & COY,
 Sole Agents for Canada.

WILLIAM ARCHER, Carpenter and Store Fitter
 VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
 All classes of Store Fittings, Exhibition Cases,
 Show Cases, etc., from the Cheapest to the Most
 Elaborate, made well, quick, and at Reasonable
 Charges. Alterations, Repairs. Estimates Free.
 Post cards promptly attended to.

114 SPADINA AVENUE,
 Cor. of Adelaide St., Toronto.

COWAN'S
 COCOAS AND
 CHOCOLATES

Are Standard, and sold by
 all grocers.

THE CANADA MEAT PACKING CO.,

MONTREAL,
 BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P Brand of Smoked Meat, Sugar cured
 extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue
 Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
 every day in the
 year.

Handled by retailer
 as shelf or counter
 goods. No waste.
 Gives general satisfaction.

Sells at all seasons.

Will not ferment in
 warm weather.



The best and cheapest
 Mince Meat on
 Earth. Price re-
 duced to \$12.00
 per gross, net.

J. H. WETHEY, St. Catharines, Ont.

PURE CONFECTIONERY,
 FINEST BISCUITS.
 Manufactured by
 J. McLAUGHLAN & SONS,
 OWEN SOUND, ONT.

The Imperial Rubber Stamp Works
 Rubber Stamps, Stencils,
 Branding Irons, Seals, etc.
 Estimates given. Orders by mail promptly at-
 tended to.
 102 ADELAIDE ST. WEST - - - TORONTO.

JOHNSTON'S
 FLUID BEEF

is the virtues of Prime Beef in a con-
 centrated and easily-digested form.

Invaluable
 As a Strength-giving Food

BOSNIA PRUNES . . .

Vostizza Currants (In Cases.)

Layer Valencias (Merle's.)

Filiatra Currants Bbls. and ½ Bbls.)

Perfect Gem Currants (½ Cases.)

. . . **SULTANAS** . . .

M. MASURET & CO., LONDON.

FRUIT EVAPORATING.

The process of evaporating fruit is thus described in the June number of American Gardening by A. J. Rice :

About the year 1870 the Alden evaporator was invented, and the importance of greater care, cleanliness and the use of a high degree of heat was brought to public notice. By placing the fruit as soon as pared and sliced in the evaporator and subjecting it to highly heated air all fermentation was arrested, and we no longer had the flavor of sun-dried apples, but a new product almost equal to the fresh fruit, and the name "evaporated" apples was first used. The invention of the Alden evaporator was followed by many imitations, but the business did not increase much until after the process of bleaching the fruit was introduced. This prevented the fruit from discoloring ; apples could be prepared during the day, and the evaporators be run at night as well as during the day. Also, the small driers would make fruit that looked well and was nearly as good as that prepared in the large evaporators. Great inventions are often the result of accident, and it was so in regard to the bleaching of fruit before drying. The process had been used in hop-drying for a long time, and by chance a few apples were placed in a hop-kiln with hops, and without thought the usual amount of sulphur was used. Much to the astonishment of the man, he had the nicest dried fruit he ever saw ; yet he was afraid to make any more until he had taken it to a large dealer in Canandaigua, who looked at it, tasted and smelled of it, and then told the man to go back home and make more of the same kind. Great improvements have been made in the process of bleaching. At first we had outdoor cupboard-like places, where the fruit was put in and subjected to the fumes of the sulphur ; this made a great deal of work. Now we have more or less automatic bleachers that can be used in the work-rooms and have all the sulphur fumes carried off in the chimney. In a large evaporator at Sodus they have one that is run by an engine with carrying belts, so that the

apples, as soon as they drop from the hands of the trimmers, are carried to the bleacher above the work-room, then through it on a slowly-moving belt, all the apples being subjected to the process for about forty minutes. In this establishment they have a small engine and boiler and run their paring and coring machines as well as their slicer by power.

The application of steam is a great advance in fruit drying, and it has only been done successfully for the last four or five years. Steam was first used in the Alden tower evaporator as a coil in the bottom, but was not successful. William J. Baldwin, one of the best authorities on the use of steam, says that the same amount of steam pipe placed around and between the articles to be dried will dry in one-half the time it would if placed at the bottom. There must be sufficient ventilation to carry off the moisture from the fruit, and maintain as high a degree of heat as possible and not burn the fruit.

An evaporator must be fire-proof ; so a very large number of people having need of an evaporator to dry a few thousand bushels of apples in a season have built brick towers, four feet square on the inside, and extending from the basement up, and surmounted by a ventilator at the top of the house. A large furnace is placed in the bottom of the tower, and the basement makes a convenient storage for coal. Above the furnace are the trays, so arranged with a lifting device that all the trays can be put in on the first floor of the building and taken out on the floor above, where the evaporated fruit can be stored. This tower, if properly constructed, will be fireproof ; that is, the wood inside of the tower will burn without setting fire to the building, and it will use fifty bushels of apples per day of twenty-four hours, drying the slices and the skins and cores, producing 300 to 400 pounds of white apples and 150 to 200 pounds of dried skins and cores.

There has been a continual improvement in the machines used and the methods practiced in the preparation of the fruit for the evaporators. The people used the small parers and a hand corer until 1880, when the first successful corer and parer was

made. The amount of work that can be done on these machines by skillful operators is wonderful. Many boys and girls will average fifty bushels per day for weeks ; others sixty and seventy bushels, while occasionally one will pare and core from 100 to 110 bushels in ten hours. The methods of slicing the apples have changed with the use of other improvements. Quartered apples would not dry fast enough in the evaporators, so we began to slice about the core in pieces about one-fourth of an inch thick ; then we cored the apples first and sliced across the apples, making ring fruit. In 1879 the first successful machine slicer was made, and the slicers have improved, until now we have almost perfect machines that will slice by hand, foot and steam power.

It may be of interest to know something of the extent of the evaporating business in our country the past year. So far as I have been able to find out, 400 cars of white apples of twelve and one-half tons each—equal to 10,000,000 pounds—have been produced and sold, at an average price of seven cents per pound, for a sum of \$700,000. There has also been produced about 5,000,000 pounds of waste and chops, at one and one-half cents per pound, for the sum of \$75,000, together with 750,000 pounds of raspberries at 18 cents per pound, or \$135,000, making a grand total of \$910,000, or almost \$1,000,000. This money has been divided up among all classes of people. I presume the growers of the fruit received one-half, and of the other half, half of it was divided between the men and women and the boys and girls who did the work ; then we have the large number of dealers who bought the fruit, the box makers, who furnished the packages, and the army of people they employ. The fruit is packed in boxes, weighed, and the cover pressed down by a hand-power press.

The Cleveland Press says that several capitalists there think of establishing a steamship service between Cleveland and Port Stanley with a capital of \$2,000,000. They purpose running two fine passenger and freight boats and building offices at Port Stanley. Nothing could be done this season, however.

Valencia Raisins

We are offering —

A Deal in Valencias

SEND US
YOUR ORDERS.

Quality Guaranteed
Price 3¾c.

H. P. Eckardt & Co., WHOLESALE GROCERS **Toronto**

**FOOD
FOR
INVALIDS**



STERILIZED.

Doctors recommend it for the sick, as it is

**Easily
Digested.**

A PERFECT FOOD.

DELAFIELD, McGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

We Offer to the Trade :

GREENBANK Double Concentrated Lye, solid and powdered, in tins.

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of ¼, ½ and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

ARRIVING THIS WEEK:

From the Finest Gardens in Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - **Montreal**

CAVERHILL, HUGHES & CO.

IMPORTERS

AND

WHOLESALE GROCERS

309, 311 and 313 Commissioner
Cor. St. Peter Street.

MONTREAL

WHERE THE MATCHES GO.

"It is said," remarked Henry G. Sexton, who is at the Laclede, "that every man, woman and child in the country uses on an average five matches a day, and under these conditions it is not perhaps surprising that such a very poor grade of matches is turned out. The matches in common use in the United States to-day are very similar to those which were discarded in most European countries, except in the poorest neighborhood ten or fifteen years ago, and it is strange that some of the better grades which have superseded them have not acquired any foothold in this country.

"Wax matches, which are considered aristocratic in Europe, are not much liked here, but a good trial has never been given some of the best grades of safety matches sold every day by the thousand in European countries. The two kinds generally on sale here are either so loaded with sulphur as to be quite unpleasant, or so explosive in character as to be almost dangerous, and both grades are manufactured with little regard to finish and appearance, whereas in France particularly they have matches of all kinds neatly finished and pleasant to use. As a smoker I certainly think the European idea is the best. Matches are specially made for smokers, and they are absolutely without smell of any kind, or at any rate the better grades of them are. Many a first-class cigar is spoiled by the sulphur fumes from an ordinary match, and until a man gets used to it, the idea is anything but pleasant. Trust or no trust there is big money to be made by importing and selling a higher grade of match than that generally regarded as sufficient."—St. Louis Globe-Democrat.



TO YOU IT IS

PROFITABLE and a
QUICK SELLER.

Thousands testify to its PURITY and
Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man

DRY GOODS.

MONTREAL MARKET.

The present time is usually a dull period with the dry goods trade, so that although there are some disappointed ones the trade generally report business as being in a normal condition and quite up to the average of that for the corresponding period of last year. Travellers were in last week getting out their fall samples and are now all out on the road. There have been some orders placed for fall delivery induced by the firmer tendency of the market for cloakings and woollen fabrics. In a sorting-up way also the demand for all-wool challies has been maintained, several letter orders being reported in this connection. Another favorable feature is the revival in the demand noted by some of the houses for prints, business in which has been rather sluggish. Another good point also is the patent fact that the goods are evidently wanted, for there is no desire to load up heavily without knowing what the possibilities of the future are. This is made evident by the conservative course that buyers are following in relation to their purchases on fall account. There is nothing so pernicious as the habit of injudicious buying abroad, as it detracts attention from goods actually in stock to goods that will not be wanted for months. In this connection the anticipation seems to be for a good fall trade as soon as the crop prospects are more definitely known. Remittances are on the slow side.

NOTES.

There is talk of the erection of a new cotton mill at Sorel, but the scheme is very hazy at present.

Mr. Thomas Brophy, of Brophy, Cains & Co., is back from his English trip. The firm will have some taking lines of skirtings this fall to suit the new fashionable bell skirt.

Greene Sons & Co. report further business in a sorting way in the shape of letter orders for flannel shirts, lounging coats, etc.

Mr. McIntyre of Hodgson, Summer & Co. has not yet returned from England. He sailed on the 10th however and will be home in the course of a week.

Mr. Leslie Gault, of Gault Bros., says that there is a feeling that checks will be a go this fall, but whether it will last or not is difficult to say. The firm have, however, cleared out several lines, which is an indication in a certain sense.

Jas. Johnston & Co. had on view last week samples of some handsome lines of fall trimmings. Among the more sterling lines which will be fashionable were the long silky fleece of the Angola goat in the popular shades; also narrow strips of natural fur, mink, lynx, seal, etc.

The expectation is that the new bell skirt will have an appreciable effect on the style of skirtings that will be worn this fall. In this connection S. Greenshields & Son are

expecting some showing and taking lines in moreens, fancy stripes, checks and natural colors.

J. G. McKenzie & Co. have been turning over some good lines of Batistes during the past fortnight. They were showing also a new trimming in the shape of a braid military design which is expected to be in great favor this fall.

Gault Bros. report indications of a satisfactory demand for cashmeres, both in colors and blacks. In fact they have been obliged to place several repeat orders for some round lines of this class of goods. The advancing tendency in the values of these goods is no doubt the incentive with buyers prices being from 10 to 12½ c. per cent higher in France.

TORONTO MARKET.

The hot weather has induced a brisk demand for summer weight goods of various classes and descriptions. Everybody has wants of some kind, and when buyers do not appear in person, their numerous letters show that the increased retail trade is quite general and important. The overturn during the past ten days has been very good, and if there does not come a period of extreme heat the trade will continue for some time. But extreme weather is always detrimental to trade. Most of the departments are especially busy tending buyers and filling orders, and little attention is being given to fall stock.

Canadian staples, which have been somewhat stagnant during April and May, have now revived, and are in constant demand. Shirtings, tickings, etc., are moving, showing that retailers have broken their stocks of this class of goods. The rural trade has taken on new life, and the city trade has sustained itself.

The letter order departments are scenes of activity, and the overworked clerks in these departments show plainly the state of trade and the tendency of orders.

Some orders for fall delivery are being placed; but some of the houses do not give fall dating until July 1st, and until then the fall orders will not show full volume. Some of the weaker houses of course started fall dating in April and May—a very foolish proceeding. —There is one class of goods which cannot be sold on fall dating until July 1st, and that is spool cotton. Orders are slow at present, as buyers are holding off until July 1st, after which the trade will be much brisker. Retailers should watch such points as this very carefully.

Black point lace is scarce in Toronto, and the houses are without stock. Low price black silk mitts are also in good demand, and stocks are depleted. The end of the week will see repeats in these goods coming to hand. Cotton hosiery is selling extra well, but stocks were



Like all their Goods

CHASE & SANBORN'S

"Seal" Brand

C Condensed Coffee

Is Pure and healthful. Its convenience appeals to the Traveller, the Yachtsman, the Pic-nic and Excursion Parties, the Sportsman, the Bicyclist, the Physician, Lawyer, Clergyman, in fact it is indispensable during the hot spell—everybody finds it economical, healthful, convenient. **Do you sell it?** Send us an order for trial case, 2 dozen.

THIS IS THE SEASON

For Canned Goods



Everybody prefers to use them during the hot weather, particularly such canned goods as require no cooking. Talking about goods of this kind, have you ever tried or sold

"Thistle" brand Finnan Haddie

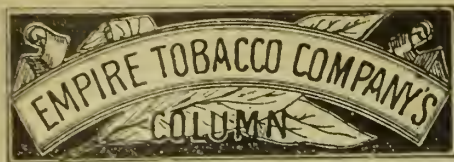
flat tins? — These fish are most delicately cured and smoked, the bones removed, and are ready for table use. They are cured and canned immediately after being caught, and can be relied upon as possessing the true flavor of the Scotch Finnan Haddock.

EBY, BLAIN & Co.

Wholesale Grocers

TORONTO, ONT.

Take No Other Brand.



IF YOU WANT
SOMETHING
GOOD...

WE MAKE IT



This Favorite
Brand Sells
At Sight.



Send for
a Package.



EMPIRE
TOBACCO
Co.

MONTREAL

very heavy when the season opened, and consequently there can be no depletion in this case.

John Macdonald & Co. are showing a line of new shot brocade silks in all the new shades of heliotrope, creams, browns, greys and navys. They have a shipment of one-line stripe silks in black brocade grounds with colored satin stripes. A new line of printed spot and broche pongees in all the leading colors is also in stock. New fancy frillings in white, cream, coral, sky and gold in new designs and at low prices are to hand. A shipment of low priced colored silk surahs is also to hand; these goods are scarce, and their sale will be rapid. Black silk surahs in all qualities have just been received.

Alexander & Anderson are clearing lines of summer goods in prints, dress goods, hosiery, gloves, parasols, etc. Odds and ends are shown in the different departments and some excellent values are offered.

Alexander & Anderson's travellers will be on the road in a few days with a full line of fall samples. Their range of autumn dress goods is especially attractive and embraces all the newest and latest productions of the best British and continental manufacturers.

Wyld, Grasett & Darling report an extra demand for light summer prints, challies, satines, and cretons. They make a specialty of these goods and carry such a large assortment at this season that they are able to fill all sorting orders. The active demand for prints show that their popularity is not waning, but rather increasing. Orders for towellings and all classes of linens are coming in freely; they have a stock large enough to withstand all probable demands.

W. R. Brock & Co. report an active demand for navy serges for suitings. They carry a full range of these goods, and show excellent value. Halifax tweeds are also moving freely in both plains and fancies. They are busy receiving their domestic woollens for the fall trade.

John Macdonald & Co. are getting in their stock of table and floor oilcloths for the fall trade. Their range will be larger than ever, and the patterns show an improvement over previous years. Small shipments of carpets are coming forward and this will continue for some time.

Bed quilts are now shown in full range by John Macdonald & Co. These include the well-known Boudoir, Berkshire, and other varieties. Their stock has been replenished by a large shipment this week.

John Macdonald & Co. are showing a large line of boys' and men's bathing suits and trunks. These are active goods at present. Harvest mitts and overalls are in good demand these days, and in the former they carry sizes 10, 12, 14 and 16 inch, and in the latter, cottonades, ducks, denims, drills and mole-skins. Negligee shirts in flannelettes, Ceylons, zephyrs and silks are shown in full range and in great qualities. Their overturn of the vests, which have been much talked of during the past few weeks, has been very great, and the stock is much reduced, although they have still a full range of sizes. They announce the arrival of a shipment of new neckwear in styles suitable for the coming national holiday trade. Dress shields are restocked this week in J.M.D., Q.C., Standards, New York, Bon Ton, and Bell.

"Amazon" velvet binding is to hand, and back orders will be filled this week.

Wyld, Grasett & Darling have just passed into stock a large repeat of the three lines of summer underwear, natural balbriggan, brown balbriggan and natural wool in all sizes. The two former are made in both long and half sleeves. Summer vests in cashmere and linen are now in good demand with this house, and their stock is still well assorted.

Cream pointe laces are shown in excellent variety by Wyld, Grasett & Darling. The demand for this is unprecedented, and they have received several repeats of late, and still find difficulty in satisfying their customers. They report good sorting in hosiery, gloves, undervests, ribbons, laces and frillings.

In Gordon, Mackay & Co.'s furnishing department the clearing out of summer goods is the order of the day. Top shirts, underwear, belts, braces, etc., are being offered at prices sure to suit purchasers.

Noticeable amongst the "plums" in Gordon, Mackay & Co.'s dress goods department is a range of 23-inch Beiges marked 111-2c., and well worth from 171-2 to 181-2c. They have also a number of other lines which they are selling at clearing prices so as to make room for new goods.

Gordon, Mackay & Co. are advertising a range of Swiss and cambric flouncings in 27 and 45 inch, also a special line of fast blacks, with self and colored embroidery, which they are selling at less than manufacturers' cost.

IT HAS NO EQUAL AS A BREAKFAST FOOD.

Pettijohn California Breakfast Food, which has so rapidly grown in popularity in the States, is now being introduced in the Dominion by Wright & Copp of Toronto, who are sole selling agents for the manufacturers in the Dominion. They are receiving it in carload lots, and are prepared to supply the trade promptly.

Every grocer should handle Pettijohn California Breakfast Food. It sells quickly and gives perfect satisfaction and is something people do not tire of using.

It is nourishing, palatable, delicate. It has no equal as a breakfast food. It is particularly well adapted for spring and summer use. It is recommended by the leading medical experts as the most nourishing food ever offered to the public. It is far more delicious and wholesome than oatmeal. Children fed on this favorite food have bright eyes, rosy cheeks and clear heads. Wheat is the natural food for man. Oats is the natural food for horses and mules. Kate Field says: "It is the most delicate, and toothsome preparation of wheat I have ever eaten."

Pettijohn California Breakfast Food is manufactured only by the Pettijohn California Breakfast Food Co., at Minneapolis, Minn. It is made from the best California white wheat, and is a perfect food, pleasant, palatable, and readily assimilated by the system. It contains nourishment for every part of the body. It is the cheapest of all farinaceous food, because it contains the smallest amount of waste material. One pound contains as much available nutriment as three pounds of beef and at a fraction of the cost.—[Adv't.]

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

**FOR DAIRY . . .
BUTTER**

**OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Van-
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
Ont.
JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.
CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

CARD'S CELEBRATED Canadian Tomato Chutnee.

IMPARTS A

Delicious flavor to Hot and Cold Meats,
Gravies, Soups, Curries, Etc.

As used on the table of the late Sir John A. Mac-
donald, (Ernscliff), Albany Club, Queen's
Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.

PREPARED ONLY BY

M. P. CARD,
GUELPH, ONT.

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

PUT

TEXAS BALSAM
IN STOCK

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

**76 COLBORNE ST.,
TORONTO.**

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

We have arriving in Montreal this week, ex S.
S. "Charrington," 1500 Boxes Extra Fancy Mes-
sina Lemons; ex S. S. "Fremona," 3000 Boxes
Extra Fancy Messina Lemons; ex S. S. "Dra-
cona," 300 Boxes Extra Fancy Messina Lemons.
These are all Extra fancy November-cut Mes-
sina fruit, among them being 2000 Boxes of the
celebrated Santi de-Pasquale brand, which is so
well known for their long-keeping qualities.

Write for quotations.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, June 22, 1893.
GROCERIES.

The feature of the trade since our last review has continued to be the strength of the sugar market. Saturday last the refiners advanced prices 1-16c., making a gain of $\frac{1}{8}$ c. in about three days. The demand continues good for sugar, and more so than is usual at this season. Trade outside sugars is of the usual June character, although if anything better than a year ago. The little that is doing in coffees is of a hand-to-mouth character, and teas are decidedly dull. In dried fruits, a fair trade is being done in raisins and currants, but outside these, business in this particular line is quiet and uninteresting. A fair business is being done in rice for the season, but spices are about at a standstill. The usual summer's quietude characterizes the market for syrups and molasses. There is a fairly good movement in canned goods in a small way, and in tomatoes there is if anything a rather better feeling. According to travelers' reports trade in the country is gradually improving, and merchants as well as travellers anticipate a fairly good spring and summer's trade. Payments are still slow, but this is not unusual at this time of the year. They are, however, improving.

COFFEE.

No material change has taken place during the week. Locally business is only middling and of a hand-to-mouth character. Spot coffee in New York declined fractionally on account of the dullness bred of the financial situation. We quote as before: Rio, $19\frac{1}{2}$ to $21\frac{1}{2}$ c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha 26 to 27c.

DRIED FRUIT.

Trade has fallen off somewhat in Valencia raisins, but prices remain as before. The idea for off-stalk is still 4 to $4\frac{1}{2}$ c. a pound for seconds, $5\frac{1}{4}$ to 6c. for fine; layers, ordinary selects, $6\frac{3}{4}$ c.; fancy selects, 7 to $7\frac{1}{2}$ c. according to quality. Advices state that owing to the advanced state of the vines in Denia the raisin crop is expected to be about ten days earlier than usual. There is not much demand for currants. Prices outside are a little firmer, but here $5\frac{1}{2}$ to 6c. is the idea for ordinary fruit and 6 to $6\frac{1}{4}$ c. for good. Prunes are in light demand and unchanged at $7\frac{1}{2}$ to 9c. in cases. Demand for dates is unusually poor, and we quote the ruling price as before at 5 to $5\frac{1}{2}$ c. There is a light demand for cooking figs, but there is little or nothing doing in any other kind.

RICE AND SPICES.

Rice is in fair demand at \$3 65 to $3\frac{3}{8}$ c. Carolina and Louisiana rice have been very low in the States, but an improvement is now noted.

Spices continue to rule quiet and unchanged. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

Strength, activity and excitement have been the features of the sugar market during the past week. The refiners advanced all sugars 1-16c. on Saturday, and while since then there has been no further advance the local market has gradually become firmer as the sugars which could be sold a little cheaper got cleaned out. The range for granulated is now $5\frac{1}{8}$ c. to $5\frac{3}{4}$ c., although the inside figure is exceptional; a dark yellow can be got as low as $4\frac{1}{2}$ c., but with most houses $4\frac{3}{8}$ c. is the lowest figure. The movement during the past week has been rather above the average, and a good many are of the opinion that present prices will be at least maintained till after the regular sugar season. Havana advices under date of June 17 state: "The long struggle of the sugar refinery company to keep prices for Cuban sugar from advancing has been given up, and on Friday, the 9th inst., over 100,000 sacks changed hands at full prices at from $8\frac{1}{4}$ and 9 reals the arroba of 25 pounds, equal to $4\frac{3}{8}$ to $4\frac{1}{2}$ c. per pound. Since the day of the great sale prices have been maintained with still higher expectations, and many predict that 10 reals, or 5c., will be obtained before another crop can be placed upon the market."

Willet & Gray, New York, in their weekly statistical say: The Week—Raw advanced $\frac{1}{8}$ to $\frac{1}{4}$ c.; refined advanced 1-16c. Total stock in all the principal countries, 1,125,614 tons, against 1,435,846 tons at same dates last year. Afloats to the United States from all countries estimated, 70,000 tons, against 60,000 tons last year.

Raw—Keeping in mind our report of last week the notable event of the present week is the success of holders of sugars in obtaining $\frac{1}{4}$ c. per lb. advance between sales of centrifugals. They were sold on 2nd instant at $4\frac{1}{4}$ c. for 96° polarisation, and the next sales were made on the 13th at $4\frac{1}{2}$ c. Muscovados also advanced $\frac{1}{8}$ c. per lb. (6d. per cwt.) between sales. This fact shows what different conditions prevail in the United States from any other country, and what course a decline will take from extreme high prices when the time comes for a retrograde movement. But such a movement appears now to be somewhat distant. Only a few cargoes of centrifugals were to be had in our local markets, but supplies are supposed to have been added to by purchases of some 20,000 tons in Cuba, and a considerable amount also in Demerara. Muscovados were secured to extent of some 12,000 tons locally and afloat, with further purchases made in Barbados and other West India Islands. European markets were left alone by our refiners, and hence did not receive the expected further stimulus of the American demand, and are consequently inclined to decline a little from the highest point touched for beet sugars, although cane sugars retain their highest quotations.

The financial conditions of the country have grown considerably worse during the week, and must not be ignored in the forecast of the future of the sugar market. While all buyers of refined product can plainly see the upward course of prices for a further period, yet the disposition is shown to let the

opportunity pass rather than assume unusual money obligations at this time. This conservatism is very healthy for the sugar trade, but will bring the business to a hand-to-mouth basis soon, and will not stimulate consumption.

Refined—Following the advance of $\frac{1}{4}$ c. paid for raws, an advance of 1-16c. has been made in refined. Further advances may be looked for, but perhaps not immediately. No reaction is possible, under present conditions of the raw sugar markets of the world. It is advisable to carry as much stock in refined as is practicable, as it is quite possible somebody may have to go without all the sugar required before the present campaign is ended.

SYRUPS AND MOLASSES.

Syrups continue dull. Low grades are pretty well cleaned up; $2\frac{1}{4}$ c. up is the idea. Molasses are also without improvement; 32 to 40c. is the idea for Porto Rico and New Orleans molasses.

NUTS.

Just the usual quiet trade doing at unchanged prices. We quote: Brazil nuts 11 to $11\frac{1}{2}$ c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c. for roasted and 11 to $12\frac{1}{2}$ c. for green; cocoa nuts, \$5 to \$5.50 per sack.

TEAS.

There is a little of a sorting-up character being done, but there is no buying of any consequence; in fact, generally speaking, the tea market is dull. New Japans have met with a fair reception at prices ranging from 30 to 35c. for first pickings, but orders have been small. They are coming in more freely and prices are showing a little easing off in consequence. Ceylons continue to show good value. We quote Japans (1892 3)—Low grade and common, 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 32 to 35c. for fine. Blacks—Low grades congous, $14\frac{1}{2}$ to $16\frac{1}{2}$ c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

Mail advices received here this week from London, Eng., state that the market there has remained in a dropping condition throughout the past month and that all grades of common and medium teas are distinctly lower. "It will be noticed that the deliveries for the past season show a falling off of 7,000,000 pounds, and this we think is to be accounted for principally by the depressed state of trade. Imports of the month for London are 7,746,000 pounds against 6,887,000 for the same time last year. Deliveries for London are 20,594,000 pounds against 20,889,000 pounds last year. The stock in London May 31 was 64,404,000 pounds against 68,241,000 pounds last year."

BUTTER AND CHEESE.

Butter is better property this week. Receipts have been only fair on account of the warmer weather, demand good and prices

(Continued on page 20.)

Egyptian Onions
Bermuda Onions
NEW CABBAGE
CLEMES BROS.

Phone. 1768

TORONTO



KENT Pickles . .

Are honestly put up from the best materials procurable. They will benefit your trade, as, where once introduced they will be asked for again.

PACKED ONLY IN

20 oz. Bottles
and 5 gal. Pails.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

CANNED Lobsters

Direct from Packers—1893 Pack.
Wholesale houses only, supplied.

L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manu-
facturers,
TORONTO.

CALL FOR

Lakeport PRESERVING CO'S Canned Goods

And get the best goods on the market. They have no equal for excellence in Flavor and Pack.

PACKING HOUSES:
LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.

Can be obtained at
all Leading Whole-
sale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

Keep your

EYE



on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.

MARKETS—Continued.

higher. Packing is going on and there is some inclination to hold. There are very few dairy-packed tubs coming forward, most of it being store packed, although in quality sweet and good. The idea for good tubs is 14 to 15c. A few large rolls are coming in and they sell at 13½ to 14c. Farmers' pound prints are stiffening up a little and 15 to 16c. is now the idea for them. There is a good deal of creamery butter to be had, but demand is limited. Creamery tubs are quoted at 20 to 21c. and pound prints at 22 to 23c.

There is a rather better feeling in the cheese market. A fair local trade is being done at 10 to 10½c., and lots can be bought from the factories at about 9c.

COUNTRY PRODUCE.

BEANS—Much as before, with prices steady. Jobbers still paying \$1.30 to \$1.35 and selling at \$1.40 to \$1.50.

DRIED APPLES—There has been some enquiries for carlots during the last few days. Locally there is no demand. Jobbers are taking a few at 4c. and selling at 4½ to 4¾c., the outside figure being for barrels.

EVAPORATED APPLES—A little more is being done in this line. Jobbers are selling at 8¾ to 9c. and paying from 7½ to 8c.

EGGS—Market steady. All eggs have got to be candled, and buying is of a hand-to-mouth character. There is no accumulation of stock. We quote 11½ to 12c., the outside figure being for single case lots.

HONEY—Is about the slowest selling commodity there is on the market, and prices are easy at 7 to 8c. for extracted white and 5c. for dark.

POULTRY—There is nothing of any account coming forward yet. Spring chickens and ducks are wanted at 60 to 90c.

POTATOES—Good deal easier and slow of sale; 85 to 90c. is quoted for car lots on track and single bags sell at 95c. to \$1. Now that imported new stock is beginning to arrive holders are anxious to unload. New potatoes are selling at \$4.50 per barrel.

ONIONS—There is no change, Egyptians selling at \$2.50 to \$2.75 per bag and Bermudas at \$2.50 per crate.

HOPS—A few small lots are moving at 17 to 18c. for good. Yearlings are purely nominal.

HOGS AND PROVISIONS.

Dressed hogs are dull and easy at \$7.50. Demand is good from the retailers for smoked meats and prices are firm and unchanged.

BACON—Long clear, 10½ to 11c. Smoked backs 12½c., bellies, 13½ to 14c. rolls 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked.

LARD—Pure Canadian is 13c. in tubs, 13¾c. in pails and 12¾c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22.

SURPRISE SOAP

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.

Branches :

MONTREAL : 17 St. Nicholas St.

TORONTO : Wright & Copp, 40 Wellington St. East.

WINNIPEG : E. W. Ashley.

DRESSED MEATS—Beef fores are 4¼ to 5½c., hindquarters 6 to 8½c., veal 8 to 7½c., lamb 8½ to 9½c.

GREEN FRUIT.

Trade continues brisk in all lines, especially oranges and lemons. Oranges are stiffening rapidly in price and stocks are getting into smaller compass; 200's, 160's and bloods are practically out of the market. Lemons show an advance of 50c. per box and the tendency of prices is still upwards. All soft or early lemons are cleaned out. Bananas, which have been scarce during the last ten days, are not yet plentiful, and, and prices are firm and demand good. Strawberries are coming in more freely and prices are lower and fluctuate from day to day. Tomatoes are plentiful and easier. California green fruit, such as apricots, peaches, and cherries are arriving. Water melons are expected here in a few days. We quote : Oranges—Messinas, ½ boxes of 80's \$2.25 to \$2.50; ¼ boxes of 100's, \$2.50 to \$2.75; lemons, 4 to \$5; bananas, \$1.25 to \$2; pineapples, extras, 17c., No. 1 15c., No. 2 12½c., No. 3 10c.; apples, \$2.00 to \$2.50 for ordinary stock and \$3.00 to \$4.00 for choice to fancy; strawberries, 10 to 14c.; tomatoes \$1.75 to \$2.25 per crate; peas, \$1.50 to \$1.75 per basket; cucumbers, \$3 per basket, \$2.50 to \$2.75 per crate; beans, \$2.25 to \$2.50 per crate; cabbage, \$2.50 to \$4 per crate.

FISH.

Trade good with supplies ample, principally in white fish, trout and herring. There is not much of other varieties coming in.

(Continued on page 22.)

CANNED GOODS.

TORONTO.

A fair business is being done, but in no line is there anything approaching activity. There is a good movement in tomatoes in small lots for immediate wants, at from 85c. up, and prices are if anything a little steadier. A fair business is being done in peas, at from 85c. up. Stocks in this line are ample and some will likely have to be carried over. Corn continues to move well and prices are firm at from 85c. up. Demand for peaches is only moderate, but stocks are light and prices firm, at \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's. Apples are in better demand and scarcer, with prices firm at 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Plums are in fairly active demand and unchanged at \$1.45 to \$1.55. Stocks are also light in this line. Stocks of good salmon are getting bare and prices are firm. Demand is good at prices ranging from \$1.50 to \$1.55 for talls and \$1.70 to \$1.80 for flats. For the better brands of lobster the demand continues good and prices firm at \$1.90 to \$2.10 for talls and \$2.50 to \$2.70 for flats. In sardines there is just the usual seasonable trade doing. Meats are meeting with a fair demand at unchanged prices.

ST. JOHN, N.B.

Excepting in peas the canned goods market is well supplied and the trade seem united about one thing, which is that there should be more money in circulation.

SYMINGTON'S

COFFEE
ESSENCES

... UNEQUALLED ...

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

... TORONTO ...

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

RETAIL GROCERS

WILL FIND IT . . .
TO THEIR INTEREST

⊗ TO BUY

BRANTFORD STARCHES

The Purest and Best in the Market.

British America Starch Co., Ltd.,

BRANTFORD, ONTARIO.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

WOODEN WARE,
WILLOW WARE,
BROOMS, BRUSHES,
PAPER AND TWINE,
GROCERS' SUNDRIES,
ETC., ETC.

WALTER WOODS & CO.

Manufacturers, Importers,

AND . . .

Wholesale Dealers . . .

74, 76, 78
McNAB ST. Hamilton, Ont.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

—PACKERS OF THE—

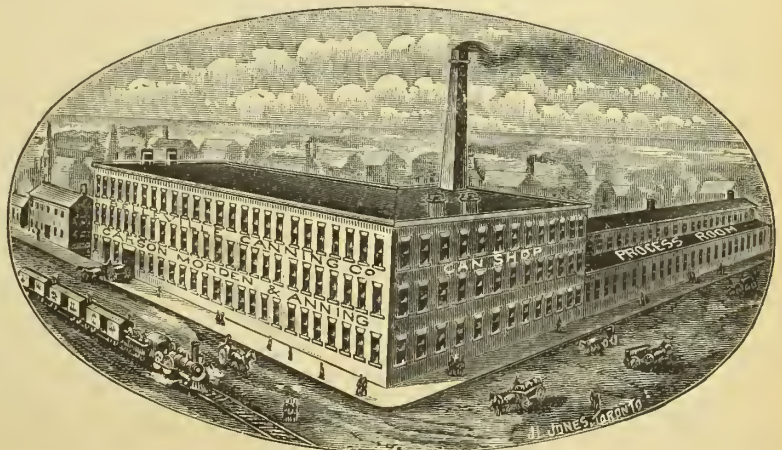
"Queen Brand"

Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued

Bass is beginning to come in, and we quote them at 10 to 12c. a pound. Hallibut and ciscoes are out of the market. Eels are quoted at 2c. a pound cheaper. We quote:—Fresh sea salmon, 15c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; perch, \$2 to \$3 per 100 as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; shad, \$3 a dozen; salmon trout and white fish, 7 to 7½c.; eels, 6 to 8c. a lb.

HIDES, SKINS, TALLOW, WOOL.

HIDES—Not much doing. The financial troubles in the United States are effecting hides and prices are weak and lower. Jobbers are paying 4½c. for good buff selects and asking 5c., but there are little or no transactions.

SKINS—Calfskins are lower by 1c. a lb., 7c. being quoted for No. 1 and 5c. for No. 2. There is a demand for good stock, of which there is a scarcity. Lamb skins are quoted at 35c. and pelts at 20c., while wool skins are nominal at \$1.25 to \$1.50.

TALLOW—Not much doing and prices are somewhat lower, jobbers paying 5c. and selling at 5½ to 5¾c.

WOOL—Lower. Dealers are paying 17c. for new washed fleece wool, 18 to 19c. for fine, and pure Southdown 20 to 21c., rejections ½c. off. The mills are still well employed.

PETROLEUM.

Trade continues much about the same at unchanged prices. We quote as follows:—Canada refined oil, 13 to 13½c.; carbon safety, 17½ to 18c.; Canada water white, 19c.; American water white, 21 to 22c.; photogene, 25c.

MARKET NOTES.

Eby, Blain & Co. report that Elephant Chop Japan tea is meeting with a good sale.

Davidson & Hay will again have control of the "Red Star" brand of canned salmon on this market.

H. P. Eckardt & Co. are offering fine quality Valencias at 33-4c. See their advertisement on another page.

Sloan & Crowther are in receipt of another shipment of Morton's fresh herrings.

W. H. Gillard & Company, of Hamilton, are meeting with an immense sale of their standard lines of black teas, and many repeat orders show that satisfaction is being given.

Merchants will study their best interests by dropping a postal card to W. H. Gillard & Co., of Hamilton, asking for particulars with reference to their standard lines of black teas.

C. Alfred Chouillou, Montreal, has just received a consignment of imported macaroni and vermicelli of the brand Terget, which he reports is selling quickly. The present is a good opportunity to buy these goods at low prices.

Davidson & Hay have been appointed wholesale agents for Toronto of the Patented Counter Tea Mixer. The mixer is

worthy of all the good things that have been said about it, and retailers should call at Davidson & Hay's and see it for themselves.

P. L. Mason & Co. have cable advices from London to the effect that the Valencia raisin crop is about the same as last year, while that of Sultana raisins is less than in 1892, possibly one-fourth. Elemen figs are expected to turn out much about the same as a year ago.

G. W. Prittie, grocer, Yonge street and Davenport road, has assigned to W. A. Campbell. His liabilities and assets are estimated equal at \$2,500. Mr. Prittie has been in business three or four years, and until recently his credit has been good.

C. E. Colson, special agent in Canada for Cross & Blackwell, reports largely increased sales of the goods of this firm. This is in spite of an enormous duty, in many instances over 100 per cent. on the cost of the goods in England, and increased competition from other makers.

The copy for a change of Lucas, Steele & Bristol's "ad." was received too late for this issue. In it they advise the trade that they keep the best goods and are quoting low prices for lime juice, lime juice cordial, potted meats, canned meats and fish, keg sardines, condensed milk, condensed coffee and cream, fancy canned goods, and all such seasonable articles.

On the result of the last quarterly sale of cinamon, the London Grocer reports as follows: "The movements of cinamon at this port are clearly behind those in 1892, as both the landings and deliveries during the past twenty-one weeks have been from about eight hundred to fourteen hundred bales short of those in the same period last year, and the stock remaining on hand on the 27th ult. was 860 bales lighter than at the end of May, 1892. Sales privately for some time past have been exceedingly limited, and at the periodical auctions held on Monday the 29th ult., the demand was not only slack but poor. This was particularly noticeable where the finer qualities were concerned, as, out of a total of 1,170 bales Ceylon put forward, the portions of fine quality realized were at a decline of 1-2d. to 1d. per pound from the rates established in February last, whilst the medium grades went somewhat unevenly, and the common kinds were taken at full rates."

MONTREAL MARKETS.

MONTREAL, June 22, 1893.
GROCERIES.

The week has not produced anything strikingly new in groceries, the main feature being the continued strength of sugar, values of which have advanced another fraction since the time of our last writing, and are

(Continued on page 24)

FLOUR AND FEED.

TORONTO.

Dullness is still the predominating feature of the flour market. There have been some sales of straight roller at \$3.15, middle freights, but it could be bought at less than that to-day.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$4.05 to \$4.25; Manitoba strong bakers', \$3.80 to \$3.90; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.10 to \$4.30. Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$11.50 to \$12.00, shorts (ton lots) \$15, ditto (on track) \$12.50 to \$13; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 38c. on track.

HAY—Baled timothy quiet and unchanged. We quote \$10 to \$10.50. There have been sales for export equal to these prices.

STRAW—Demand poor and prices unchanged at \$5.50 to \$6.

MONTREAL.

The flour market is dull, straight rollers having been offered this week at \$3.22½ July delivery, with no bids. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.20 to \$4.30; straight rollers, \$3.30 to \$3.35; extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brands \$3.90.

ST. JOHN, N.B.

The market is dull and prices steady. Manitoba, \$4.95 to \$5.05; Ontario high grade, \$4.15 to \$4.25; medium patents, \$3.90 to \$4.10.

Oatmeal—Market firm and stocks light. Prices are \$4.40 to \$4.50, which is less than can be landed at. Meal, prices steady, fair demand at \$2.70 to \$2.75. Oats higher, 48 to 50c. Feed, bags included, \$22.

BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

SMART GROCERY BUSINESS FOR SALE IN Carleton Place. Corner store, close to post office; best location in town. Railroad trade, no long accounts. The right man can make money. Present owner retiring from business. Will either sell or rent store. Eli Hutchings, Carleton Place. 27

AN OPPORTUNITY—A FIRST-CLASS GROCERY business for sale in the city of Toronto. Last year's business \$30,000; ill health only cause for parting with it; finest stand and premises; to rent, good house over store; all heated with hot water system; advertiser owns property and will sell only to first-class live man; money required, between four and five thousand; closest scrutiny desired. Address A. B. C., care John I. Davidson, Esq., 36 Yonge St., Toronto.

The Western Milling Company (Limited.)

REGINA, ASSA.

Manufacturers of all kinds of
High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and
other kinds of feed.

We would solicit the patronage of the
Millers' of the Eastern Provinces, wanting
Manitoba Hard Wheat. All orders en-
trusted to us will be carefully and promptly
filled.

Correspondence Solicited.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

Embro Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices
of Oatmeal or Oathulls in carloads or less quan-
tities, write or wire, and will reply promptly
Can ship via Canadian Pacific or Grand Trunk
Railways.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE
CONFECTION in the market, try BALALICO-
RICE. We are Headquarters for Fine Choco-
lates, Creams, Swiss Fruits and One Cent Goods,
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to
those suffering from Colds, Hoarseness,
Sore Throat, etc., and are invaluable to
Orators and Vocalists. R. & T. W
stamped on each drop. Try them.

LAWSON BROS. Manufacturers

Rolled Oats, Rolled Wheat, Flake Peas,
Flake Hominy, Flake Barley, Wheatlets,
Etc. Put up in bulk, boxes, barrels, and
packages.

The Best Goods in the Dominion.

259 and 261 King St. W., Toronto, Ont.

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver,
Nickel Steel, and Household Utensils
generally.

Has no equal in the market.

L. E. LAWSON,

261 King St. West - - TORONTO, ONT.

Robinson's patent Barley

For sale by all Druggists and Grocers, and wholesale of the Agents—FRANK MAGOR & CO
16 ST. JOHN ST., MONTREAL. Write for Samples and Quotations.



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH TO BUILD,
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.



WE MAKE THE
FINEST TEA CADDIES IN CANADA

Spice, Baking Powder, Tobacco Tins and
TIN SIGNS, Lithographed or Japanned.

In 3 and 5 lb. Lithographed Tea Caddies we can make an
original design for each customer.

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto Montreal. Winnipeg.

MONTREAL Markets Continued.

firm at the advance. Refiners will not book largely ahead either, and the market is a quiet one on the whole. In other lines there is not much change to note on spot. Prospects for tea are said not to be so bright on account of the stock of old and common Japan grades offering. Coffee is firm and syrups and molasses are unchanged. Business generally is on the quiet side, but the expectations seems to be for a good seasonable demand this summer and fall. Payments are not especially good.

SUGAR.

The market for refined sugar is very firm with a strong tendency, sales of granulated in round lots being reported at $5\frac{1}{2}$ c., which is $3\frac{1}{2}$ c. better than last week's figures. Yellows have also moved up an $\frac{1}{2}$ c. with business at $4\frac{1}{2}$ to $5\frac{1}{2}$ c. as to grade. Refiners offer very sparingly at the advance. New York is very strong on raw, Centrifugals having been placed at $4\frac{1}{2}$ c. and Muscovado at $3\frac{3}{4}$ c.

SYRUPS AND MOLASSES.

There is very little to be said regarding syrups, which are quiet but steady; Canadian at 2 to $2\frac{1}{2}$ c. per lb. in the wood, one small lot of very fine being placed at $2\frac{1}{4}$ c. American syrup is steady at 18 to $20\frac{1}{2}$ c. per gallon.

Molasses is moving out fairly well in a jobbing way at unchanged prices, dealers outside the combine still selling at 30 to 31c. for round lots, but the combine price to the trade is 33 to 34c. for smaller quantities.

TEA.

New Japan tea will soon be on the market in good quantities, the Empress of India having arrived at Vancouver with 2,000 packages, most of which is for Montreal. It is claimed in this connection that new Japans on spot, ex the first boat, have been offered at 23c. In old stock some common grades have been pushed off at low prices recently, presumably in anticipation of the large crop to come forward. We noted sales during the week at $12\frac{1}{2}$ c.

COFFEES AND SPICES.

The coffee market is firm, and as supplies are light holders are offering somewhat sparingly. Moracaibo is held firmly, with sales of 50 bag lots at $21\frac{1}{2}$ c., and we quote $20\frac{1}{2}$ to 22c. as to quantity. We quote: Jamaica, 19 to 20c.; Maracaibo, $20\frac{1}{2}$ to 22c.; Rio, 19 to 21c.; Java, 24 to 28c.; and Mocha, 25 to 28c.

In spices business has been quiet and the tone firm. Common Jamaica ginger has been moved at 16 to 18c. and finer grades 20 to 24c. Black pepper is 8 to 9c., Pimento is steady at $6\frac{1}{2}$ c., and nutmeg firm at 50 to $52\frac{1}{2}$ c. for wholesale business. Jobbing prices are higher.

RICE.

There has been a good steady movement in rice at unchanged prices. We quote: Ordinary \$3.85 to \$4, Japans \$4 to \$4.50, and Patnas and Carolinas \$4.50 to \$5.50.

DRIED FRUIT.

There has been a moderate business doing in dried fruit during the week, off stalk Valencia raisins in round lots selling at $3\frac{1}{4}$ to 4c. for good common stock. Layers are firm and in light supply at $6\frac{1}{4}$ to $6\frac{1}{2}$ c. Currants are dull and easy in tone at 5 to 6c. as to quality.

GREEN FRUIT.

Oranges have been in fair request, good well selected stock meeting a good sale. We

quote \$1.75 to \$2 for half boxes and boxes \$2.75 to \$3.75. Lemons are steady, the hot weather having kept up the call noted last week. We quote \$2.25 to \$3.75 for good sound fruit.

Pineapples move quietly at 7 to 15c. as to size and quality.

Banana stocks have been somewhat reduced during the week, a fair demand being experienced at 60c. to \$2.

APPLES.

There has been a fair demand for apples which are quoted from \$2 to \$3.25 per bbl. according to quality.

BEANS.

The market is steady with a moderate business. Western hand picked are quoted at \$1.60 to \$1.65 and \$1.25 to \$1.50 for ordinary and inferior \$1 to \$1.10.

HONEY.

The market rules quiet. Extracted has sold at 6 to 8c. and comb stock 9 to 13c. as to quality, the latter price for white clover. Expectations are for a good crop in Quebec, and the reports are the same way from Ontario.

HOPS.

The hop market is dull. Brewers claim to have all the hops they require, and are not taking any. Good to choice rule at 17 to $18\frac{1}{2}$ c., and poorer qualities 14 to 16c.; old hops, 6 to 10c.

PROVISIONS.

The demand for pork rules slow and prices hold steady. Smoked meats are in better enquiry, and there is a fair movement in lard in a jobbing way, but the market is very dull on the whole. We note sales of Canada short cut at \$21, with no bid. We quote: Canadian short cut, per brl., \$21 to \$22; mess pork, Western, new, per brl., \$22.50 to \$23; hams, city cured, per lb. $12\frac{1}{2}$ to $13\frac{1}{4}$ c.; lard, Canadian, in pails, 12 to $12\frac{1}{2}$ c.; bacon, per lb., $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; lard, common refined, per lb., 10 to $10\frac{1}{2}$ c.

EGGS.

The receipts of eggs continue heavy, but the demand is sufficiently good to maintain prices, and 11 to 12c. is still the range.

CHEESE AND BUTTER.

The cheese market rules steady, and although private cables give rather too close limits to be workable there is sufficient trade doing to demonstrate the fact that it is a 9 to $9\frac{1}{4}$ c. market for Western Ontario or Brockville cheese. The recent purchases at the latter market are coming in and the quality seems to be fair on the whole, and we understand that most of the goods are already wanted for shipment, and are, therefore, not on the market. In fact, from recent purchases it is evident, as we pointed out last week, that some June cheese is wanted, whatever the reason, and the fact has stiffened up the market here for the time being. Whether it will remain where it is is hard to say, but in the natural course of events it should work off again after these purchases have been shipped, and private cables are certainly below present prices in the case of deals for future shipment. In fact they are about an $\frac{1}{8}$ to $\frac{1}{4}$ of a cent lower than our prices. Finest colored, $9\frac{1}{4}$ to $9\frac{3}{8}$ c.; finest white, 9 to $9\frac{1}{2}$ c.; under grades, $8\frac{3}{8}$ to $9\frac{1}{2}$ c.; cables, 47s 6d.

Butter remains much the same. There is demand on export account, but holders in the majority of cases ask extreme figures. We understand that there were sales of creamery Tuesday at $18\frac{3}{4}$ c., but it could hardly have been June goods. For Western dairy holders' ideas in the country are a little too high for exporters and the present trade. Town-

ships is offered at 16 to 17c., but the quality does not tempt shippers yet. In a jobbing way business is of a steady character. Creamery $18\frac{1}{2}$ to 19c., Townships 16 to 17c., Western dairy 14 to 16c.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., June 22, 1893.

Excepting the advance in sugars Monday there is nothing new to report in groceries. Breadstuffs are dull and unchanged. Provisions show a better enquiry.

Sugars.—Prices have advanced about 1-4c. since last week, and, while some dealers are happy, others, not stocked, look disgusted, and comfort themselves thinking prices may not hold. Prices today are: granulated 5 1-2 to 5 5-8c., extra C. 4 1-2 to 4 3-4c., yellows 4 1-4 to 4 1-2c.

Molasses.—Very little moving, and should be some easier, though quotations given are unchanged. Barbadoes 32 to 33c.; Antigua, 30 to 31c.

Rice.—Some fair quality was offered very low, but have not heard of any sales. We quote 3 1-4 to 3 5-8c., as to quality.

Dried Fruit.—Nothing new to report; prices hold steady, with fair demand in all lines.

Butter.—The market seems well supplied, and prices are some lower: 16 to 19c. is the idea.

Cheese.—There has been a good demand for new stock, and while the old is offered at 1c. or more less, the preference is given to new. Prices are 10 1-2 to 11c. Some look for quite a drop the next few weeks.

Eggs.—Moderate supply and steady demand. Prices unchanged at 9 1-2 to 10 1-2c.

Potatoes.—Prices easier at \$1.25 to \$1.50.

Onions.—New Bermudas are quoted at \$1.30 to \$1.40 per crate. Egyptian in bags at 2 1-2c. per lb.

Fish.—Market is almost bare in some lines. Large cod are quoted at \$4.75 to \$4.90 per cwt.; medium cod, \$3.65 to \$3.75 per cwt.; pollock, \$1.90 to \$2 per cwt. Smoked herring scarce and prices higher at 9 to 11c.

A BRITISH COLUMBIA GROCERY.

All the well-appointed grocery stores in the country are not confined to the eastern portions of the Dominion. A photo to hand of Dixie H. Ross & Co.'s store at Victoria, B.C., demonstrates this. When the photographer took the snap shot at the interior of the store a lady customer was being waited upon by one of the clerks, and other clerks were apparently in the act of filling orders, while the head of firm or manager was quietly looking on. The thing that strikes one on looking at the photo is the extent and variety of the stock, particularly canned goods and fancy groceries, and the taste displayed in the general arrangement of the store. Everything about the place, even to the tidy and gentlemanly clerks, possesses an attractive and inviting air. Dixie H. Ross & Co. are to be congratulated.

If you are open to purchase

Job Lots

Call and see us. Great inducements offered to clear out remnants.

New Goods Opening Daily

JAMES A. SKINNER & CO.

Importers of Crockery, China, Glassware, Lamp Goods, Etc.

54 and 56 Wellington Street West. **TORONTO**

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

SPECIAL
QUOTATIONS
SUGARS

CARLOAD
LOTS . .

WARREN BROS. & BOOMER,

35 and 37 Front St. East, **TORONTO**

First Arrival.

New Season's Japan Tea, 1893-4

NOW IN STORE.

Style and Quality Superb.



May 29th, 1893.

**Smith and
Keighley**

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON
SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND Corner of the Savoy Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Shaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength and Rich Flavor

have made them the

STANDARD GOODS OF AMERICA.

The most attractive line in the market.

Send for our Illustrated Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

TORONTO.

JUST TO HAND

Large Consignment of

West India Molasses

:: ALSO ::

Ceylon and India Teas

EXTRA VALUE.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

MOLASSES IN MONTREAL.

Early in the spring THE GROCER referred to the fact that molasses was assuming an interesting aspect in Montreal. In April some low offers for future delivery were made freely, and quite as freely taken, the expectation then being that there would be lots of molasses. These offers were low, and it is a generally admitted fact that some of the earlier contracts were filled either at a loss or on so close a margin that there was little amusement in the transaction. Then news commenced to come from the Islands that the prospects were for a short supply, and, as the first cost at primary points commenced to mount upwards in an unmistakable manner, the tone of the market changed, Montreal importers and those elsewhere evincing a disposition to book orders. This strength was followed, as everyone knows, by the formation of a combine in Montreal, with the avowed object of doing away with the ruinous cutting tactics that has characterized the Montreal molasses market frequently this spring, perhaps more than any other time. All the bullish news from the Islands, coupled with the combine, put holders of molasses in a firm humor, and the general prophecy was for a firm market for the balance of the season, especially as there was the strong sugar market to be reckoned on as a sympathetic factor. Sellers in Montreal contracted for some heavy supplies, and talked up prices.

Of late, however, some doubts have arisen as to whether the high prices predicted will be reached. This does not infer that the market is weak, for such is not the case, but buyers who are disinclined to concede the outside prices asked point to the fact that the first cost at the Islands has receded from 14 to 12c. as an argument in favor of their view, and supplement it by pointing to the large supplies that are on the way to Montreal. There are, as far as known, thirteen cargoes in all destined for Montreal, running from 500 to 1,200 puncheons each. Several of them have already arrived at the big port, some 3,000 to 4,000 puncheons, and the fact has had its influence in softening up the market a bit. Besides, although the members of the combination dispute it, orders have been booked at 12c. first cost, and offers by outsiders at 30c. have had their effect with buyers. On the other hand, well-known members of the combine seem quite confident, showing no anxiety about their holdings.

The situation is interesting, but with the sugar market as strong as it is, no great decline is looked for, while the fact of ample receipts above referred to is expected to work against the imposition of any extreme prices by the combination.

LONDON
RETAIL GROCERS' ASSOCIATION.

The regular meeting of the above Association was held in Sherwood Hall on Tuesday evening, June 13, with the President, W. H. Ferguson, in the chair. Three applications for membership were received and on motion admitted. The question of changing time of meeting from evening till 3 o'clock in the afternoon was fully discussed. The decision was finally in favor of 3 o'clock on the first Wednesday of each month.

Shall we have a picnic this season? This question was disposed of by a unanimous vote in favor of holding a picnic in Queen's Park on Wednesday, July 26. The following were then appointed a committee to draft the various committees necessary for successfully operating the picnic:—T. A. Rowatt, Jas. Wilson, J. C. Trebilcock, and C. J. Wall. W. H. Ferguson and John Moule were appointed a committee to interview the different railway company agents regarding reduced fares from outside places, giving them an opportunity of visiting London and attending the picnic of the season.

The President requested the above committees, and all the members interested in the association and the success of the picnic to go to work as quickly as possible. The London Retail Grocers' picnics have always been a success. Let this excel the past if possible.

The meeting adjourned at 10 o'clock. The next regular meeting will be held on Wednesday, July 5, at 3 o'clock.

PERSONAL MENTION.

H. Malcolmson, a Chatham grocer, was on the street Monday.

J. W. McNabb, grocer, of Chepstone, was in Toronto this week replenishing his stock.

George Price, of the grocery firm of Price & Son, Goderich, has removed to the Soo, American side, where he has gone into the fruit business.

William Hay, merchant, of Kincardine, has been spending a few days with friends in Galt. Mr. Hay's friends in the busy manufacturing town are many.

P. Potvin, merchant, Byng Inlet, was in Toronto this week. He says business at the Inlet is good and prospects bright. They have, he says, been experiencing some hot weather up there.

Mr. J. F. Eby, of Eby, Blain & Co., is still confined to his bed owing to the injury sustained by his knee coming into contact with a telegraph pole while he was out riding a couple of weeks ago.

R. F. Bevan of W. C. Bevan & Co., Denia, Spain, was in Toronto this week, and under the guidance of J. Lockhart Watt, the local representative of the firm, made a tour of the warehouses. W. C. Bevan, the senior partner of the firm, was here last week in the interest of the Malaga house.

THEY SMELLED VERY BAD.

A joke was played on a well-known cigar traveller the other day by a customer, says the Kingston Whig. The traveller called and was praising his brand of cigars in a way common to himself when the customer invited him to take one. The traveller lit it and smoked. The smell was so strong and disagreeable he threw it away. He tried another with the same result, and six proved to be bad. He stopped trying the cigars and said he would complain to the firm about the inferior cigars being manufactured. The traveller left the city without knowing that the cigars he smoked had been loaded with teeth of rubber combs which had been used for years.

"Jock when ye hae naething else to do, ye may be aye sticking in a tree; it will be growing, Jock, when ye're sleeping."

"Your coffee possesses both a good and a bad quality."

"What do you mean by that, sir?"

"Good, because it contains no chicory; bad, because it contains no coffee."

A Berlin tradesman advertises: "Any person who can show me that my cocoa is injurious to health will receive ten boxes gratis."—Morning Star.

Drummer (taking out well filled cigar case)—"Pardon me, but have you a match?" Seedy Individual (suggestively)—"Yes, but I have no cigar." Drummer—"Then you won't need the match."

Merchant (about to engage a traveller): "I am told that you have been in gaol once; for what reason, may I ask?" Traveller: "Ah, yes;—it was for thrashing a person who would not give me an order." Merchant: "Your are engaged!"

A country couple newly married went to the city last month, and the groom called for some wine. When asked what kind, he replied: "We want that kind of wine where the corks busts out and the stuff begins to bile and keeps a-bilin till yer gets the worth of your money."

"What's your strawberries worth?" "Twenty cents a quart." "Let me have a quart," and she held out a regulation quart measure. "Just take the box, madam," said the obliging dealer, but she had the measure there for a purpose and when he had emptied two boxes into it she left with a pleasant smile, he cuffed his youthful assistant and kicked a friendly dog ten feet into the air and half way across the street.—Detroit Free Press.

The following item recently appeared in an English contemporary: "Reports have recently been current as to the probability that Mr. Coleman's name would be included in the list of the honors conferred at the time of the Queen's Birthday. We are authorized to state that Mr. Coleman received a short time since an intimation that Mr. Gladstone would submit his name to her Majesty in the list for a baronetcy should the proposal be agreeable to him. Mr. Coleman, however, replied that whilst thanking Mr. Gladstone for the kindness and courtesy of the proposal he preferred to remain without any title attached to his name."

A . . .
Few . . .
Reasons
Why . .

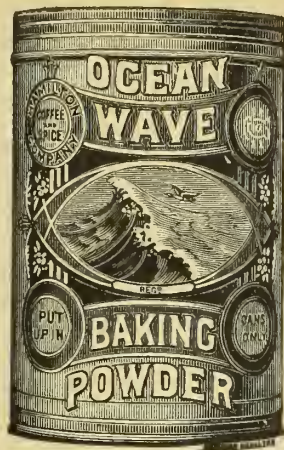


Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.



COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Henderson streets, Jersey City, where we have greater facilities for manufacturing to meet the increasing demand for our machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK

The Hungerford
Co.

LIGHTBOUND, RALSTON & CO.

Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST
COCOA IN THE WORLD.

SCHWEITZER'S COCOATINA



1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

JAMS AND MARMALADE.

The representative of a London newspaper recently visited a big jam factory, and he describes what he saw as follows :

The manufacture of jam is very interesting. It is curious to watch the positive shower of fruit stones which are thrown off by the enormous machines, and to note the progress of the boiling from the moment the tin pails full of sugar and the pulp are emptied into the steam-jacketed boilers, and the automatic spoon, like the screw of a steamship, commences to rotate, till after the boiling point is reached and the steam is shut off. This only takes about seven minutes ; but though the boiling-room may be an excellent place to make jam in, if you have any respect for your clothes and wish to avoid the hundreds of sticky trucks which are wheeled about as in a railway station gone mad, it is not a good place in which to make careful analytical and descriptive notes.

The making of marmalade is a much prettier operation. These makers import their own bitter oranges direct from Seville, and into their factory are brought enough bitter oranges to build an edifice as big as St. Paul's. Let us follow the course of an orange :

It ripened by the river banks,
Where, mask and moonlight aiding,
Don Blas and Juan play their pranks,
Dark donnas serenading.

It is unrolled from its paper capsule and carefully inspected to see that it is perfectly sound. It is then put into a box, which finds its way to another department, where the small black spot is removed. If perfectly clean, it is dropped into one basket; if dirty, into another, which goes to a new department to be washed. It then comes under the care of a girl whose sole occupation is to cut it in half and drop it in a basket, which is placed before a woman who sits in front of a little wooden cupboard, in which spins, at the rate of 1,500 revolutions a minute, a wooden rose. A large red arm is put out, the half orange is placed against the rose, and in a second the pulp and juice have disappeared, and nothing but a clean cap of peel remains in the operator's hand.

This is put in a basket with hundreds of others. They are folded in fours, so as to resemble a half-blown india-rubber ball, and thrust into a hopper in another machine, where sharp circular knives spin round, and cut them into innumerable rings, which drop into a drawer beneath. While this is going on the pulp and juice have been put into another machine which throws off the pips and pulp and sends the boiled juice into a large vat. The thin slit rings of peel are then steam-boiled in tubs and added with sugar to the syrup, which is wheeled off to the boiling-rooms, and in some seven minutes a ton and a half of marmalade is being emptied by strong arms and big cans into thousands of pots, tumblers, teapots, custard

glasses, butter-dishes, jelly-moulds, and some fifty other fancy forms in which the middle-class housekeeper likes to be served. These are fitted into trays, which are piled on lorries and sent by lift to the next floor, where they are finished—that is to say, have the little brandy-dipped heading put in the neck, the vegetable-parchment cover tied round the top, and the labels stuck on. When all this has been done by several hands, any spare marmalade which has been spilled is washed off the jars, and they are wrapped and sealed in covers and sent away across the bridge on trollies to be packed in the warehouses.—Tri-State Grocer.

BLACK BURMESE RICE.

A notice of this rice has lately appeared in the proceedings of the Agri-Horticultural Society of India, wherein it is mentioned that the black Burmese Jooma Choul is grown by Mughs in Chittagong and the hill tracts, in the Jhoons, or newly cleared jungle land. This paddy is sown in April and cut in October, and is more glutinous and nutritious than ordinary rice. This rice indeed is described as getting quite glutinous when cooked, and for this reason it is frequently steamed instead of being boiled in the ordinary manner. Besides being used as a food in the regular way, it is made into a sort of pudding flavored with scraped cocoane. The black rice is not procurable in any large quantities on the Araccan coast, but is more plentiful on the Martaban coast at Moulmein, Rangoon, etc., and is only used for sweetmeats. Professor Church, reporting to the Royal Gardens, Kew, on Burmese rice, states that the results amply confirm the opinion entertained of its high dietetic value, and that in flesh forming substance, in oil, and in mineral matter this black rice shows a marked superiority over all samples of other varieties hitherto examined.

The most noticeable peculiarity of this rice is its unusual richness in albuminoids and in oil. Some of the most highly esteemed of the Japanese glutinous rices have indeed been found to contain from 1 ½ to 2 per cent. of oil, instead of the .4 or .5 per cent. commonly present in Carolina rice, but then they are comparatively poor in albuminoids. In the sample now under discussion it was found that the coagulable albuminoids, as determined by the phenol method, amounted to 8.5 per cent.—a figure which compared favorably with the average—namely, 7.3 per cent., present in other Indian rices. And it must be remembered that a similar reduction (say .6 per cent.) must be made in the latter figure, in order that a fair comparison between the two percentages may be made. The number will then be—true albuminoids in 100 parts of black Burmese rice, 8.5 ; other Indian rices, 6.7. One of the results of this richness in albuminoids, according to Professor Church, is brought out on calculating the nutrient ratio of this Burmese rice,

which is much nearer that of a complete food than is the case with the common kinds of Indian rice. These latter are likewise poorer in phosphoric acid than the Burmese variety.—Queenslander.

RICE NOT UP TO AVERAGE.

Dan Talmage's Sons, trade statisticians of the rice crop, have sent out their bulletin on the present crop as follows : Acreage and promised outcome in North Carolina and Georgia considerably below that of last year. South Carolina up to average and in good condition. In Louisiana, along the Mississippi River and in other old parishes, some diminishment of acreage, but in the southwest the culture is being prosecuted on a larger scale than ever before. Reports from other States are unfavorable, except Texas. Total area planted in the United States, 261,000 acres ; estimated yield, 10,500,000 bushels.

CATCHY WINDOW DISPLAYS.

If you want to attract the attention of the passersby and at the same time introduce some special article, take that article and arrange it in the center of your window into some artistic design, with a background made up of the same. For example : If you have a certain brand of soap you would like to display build it up to represent a high wall. Make a derrick, and have a doll on top of this wall in the act of pulling up a bar of soap, which represents the stone. Display a placard to read

.....
: "BUILDING UP A REPUTATION." :
.....

If you wish at any time to make a special fruit display for your window or inside the store build a high pyramid from any old lumber Take wire netting and secure to this pyramid leaving sufficient space in between to show your fruit. You can then start by filling in so much space with apples, then oranges, and so on with fruits in season.

The ice cream season is here. Why not place a freezer in your window arranged on top of a pyramid of boxes, and the various articles used displayed on the boxes with cards calling attention to the same.

Special attention should be given to the show window for the nation's great holiday, and a distinctive Fourth of July window should be made up appropriate for the occasion. Your store front should be decorated with flags and bunting, and while some little expense may be attached to the getting up of the articles necessary to produce the desired effect, it is one of the best paying advertisements to the dealer, for the public appreciate the go-ahead merchant of the present day.—Harry Harman in National Grocer.

THOUGH HUNGRY

AS A



PETTIJOHN'S CALIFORNIA **Breakfast Food**

. . . . WILL SATISFY YOU.

Nourishing, Palatable, Delicate
It has no equal as a Breakfast Food.

It is particularly well adapted for Spring and Summer use. It is recommended by the leading medical experts as the most nourishing food ever offered to the public. It is far more delicate and wholesome than oat meal. Wheat is the natural food for man. Oat's is the natural food for horses and mules. Recommended by all who try it. Put up in two pound packages.

For Sale by Wholesale Grocers.

WRIGHT & COPP, Dominion Agents, **Toronto**

Will supply samples on application.

. . HEALTHFUL . .

DIGESTIBLE.NUTRITIOUS.**CHEESE.**ECONOMICAL.CONVENIENT.

— FOR —

The Cruise, The Camp, The Home,

Write us for particulars.

WRIGHT & COPP, Dominion Agents,
TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL.
U. S. A.

WRIGHT & COPP, Toronto

**Batty & Co.**

— 123 Finsbury Pavement, LONDON, ENG.

PicklesJamsSaucesMarmalade

. . . ETC. . . .



WRIGHT & COPP, Dominion Agents, **TORONTO**

EGYPTIAN ONIONS.

Probably no vegetable finding its consumptive outlet in this market is brought such a distance as the Egyptian onion. These onions are grown in very large quantities in Egypt, and have an unusually wide distribution. When in season they can be found in nearly all of the principal European markets, and in many of our markets. From Alexandria they find their way to Liverpool and thence to this market by the Liverpool steamers. The onion is very hardy and is most in demand at this period as when the Bermuda onions commence to get poor at the close of the season, many buyers turn to the Egyptian stock. Two years ago immense quantities were shipped here and the market became so overstocked that prices fell to \$1 per bag of 110 pounds. Last season arrivals were light, and this season scarcely any are arriving. European cables report the quantity now in transit at 7,200 bags, 4,600 of which will arrive here this week and 2,600 bags next week. The last important sales have been on a basis of \$2.25 per bag, which is 25c. more than was realized last week, and receivers are trying to establish a still further advance in view of the very small quantity expected within the next few weeks, together with common quality of other onions now in market, most of the Bermuda and New Orleans being poor. Advices from Alexandria report fairly large crops, and the scarcity here this season and last is attributed to the increased demand of European markets caused by a shortage of the onion crop in many foreign countries. Present indications point to light receipts throughout the season, which will probably have a favorable influence on the Southern potato onions which will soon be arriving freely from Maryland, Virginia, and other points South. There is a large acreage of potato onions all through the South, particularly along the Eastern shore of Maryland and Virginia, but reports state that the quality is below the standard this year; the weather seems to have been unfavorable and stock has rotted and is otherwise poor. The crop in this State will be very light this year as the season was so late that many growers were unable to plant their usual acreage, and large quantities rotted owing to the wet weather. A shipment of onions is on the way from Texas, and expected to reach here the last of the week. (The Texan onions will be somewhat of a novelty, as very few are received from there, but there should be a good outlet for such stock if they are of good quality. Present arrivals from Bermuda are very poor, many being worth little above cost of transportation, and New Orleans receipts are in even worse order than those from Bermuda. These are about

the only onions now in market and after deducting the poor stock it leaves the available supply of choice very small, but on the other hand trade is light, the consumption being far below what dealers claim it should be, and recent attempts to advance the market have not been very successful.—N. Y. Bulletin.

THE ELUSIVE MACKEREL.

If things keep on as they are going the once abundant and despised mackerel will soon exchange places with the trout as a gastronomic delicacy, says The Boston Journal. For four or five years the mackerel catch has been of insignificant proportions as contrasted with the older days, though fleets of clipper schooners, urged on by the high range of prices, have scoured the coast from Florida to Nova Scotia. The mackerel is an erratic fellow. In some years he will come in such overwhelming abundance that it hardly pays the fishermen to catch him. Then for some mysterious reason he will disappear altogether or visit our waters only at long or uncertain intervals. In such a case of course the price of mackerel soars up to amazing altitudes. A down-east paper illustrates these sharp fluctuations very neatly by the statement that while four or five years ago five barrels of mackerel would willingly have been given for one barrel of flour, to-day one barrel of mackerel will buy four barrels of flour. Under these conditions mackerel seining has something of the excitement of gold or diamond digging. A good catch of No. 1s in prime shape for the market may mean a small fortune for the skipper and crew, besides a fat dividend for owners. The hunt for mackerel, therefore, is a welcome relief from the dull drudgery of fishing for cod and haddock. Everything hangs upon the judgment of the masters. Some schooner captains have a well-established reputation as mackerel-killers. They seem to know the localities in the trackless sea where their prey may be found even in seasons of great scarcity, and they will "stock" in an amount of money sufficient to duplicate the schooner they sail in and her own equipment, while other vessels will not earn enough to cover the cost of their outfit and provisions.

THE DEPRESSION IN WHEAT.

The Cincinnati Price Current, remarking that prices of wheat have fallen to a level without precedent since American wheat markets have had any important relation to those of foreign countries, discovers as some of the inducing causes, miscalculations of official reports, concerning the extent of production in this country. Speculation hindering the outgo of the surplus the last six months with the culminating influence of the monetary situation affecting all carry-

ing wheat, whether in warehouse or in the interior. Concerning the future it asks:

"On what basis can calculations as to the future of values be reasonably considered?", and proceeds, "It is plain enough that the winter wheat crop in this country is to be materially deficient—falling possibly 50,000,000 below the average for the past five years, for which period official figures point to 323,000,000 as the average, while it is doubtful if the production this season will exceed 270,000,000. This is not an estimate, not a prediction. The possibilities may be regarded as higher—but not the probabilities, in the light of acceptable evidence. The spring crop is surrounded with more of uncertainty. The start is fairly favorable, and the possibilities may be accepted as approximating the average indicated for the past five years, which official figures show to have been 163,000,000. It is not reasonable to count on a greater production than this, of spring wheat, nor an excess over say about 435,000,000 for the entire crop. This, it should be understood, is not an estimate, but may with propriety be considered as the reasonable basis on which to make calculations as to the future. With the surplus to be carried over the position in this view, will be practically equivalent to an incoming crop of about 5,000,000 bushels without available surplus from the preceding crop.

"This is the fair position to take as to the outlook on wheat supplies in this country for the incoming year. The domestic requirements may be reckoned as 370,000,000 bushels. The exportable surplus 130,000,000, if the minimum production be realized. The exportation for the year now closing will be about 185,000,000 bushels; the preceding year it was 225,000,000 and much smaller previously; for the past five years an annual average of 143,000,000.

"In Europe, the outlook is for an under-average production of wheat this season, so that the chances are that if the production in this country should not essentially exceed the quantity herein suggested, the surplus for the year will in time all be wanted by foreign markets. But no urgency of demand is likely to arise in the early part of the crop year, and only problematically later. Investors, however, will not wait for an urgent demand. They will see the almost certainty of a fair recovery from the abnormal depression now existing, and this will not only check the downward tendency, but help in restoring confidence.

"There is nothing of the staple products of the earth so cheap as wheat to-day. Compare it with gold, with cotton, with animal products, with the market price of labor, and the relative position of wheat is found to be abnormally low. It is the creature of a combination of adverse circumstances and conditions, affected by influences which have measurably spared other products of industry, and the price of labor. A readjustment must be expected."

..MOLASSES..

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application. . .

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Cable Address,

"Taussig, New York."

Atlantic Sugar House, BROOKLYN.

CANADIAN AGENTS:

R. S. McINDOE,
Toronto.

JAS. SIMPSON & SON,
Hamilton.

L. H. DOBBIN,
Montreal.

J. WINFIELD,
Quebec.

M. F. EAGAR,
Halifax.

CHRIST^Y JAMES & CO., LONDON,
ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

In order to introduce the Imperial pint bottles of PICKLES put up by this celebrated firm.

I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

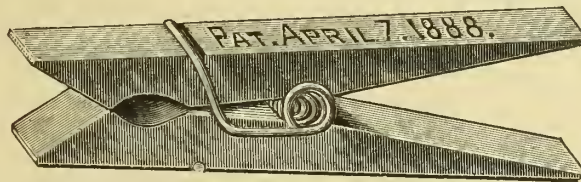
A jobber wanted in each city in the Dominion to handle these goods.

M. F. EAGAR, General Agent, HALIFAX, N. S.

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:-

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.



Dominion Clothes Pin

They are the Best.
Send for Prices in Case Lots.

C. C. BROWN,
DANVILLE, QUE.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

**Compagnie
Francaise**

Purveyors by Special Appointment to
H. R. H. the Princess of Wales.

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

PURE COCOA POWDER,
½-lb. and 1-lb. Tins.

CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

STERLING SOAP : : :

THERE is no end to the good things grocers and consumers are saying about our STERLING SOAP. If quality is considered worth anything, STERLING is the cheapest SOAP because it is the BEST.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. F. Schwaller, liquors, Thorald, has assigned to Thos. F. Pattison.

M. P. McCuaig, general merchant, Dalhousie Station, Que., has assigned.

A. Reed & Son, butchers, milk dealers, Toronto, has assigned to J. B. Boustead.

Demand of assignment has been made on Charles Levesque, general merchant, Levis, Que.

The assignees of Herman Schaffner & Co. report there will be an excess of liabilities over assets of \$37,192.

The estate of Daniel McLean, general merchant, Orangedale, N. S., has been re-conveyed to him by the assignee.

D. J. Morse, boots and shoes, Bear River, N. S., has assigned. T. McNeil in the same line of business at Great Village, N. S., has done the same thing.

A demand of assignment has been made on Richard Lamb, trader, Montreal. A like demand has been made on J. N. Masse, general merchant, Vandreuil Station, Que.

The proprietor of the drug store attached to the Rossin House, Toronto, is in financial difficulty. Lyman Bros. & Co. and Elliot & Co. are the principal creditors. The affairs of the estate are left in the hands of the Lyman firm.

PARTNERSHIPS FORMED AND DISSOLVED.

Dame D. Breard, wife of A. Soulard, has been registered proprietress of the firm of A. Soulard & Co., grocers, etc., Quebec.

Wilfrid and Alfred Corbeil have registered as partners to carry on the business of hotel-keepers, under the firm name of Corbeil & Frere, Montreal.

Rutchiera Hebert, Montreal, wife separate as to property of Camille Nonine, has registered that she will carry on business as public trader under her name.

E. J. Estey and Rich. H. Peardon have registered as partners to carry on business as general merchants at Eastman, Que., under the style of E. J. Estey & Co.

G. N. Holmes and A. F. Holmes have been registered partners to carry on business as general merchants at Mansonville, Que., under the style of G. N. Holmes & Co.

Mary Dewitt, wife of T. H. Mallette, and Joseph I. Mallette have formed a partnership to carry on business as grocers at Montreal under the firm name of T. H. Mallette & Co.

A co-partnership has been registered by Laura M. and Ellen Routledge to do business at Lorway Pines and Bridgeport, as general merchants, under the firm name of Routledge & Co.

CHANGES.

H. B. Spong, grocer, Barrie, has sold out to A. J. Carson.

M. Taylor, hotel, Tara, has been succeeded by A. Chebbet.

D. N. Coffin, grocer, Kentville, N.S., has removed to Sydney.



Ask your
Wholesaler

For one or send for
circular.

ADAMS & SONS' CO., 11 and 13 Jarvis St.
Toronto, Ont.

John S. Elliott, hotel, Toronto, has sold out to W. W. Robinson.

N. D. Galbraith, grocer, Hamilton, has sold out to Marshall S. Bradt.

N. McFarlane, boots and shoes, Winnipeg, has sold out to J. Lamonte.

M. G. Bowman, hotel, St. Jacobs, Ont., has been succeeded by Louis Hallinger.

Otto Wolf, Royal hotel, Nanaimo, B.C., has been succeeded by Wolf & Cuffalo.

S. Spittiguewn, hotel, Vancouver, B.C., has been succeeded by McLean & Murray.

W. M. Berry, grocer, etc., Port Stanley, has been succeeded in his grocery business by C. F. Weir.

J. M. Menarey, general merchant, Cartwright, Man., has sold out hardware branch to Phillips & Coade.

N. J. Read, victualler, Halifax and Dartmouth, has sold out his business at the latter place to C. E. Peverill, and that in the former to Mr. Parker.

DEATHS.

Thomas Gooley, grocer, Halifax, is dead. James A. Anderson, flour and feed, Hastings, is dead.

Thomas Miller, hotelkeeper, Nanaimo, B.C., is dead.

Alexander Hamilton, druggist, Hamilton, is dead. The deceased was born in Kilmarnock, Scotland, in 1815, and came to this country when he was 20 years old. He was in business in Hamilton for a number of years, and was greatly respected.

FIRES.

Dudgeon & Bryce, hotel, Victoria, B.C., has been burned out.

Cap. James Burke, general merchant, P.E.I., has been burned out.

The grocery stock of Mrs. Dobers, 294 Christie street, Toronto, was damaged to the extent of several hundred dollars by fire the other night.

The Pedlar block, Oshawa, was destroyed by fire Tuesday morning. The block was occupied by S. H. Cochran, butcher; Mrs. Brindcombe, millinery; Mrs. Cotter, grocer; McNally, barber. Mrs. Cotter's loss consists of household effects and store stock, partly covered by insurance. All the other parties were insured to a more or less extent.

A destructive fire visited Cardinal Monday morning, five buildings being burned. The principal losers are: John Birks, drug store and stock of drugs owned by A. Dowsley & Co., building only covered by insurance; W.

A. Casselman's grocery store; W. Crowder's meat market; C. H. Thompson, dry goods, stock and household effects.

The boot and shoe factory of Thompson & Co., Montreal, was damaged to the extent of \$35,000 by fire Saturday. Thompson & Co. own the building, which is insured for \$25,000, and their stock at \$50,000.

SALES MADE AND PENDING.

The stock of W. Kenny, grocer, Sarnia, has been sold.

R. Hunter, hotel, Onondaga, is advertising business for sale.

Keachie & Co., hotel, Toronto, is advertising business for sale.

Alex. Mitchell, hotel, etc., Creemore, is advertising hotel for sale.

A. M. Hamilton, general merchant, Warkworth, is advertising business for sale.

The grocery and liquor stock of Greig & McDonald, Hamilton, is advertised for sale by auction 23rd inst.

The estate of C. L. Heckbert, general merchant, Commercial Cross, P.E.I., is advertised by the assignee for sale.

Auctioneer Jones has sold these two stocks: William Kenney's stock, of Sarnia, at 45 cents on the dollar to James D. Tytler. The stock amounts to \$2,831. F. Hatch's stocks, of Waterford, hardware, etc., amounting to \$4,505.92, was sold to Mr. Sheldrake at 45 cents also.

JAVA TEA.

A correspondent of the Ceylon Observer contradicts the statement that Java teas were allied to high-fired Japans or low Chinas. Some years ago Javas were very fishy in flavor and received a very bad name in consequence, but they have improved vastly since then. They nearly approach Indian in character—especially in leaf which is made after Indian and Ceylon style and not like China leaf. Some Javas have an Indian character in liquor and some a China character. About five years ago a Java tea was sold in London with such a fine China kin-tuck flavor that several brokers could not say from the liquor only whether it was Java or China. As China, it was valued at 2s., as Java at 1s. 3d., simply because buyers were prejudiced against the name of Java. Early Javas were rather thin, but since more Indian jat was planted they are thicker—due to jat of course. If many buyers were not afraid of purchasing Javas in quantity, the price would be higher, but probably even then lower than Ceylon, as we have unusually good flavor here.

... A Neat Parcel ...

Is appreciated by your Customers, to make
a Neat Parcel you must have Good

P A P E R

Which you can obtain at Lowest Mill Prices and
on the most Favorable Terms from

THE E. B. EDDY CO.,

BRANCHES AND AGENCIES:

Montreal, Toronto, Winnipeg, Hamilton,
Halifax, N.S., Quebec, St. John, N.B.,
Kingston, and Victoria, B.C.

MAMMOTH WORKS:

HULL, - - CANADA.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris



MELTONIAN BLACKING

(As used in the Royal Household)

Renders the Boots soft, durable and waterproof.

BOOT PREPARATIONS SOLD EVERYWHERE.



MELTONIAN CREAM

(white or black)

For Renovating all kinds of Glace Kid Boots and Shoes.



ROYAL LUTETIAN CREAM

The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.



NONPAREIL DE GUICHE

Parisian Polish

For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?



LICORICE LOZENGES

....

MANUFACTURED
EXCLUSIVELY BY

YOUNG & SMYLYE

Brooklyn, N. Y.

....

These goods can be obtained from any of the leading first-class houses in Canada. . . .

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin.
Special Agent for the Dominion:

C. E. Colson, Montreal

MILK GRANULES

is the solids of pure Cow's Milk so treated that when dissolved in the requisite quantity of water it yields a product that is

The perfect equivalent of
MOTHER'S MILK.

By Royal Warrant, Manufacturers
To Her Majesty, The Queen.

THE "MOST POPULAR" BLACK LEAD.

THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

Nixey's Black NO DUST Lead

Hundreds of Testimonials from all parts, including
Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

**NIXEY'S
"SOHO SQUARE" BLUE**
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 8d.
Of all Grocers and Oilmen; or write to
19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and
STEEL WORK, Etc., Etc.
Won't Wear the Blades
like others.



"CERVUS" KNIFE POLISH.

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7
Richmond St. East, Toronto. Mr. Charles
Gyde, 33 St. Nicholas St., Montreal.

English Biscuits

All Grocers should keep a supply of Genuine English Biscuits

MANUFACTURED BY

HUNTLEY & PALMERS

Biscuit Manufacturers to Her Majesty the Queen, Etc.



Reading AND London
England

FOR WHICH THERE IS AN EVER INCREASING DEMAND

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award :

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

For Price List and Terms Apply to :

HUNTLEY & PALMERS, Reading, and 162 Fenchurch St., London, E.C., England.

or to their Representative

MR. EDWARD VALPY, 28 Reade Street, New York.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 22, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
1 lb. cans 1 doz. in case.	16 00
2 1/2 lb. cans, 1 and 2 doz in case.	10 50
6 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
3 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25
Per doz	
Dunn's No. 1. in tins.	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " 7 oz pkgs.	85
" " 2 oz "	40
" " 5 lb tins.	65
" " bulk, per lb.	12



Empire, 5 dozen 4 oz cans.	\$0 75
" 4 8 "	1 15
" 2 16 "	2 00
" 1/4 5 lb cans.	9 00
bulk, per lb.	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes.	\$2 40
" 10, in 4 doz boxes.	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" 1/2 lb, 4 "	1 30
OCEAN WAVE No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, 1/2 "	9 60

DIAMOND BAKING POWDER.

1/2 lb. tins, 4 doz cases.	0 67 1/2
1 lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs.	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Grabam Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09
Prairie	0 08
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Tea	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" 1/2 " "	2 10
" 1 " "	1 10
Spanish, No. 3.	4 50
" 5.	8 00
" 10.	9 00
Japanese, No. 3.	4 50
" 5.	7 50
Jaquot's French No. 2.	3 00
" 3.	4 50
" 4.	6 00
" 5.	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1.	9 00
" 2.	4 50

P. G. FRENCH DRESSING (LADIES.)

For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.	\$2 00
No. 4.	1 25

P. G. FRENCH BLACKING.

1/4 No. 4.	per gross \$4 00
1/4 No. 6.	4 50
1/4 No. 8.	7 25
1/4 No. 10.	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1/4d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1/4d. pkts, 2 gross	7s 6d 2 50
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box. Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	1 15

F. F. DALLEY & CO.

Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	10
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
Carpet Brooms—	net.
" Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
" Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
" Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.

Apples, 3's.	\$0 95 \$1 00
" gallons.	2 10 2 20
Blackberries, 2's.	2 00 2 25
Blueberries, 2's.	1 00 1 10
Beans, 2's.	0 90 1 0



TANGLEFOOT

SEALED

... STICKY FLY PAPER ...

Is packed 25 double sheets and two holders in each box; 12 double sheets loose in the box and two packages, each consisting of a holder with five double sheets.

Each double sheet is separately sealed with our wax border, while permitting the easy and ready separation of the sheets, absolutely confines the soft sticky mass in its place, preventing all loss from leakage and preserving each sheet indefinitely until used.

Price, in the Eastern Provinces of Canada,

One Box - - - 60 cents.
One Case, 10 Boxes, \$5.25.

Tanglefoots is sold by all the Leading Jobbers of Canada, Druggists and Grocers.

See next Issue

Tanglefoot is the Perfection of Sticky Fly Paper.

Prices Current Continued—

Corn, 2's	0 90	1 00
" Epicure	1 15	1 15
" Special Brands	1 40	1 50
Cherries, red pitted, 2's	2 10	2 10
Peas, 2's	0 90	1 00
" Sifted select	1 40	1 40
Pears, Bartlett, 2's	1 75	1 75
" Sugar, 2's	1 50	1 50
Pineapple, 2's	2 25	2 40
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
" Pie, 3's	1 75	2 00
Plums, Gr Gages, 2's	1 50	1 60
" Lombard	1 50	1 60
" Damsion Blue	1 50	1 60
Pumpkins, 3's	0 95	1 00
" gallons	3 00	3 25
Raspberries, 2's	1 40	2 10
Strawberries, choice 2's	2 15	2 25
Succotash, 2's	1 65	1 65
Tomatoes, 3's	0 85	1 00
"Thistle" Finnan haddies	1 50	1 50
Lobster, Clover Leaf	2 75	2 75
" Star (flat)	2 20	2 20
" Impr'l Crown flat	2 60	2 70
" tall	1 90	2 00
" Other brands	1 80	2 00
Mackerel	1 10	1 35
Salmon, talls	1 45	1 60
" flats	1 70	1 80
Sardines Albert, 1/2's tins	13	13
" 1/2's	20	20
" Sportsmen, 1/2 genu-		
ine French high grade, key	12 1/2	13
opener	10 1/2	10 1/2
Sardines, key opener, 1/2's	10 1/2	10 1/2
" Martiny, 1/2's	10 1/2	10 1/2
" tall	17 1/2	17 1/2
" Other brands, 9/11	16 1/2	16 1/2
" P & C, 1/2's tins	23 25	23 25
" 1/2's	33 36	33 36
Sardines Amer, 1/2's	6 1/2	6 1/2
" 1/2's	9 11	9 11
" Mustard, 1/2 size, cases		
50 tins, per 100	11 00	11 00

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 65	\$1 70
" " 2	2 70	2 80
" " 4	4 80	5 00
" " 6	8 75	9 00
" " 14	17 50	18 50
Minced Collops, 2 lb cans	2 60	2 60
Roast Beef	1 50	1 50
" " 2	2 60	2 75
" " 4	4 75	4 75
Par Ox Tongue, 2 1/2	9 50	9 50
Ox Tongue	7 85	8 00
Cutck Tongue	3 25	3 25
" " 1	6 75	6 75
English Brawn, 2	2 75	2 80
Camb. Sausage, 1	2 50	2 50
Soups, assorted, 1	4 00	4 00
Soups & Bouilli, 2	1 50	1 50
" " 6	2 25	2 25
Potted Chicken, Turkey, or	1 80	1 80
Game, 6 oz cans	4 50	4 50
Potted Ham, Tongue or Beef, 6	1 60	1 60
oz cans	1 35	1 35
Devilled Tongue or Ham, 1/2 lb	1 40	1 40
cans	1 40	1 40
Devilled Chicken or Turkey,	2 25	2 25
1/2 lb cans	2 25	2 25

Sandwich Ham or Tongue, 1/2	1 50
lb cans	
Ham, Chicken and Tongue, 1/2	1 25
lb cans	

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom	150 pieces 1 00
(each box contains a bottle of high	
class perfume. Guaranteed first	
class)	
Monte Cristo	180 pieces... 1 30
(with brilliant stone ring)	
Sappota	150 pieces... 1 00
Sweet Fern	230 " 0 75
Red Rose	115 pieces... 0 75
Magic Trick	115 " 0 75
Oolah	115 " 0 75
Puzzle Gum	115 pieces... 0 75
Bo-Kay	150 " 1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces)	0 65
Automatic	
Tutti Frutti Girl	800 pieces. 6 00
Sign Box (new)	
Tutti Frutti cash box 800	6 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery	100 " 0 70
Lalla Rookh (all flavors) 100	0 70
Jingle Bell	150 " 1 00
Cracker	144 " 1 00
O-Dont-O	144 " 1 00
Little Jap	100 " 0 70
Dude Prize	144 " 1 00
Clock Gum comprising 500 pieces	
Gum (assorted flavors), and 1	
'Little Lord Fauntleyroy' clock	
guaranteed.)	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/2's... 6 and 12 lbs.	0 30
Caraccas, 1/2's... 6 and 12 lbs.	0 35
Premium, 1/2's... 6 and 12 lbs.	0 30
Sante, 1/2's... 6 and 12 lbs.	0 26
Diamond, 1/2's... 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 00
Cocoa, Homopatic, 1/2's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18	22
" Rock	30
" Bulk, in bxs	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2
BENS DORP'S ROYAL DUTCH COCOA.	
Boxes each 12 lbs	
1/2 lb. cans, per doz	\$2 40
1 " " "	4 50
1 " " "	8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Caraccas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's, " "	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 40
Fry's "Diamond" 1/2's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/2's, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box	2 40
" 1/2's, " "	4 50
" 1 lbs, " "	8 75
Homopathic, 1/2's, 14 lb boxes	0 34
" 1/2's, 12 lb boxes	0 34
JOHN P. MOTT & CO'S	
R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatic Cocoa (1/2's)	32
Mott's Breakfast Cocoa	45
Mott's Breakt. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	18
Mott's Navy or Cooking Choc	26-27
Mott's Cocoa Nibbs	35
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick 92&24	
Mott's Confec Chocolate	23c-43
Mott's Sweet Choc. Liquors 21c-31	

OWAN COCOA AND CHOCOLATE CO.

Cocoas—	per doz
Hygienic Cocoa in 1 lb. tins, 12	
24 and 36 lbs in box	7 25
Hygienic Cocoa in 1/2 lb tins, 12	
24 and 36 lbs in box	3 75
Hygienic Cocoa in 1/4 lb tins, 12	
24 and 36 lbs in box	2 25
Cocoa Essence, pkgs, 2 and 4 doz	
in box	1 40
Iceland Moss, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 95
London Pearl, in 1/2 lb pkgs, 6 and	
12 lb boxes	0 30
Soluble (bulk) No. 1 in 10 to 30	
lb boxes	0 21
Soluble (bulk) No. 2, in 10 to	
30 lb boxes	0 19
Soluble (bulk) No. 2 in 5 to 10	
lb tins	0 21
Nibs, any quantity	30-35
Shells, any quantity	0 05
Chocolates—	
Queen's Dessert, 1/2 and 1/4 in 6 and	
12 lb boxes	0 40
Diamond, 1/2's, 6 and 12 lb boxes	0 25
" 1/2's, " "	0 28
Mexican Vanilla, 1/2 and 1/4 in 6	
and 12 lb boxes	0 35
Sweet Ceylon, 1/2 and 1/4 in 6 and	
12 lb boxes	0 25
Chocolat Parisien, 5c. cakes, in	
6 lb boxes	0 30
Royal Navy, 1/2 and 1/4, in 6 and	
12 lb boxes	0 30
Pure Caraccas, (plain) 1/2 and 1/4, in	
12 lb boxes	0 40
Confectioners' in 10 lb cakes	25-35
Powder, in 15 and 30 lb boxes	0 25
Creams, in 3 lb boxes	0 28
Iceing, 1 lb pkgs, per doz	2 25
" 1 lb	1 25
Pudding, 1 lb pkgs, per doz	2 25

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caraccas Sweet bxs 6 lbs each, 12	
bxs in case	40
Best Sweet in bxs, 6 lbs. each, 12	
boxes in case	30
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box	4 00
German Sweet Chocolate	
Grocers' Style, in cases 12 boxes,	
12 lbs each	30
Grocers' Style, in cases 24 boxes, 6	
lbs each	30
48 Fingers to the lb., in cases 12 bxs	
12 lbs each	30
48 Fingers to the lb., in cases 24 bxs	
6 lbs each	30
8 Cakes to the lb., in cases, 24 bxs	
6 lbs. each	32
Soluble Chocolate—	
In canisters, 1 lb, 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1/2 lb.	
papers	35
Cracked, in bags, 6, 10 and 25 lbs.	
each	30
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins	48
In boxes, 12 lbs., each, 1 lb tins,	
decorated canisters	50
Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel	
Per 120 lb. Per 12 lb.	
case lot. box.	
per lb.	per lb.
Yellow wrapper	\$0 34 \$0 36
Chamois	0 43 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 38 0 42
Fancy Chocolates.	

Fingers—	
40 in a box...per box	\$0 36 \$0 40
20 " " "	
Croquettes—	
Yellow wrap. " "	2 70 3 00
Pink " " "	3 75 4 20
Green " " "	
Croquettes are packed 12 1/2 lb. pack-	
ages in a box, and 8 boxes in a case.	
Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink " " "	0 55 0 60
Green " " "	
Each case contains 54 1 lb packages or	
108 1/2 lb packages.	



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz 1 lb tins.

JAM

Write us for sample
case of our - -

JAM

Put up in 1-2 lb and 1 lb glass Jars, \$1.50 and \$2.00 per doz., 2 doz. in a case,
or a dozen 5 lb. Tins in case.

TORONTO BISCUIT & CONFECTIONERY CO., - 7 FRONT ST. EAST, TORONTO.

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, " "	0 85
6 gross, " "	1 00

CHAS. BECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz, in package	0 85
" 6 " " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c. per lb
Mocha	28 33
Old Government Java	25 35
Rio	21 22
Plantation Ceylon	29 31
Porto Rico	24 28
Guatemala	24 26
Jamaica	22 23
Maracaibo	24 26
TODHUNTER, MITCHELL & CO.'s	
Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol	0 06	0 07	
Brimstone	0 03	0 03 1/2	
Borax	0 12	0 14	
Camphor	0 80	0 85	
Carbolic Acid	0 30	0 50	
Castor Oil	0 07 1/2	0 08	
Cream Tartar	0 28	0 30	
Epsom Salts	0 02 1/2	0 02 1/2	
Paris Green	0 16	0 17	
Extract Logwood, bulk	0 13	0 14	
" boxes	0 15	0 17	
Gentian	0 10	0 13	
Glycerine, per lb	0 17	0 20	
Hellebore	0 16	0 17	
Iodine	5 50	6 00	
Insect Powder	0 30	0 35	
Salpetre	0 08 1/2	0 09	
Soda Bicarb, per keg	2 50		
Sal Soda	1 00	1 25	
Madder	0 12 1/2		

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 " "	8 50
No 3 " "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " " 1, 1 1/2 oz.	1 25
" " " " 2, 2 oz.	1 75
" " " " 3, 3 oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
4 oz. " "	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls.	5 1/2
" " bbls	5 1/2
" Filiatras, bbls	5 1/2
" " bbls	5 1/2
Currants, Patras, bbls	6 1/2
" " bbls	6 1/2
" " cases	7 1/2
" Vostizzas, cases	7 1/2
" " cases	7 1/2
" 5-crown Excelsior (cases)	8 1/2
" " case	8 1/2
Dates, Persian, boxes	5 1/2
Figs, Elemes, 14oz., per box	10 1/2
" 10 lb boxes	10 1/2
" 30 lb bxs. 7 crown	14 1/2
Gold medal washed Turkey, bgs abt 6 lbs, finest grade grown	10 1/2
Prunes, Bosnia, casks	7 1/2
" " cases, new	7 1/2
Raisins, Valencioia, off stalk old	4 1/2
Selected	6 1/2
Layers	6 1/2
Raisins, Sultanias	6 1/2
Elemes	10
Malaga	2 25
London layers	1 60
Loose muscatels, Califor	3 50
Imperial cabinets	4 50
Connoisseur clusters	4 50
Extra dessert	4 50
Royal clusters	3 40
Fancy Vega boxes	3 40
Black baskets	3 40
Blue	3 40
Fine Dehesas	3 40
Lemons	3 00
Oranges, Jamaica	2 75
" Valencias	4 50
" Floridas	3 00
Seedlings	3 00
Navelas	3 00
DOMESTIC	
Apples, Dried, per lb	0 05 1/2
do Evaporated	0 09 0 09 1/2

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pike	0 06
Pike	0 07
White fish	0 07
Manitoba White fish	0 07
Salmon Trout	3 00
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	1 00
Shore herring	1 00
Salmon trout, per 1/2 bbl	1 00
White Fish, 1/2 bbl	1 00
Dried Fish:	
Codfish, per quintal	5 25
" cases	5 75
Boneless fish	per lb
Boneless cod	per lb
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2
Bloaters	per box
Digby herring	0 12
Sea Fish: Haddock per lb	0 05
Cod	0 05
B.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box doublesheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 65	0 68
" Red Winter	0 62	0 63
" Goose	0 61	0 62
Wheat, Spring, No 2	0 62	0 63
" Man Hard No 1	0 85	0 86
" " No 2	0 63	0 64
" " No 3	0 74	0 76
Oats, No 2, per 34 lbs	37	38
Barley, No 1, per 48 lbs	43	44
" No 2 extra	39 1/2	40
" No 3	36	37
Rye	53	55
Peas	57	57 1/2
Corn	...	...

HAY & STRAW.

Hay, Pressed, "on track	9 50	10 00
Straw Pressed	5 50	6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30

HORSE NAILS:

"O" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg ... 3 65

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis

Round " 7 1/2 p.c. dis

Flat head brass 7 1/2 p.c. dis

Round head brass 70 p.c.

WINDOW GLASS: [To find out what

break any required size of pane comes

under, add its length and breadth to-

gether. Thus in a 7x9 pane the

length and breadth come to 16

inches; which shows it to be a first-

break glass, i.e., not over 25 inches in

the sum of its length and breadth.]

1st break (25 in and under) ... 1 35

2nd " (26 to 40 inches) ... 1 55

3rd " (41 to 50 ") ... 3 40

4th " (51 to 60 ") ... 3 70

5th " (61 to 70 ") ... 4 00

ROPE: Manila ... 0 11 1/2

Sisal ... 0 09 1/2

New Zealand ... 0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap ... 0 4 1/2

Screw, hook & strap. 0 3 1/2

WHITE LEAD: Pure Ass'n guarantee

ground in oil.

25 lb. irons ... per lb ... 4 1/2

No. 1 ... " ... 4 1/2

No. 2 ... " ... 4 1/2

No. 3 ... " ... 4

TURPENTINE Selected packages, per gal	0 52	0 53
LINSEED OIL per gal, raw	0 60	0 62
Boiled, per gal.	0 63	0 65
GLUE: Common, per lb.	0 10	0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt	\$4 0
Star Standard, 12 qt	4 5
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp-	
berry, Strawberry, Peach	
and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in	
glass jars and in 5, and 10	
lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz.	
6d. London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s. London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per	
box	1 25
"Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per	
can	2 00
"Acme" Pellets, Fancy boxes	
(30s) per box	1 50
"Acme" Pellets, Fancy paper	
boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5	
lb cans per can	2 00
Licorice Lozenges, 5 lb glass	
jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity " Licorice, 200 sticks	1 45
" 100 " "	0 72 1/2
Imitation Calabria, 5 lb bxs	
p lb	0 25

MINCE MEAT.

J. H. WETTER'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & KEIGHLEY'S.	cts
Durham, Fine, in 1/2 and 1 lb tins	
" per lb	25
" Fine, in 1 lb jars	23
" Fine, in 4 lb jars	70
" Ex. Sup. in bulk, per lb	30
Superior in bulk, p. lb	20
Fine, " "	15

Prices current, continued.

CHERRY'S IRISH		
Pure in 1 lb. tins.....	0 40	
Pure in ½ lb. tins.....	0 42	
Pure in ¼ lb. tins.....	0 44	

NUTS.			per lb
Almonds, Ivica.....	14½	75	
" " Tarragona.....	16	16½	
" " Fornigetta.....	14½	15	
Almonds, Shelled Valencia.....	28	32	
" " Jordan.....	45	50	
" " Canary.....	28	30	
Brazil.....	14½		
Cocoanuts.....	5	6	
Filberts, Sicily.....	10	10½	
Pecans.....	11	15	
Peanuts, roasted.....	13	14	
" " green.....	11	12½	
Walnuts, Grenoble.....	15	16	
" " Bordeaux.....	10	11	
" " Naples, cases.....			
" " Marbots.....	12½	13	
" " Chilis.....	12	13	

PETROLEUM.		
5 to 10 bbl lots, Toronto...	Imp. gal	
Canadian.....	0 13	\$0 13½
Carbon Safety.....	0 17½	0 18
Canadian Water White.....		0 19
Amer'n Water White.....	0 21	0 22
Photogene.....		0 25
For prices at Petrolia, see Market Report.)		

PICKLES, SAUCES, SOUPS.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
Wright & Copp, Agents, Toronto.		

			per doz
Snider's Tomato Catsup.....	qts	6 00	
" " ".....	pts	3 50	
" " ".....	½ pts	2 00	
" Chili Sauce.....	pts	4 50	
" " ".....	½ pts	3 25	
Snider's Soups (in 3 lb cans).			
Tomato.....		3 50	
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.		4 50	

Chicken Gumbo, Or Tail, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bonillon, Pea	4 25	
Assorted.....	4 00	
Worcester Sauce, ½ pts.	\$3 60	\$3 75
" " ".....	pints	6 25
Pickles, all kinds, pints.....	3 25	
" " ".....	quarts	6 00
Harvey Sauce-genuine-½lf. pts	3 25	
Mushroom Catsup " " "	2 25	
Anchovy Sauce " " "	3 25	

PRODUCE.			
DAIRY.		Per lb	
Butter, creamery, tubs.	\$0 19	\$0 20	
" dairy, tubs, choice	0 14	0 15	
" " medium	0 13	0 14	
" low grades to com	.....	.....	
Butter, pound rolls	0 14	0 15	
" large rolls	0 13	0 14	
" store crocks....	0 13	0 14	
Cheese	0 03½	0 10	

COUNTRY		
Eggs, fresh, per doz.....	0 11½	0 12
" " limer.....		
Beans.....	1 30	1 45
Onions, per bag.....	2 50	2 75
Potatoes, per bag.....	95	1 00
Hops, 1891 crop.....	0 13	0 15
" 1892 ".....	0 17	0 20
Honey, extracted.....	0 05	0 08
" " section.....	0 10	0 15

PROVISIONS.		
Bacon, long clear, p lb	0 10½	0 11
Pork, mess, p. bbl.....		0 21
" short cut.....	21 00	21 50
Hams, smoked, per lb.....	13	0 13½
" pickled.....		0 12
Bellies.....		0 13½
Rolls.....	0 10½	0 10½
Backs.....		0 13
Lard, pure, per lb.....	0 12½	0 13½
Compound.....	0 10	0 10½
Tallow, refined, per lb.....	0 05½	0 06
" rough.....		0 02

RICE, ETC.			Per lb
Rice, Aracan.....	3½	3½	
" Patna.....		4½	
" Japan.....		5	
" extra Burmah.....	3½	4	
" Java extra.....	6½	6½	
" Genuine Carolina.....	9½	10	
Grand Duke.....	6½	6½	
Sago.....	4½	5½	
Tapioca.....	5	5½	
Goathead (finest imported).....	6½		

ROOT BEER.		
Hire's (Liquid) per doz.....	\$2 00	

SPICES.			Per lb.
GROUND			
Pepper, black, pure.....	\$0 14	\$0 16	
" fine to superior.....	10	15	
" white, pure.....	20	28	
" fine to choice.....	20	25	
Ginger, Jamaica, pure.....	25	27	
" African.....	16	18	
Jassia, fine to pure.....	18	25	
Cloves, ".....	14	25	
Allspice, choice to pure.....	12	15	
Cayenne, ".....	30	35	
Nutmegs, ".....	75	1 20	
Mace, ".....	1 00	1 25	
Mixed Spice, choice to pure.....	30	35	
Cream of Tartar, fine to pure.....	25	32	

STARCH.		
BRITISH AMERICA STARCH CO BRANTFORD.		
1st Quality White Laundry—		
3 lb. cartons, boxes, 36 lbs.....	5½	
Ditto.....brs., 175 ".....	5	
Ditto.....kegs, 100 ".....	5	
Canada Laundry, boxes, 40 lbs.....	4½	
Brantford Gloss—		
1 lb. fancy boxes, cases, 36 lbs.....	7½	
Lily White Gloss, kegs, 160 lbs.....	6½	
1 lb. fancy cartons, cases, 36 lbs. 7		
6 lb. draw-lid bxs, 8 in c'te, 48 lbs. 7		
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases, 28 lbs.....	9	
No. 1 Pure Prepared Corn—		
1 lb. packages, boxes, 40 lbs.....	7½	
Challenge Prepared Corn—		
1 lb. package, boxes, 40 lbs.....	7	
KINGSFORD'S OSWEGO STARCH.		
Pure Starch—		
40-lb boxes, 1, 2 and 4 lb pack'g's	8	
36-lb " 3 lb. packages.....	8	
12-lb ".....	8½	
38 to 45-lb boxes.....	8	

Silver Gloss Starch—Less trade dis.		
40-lb boxes, 1, 2 and 4 lb. pack'g's	9	
40-lb " ½ lb. package.....	9½	
40-lb " ¼ lb. ".....	10	
40-lb " assorted ½ and ¼ lbs.	9½	
6-lb " sliding covers.....	9½	
38 to 45 lb boxes.....	9	
Oswego Corn Starch—for Puddings, Custards, etc.—		
40-lb boxes, 1 lb packages.....	8½	
20-lb ".....	8½	

ST. LAWRENCE STARCH CO.'S		
Culinary Starches—		
St. Lawrence corn starch.....	7½	
Durham corn starch.....	7	

Laundry Starches—		
No. 1, White, 4 lb. Cartons.....	5½	
" " Bbls.....	5	
" " Kegs.....	5	
Canada Laundry.....	4½	
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7	
Ivory Gloss, fancy picture, 1 lb packs.....	7	
Patent Starch, fancy picture, 1 lb. cartons.....	7½	
Ivory Starch in cases of 40 packages.....	\$3 00	

SUGAR.			c. per lb
Granulated.....	5½	5½	
Paris Lump, bbls and 100 lb.bxs		6½	
" " 50 lb. boxes.....		6½	
Extra Ground, bbls.....		6½	
" " less than a bbl.....		6	
Powdered, bbls.....		6 6½	
" less than a bbl.....			
Extra bright refined.....		5½	
Bright Yellow.....		4½	
Medium.....		4½	
Brown.....		4½	
Dark yellow.....		4½	

SALT.		
Bbl salt, car lots.....		1 00
Coarse, car lots, F.O.B.....		0 65
" small lots.....		0 85
Dairy, car lots, F.O.B.....		1 00
" small lots.....		1 25
" quarter-sacks.....		0 40
Common, fine car lots.....		0 75
" small lots.....		0 95
Rock salt, per ton.....		12 00
Liverpool coarse.....		0 75

OVER_____

100 TONS

OF THE FINEST SELECTED

Lemon
Orange
Citron

PEELS

IN COURSE OF MANUFACTURE
FOR FALL TRADE.

THE_____

Pure Gold Mfg. Co.

31 and 33 FRONT STREET EAST,
TORONTO.

Kingsford's Oswego

STARCH.

STRONGEST.

PUREST.

BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand.)

Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBERs IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, - - - MONTREAL.
SOLE AGENTS FOR THE DOMINION OF CANADA.

Prices current, continued—

HIGGINS' EUREKA SALT.	
F.o.b. Montreal—	Per Sack.
Full sacks, 224 lbs.	2 30
Quarter sacks, 56 lbs.	0 58
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 224 lbs.	2 60
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.
bbls. ½ bbls.	
D.	2½
M	2½
B	2½
V.B.	2½
E.V.B.	2½
E. Superior	2½
XX	2½
XXX	2½
Crown	3 3½

MOLASSES.	Per gal.
Trinidad, in puncheons...	0 32 0 35
" bbls	0 36 0 37
" ½ bbls	0 40 0 40
New Orleans, in bbls.	0 30 0 52
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 44
" ½ barrels	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.	per lb 6½
Do. 2, 6-16 and 3 lb bars	" 6
Primrose, 4 lb bars, wax W	" 6
" 1	6½
John A. cake, wax W. per doz	42
Mayflower, cake, " "	42
Gem, 3 lb bars per lb.	5
" 13 oz, 1 and 2 lb. bars	5½
Queen's Laundry, per bar	7
Pride of Kitchen, per box	2 75
Sunshine, boxes, 100 tablets	6 50
" 50 "	3 40

	Per lb
Eclipse	0 05½
Ruby, 10 oz	0 42
Monster, 8 oz	0 30
Detroit, 14 oz	0 48
Lily White	0 90
Everyday	0 80
Queen City, 14 oz	0 72

	Per box
Mottled in 5 box lots, 100 bars	5 25
" " 60 bars	3 20
Electric	2 50
Hard Water Electric	2 50
Royal Laundry	3 10
Octagon	4 50

	Per doz
Royal Magnum	0 30
" 25 doz per box.	0 25
Anchor, Assorted	0 15
" Castile	0 50
Morse's Assorted	0 50
Morse's Roso	0 50
" Windsor	0 50
" Castile	0 50
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72

	Per box
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

	Per doz
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 50
Arcadian	0 45
New Arcadian, per gross	5 00
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Gray Oatmeal	0 60
Plain Honey	0 75
Plain Glycerine	0 75
Plain Windsor	0 75
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20
Surprise (100 cakes)	5 00
Sunlight	3 50

TEAS.

CHINA GREENS.

	per lb
Gunpowder—	
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	28 32
" seconds	16 19
Half Boxes, firsts	28 32
" seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	19 20
Good common	16 18
Common	13 15
Nagasaki, ½ chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	18 19
" " Siftings	7 11

Congou—	
Half Chests Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50

INDIAN.

Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.

Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's.	64
Laurel, 3's	57
Brier, 7's	55

Index, 7's	50
Honeysuckle, 8's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50½
Prince of Wales, in caddies	51½
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T &	
B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
½ lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	
16½ lbs	54
Gem, 3 x 6, 3s. caddies 16½ lbs.	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs	51
Banner, 2 x 3, 7s. caddies about	
17 lbs	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs	46
Louise, Solace, 12s. caddies about	
16 lbs	46
Florence, Solace, 12s. caddies	
about 17 lbs	42
Hawthorne, 8s. butts 23 lbs.	47
Something Good, 6s. butts 21 lbs	46½

FANCY SWEET CHEWING

Good Luck, spun roll, 16 boxes	
4 lbs.	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14½ oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20½ lbs.	50
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.	50
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs.	47
Morning Star, 12s. Butts about	
22½ lbs.	43½
Montreal Twist, 12s. Caddies	
about 23 lbs.	44
Anchor Twist, 12s. Caddies about	
23 lbs.	42½

CIGARS—S. DAVIS & SONS, Montreal.

Msdre E' Hijo, Lord Landsdown	60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" " Reina Vict., Especial	50 00
" " Conchas de Regalia	50 00
" " Bouquet	50 00
" " Pins	50 00
" " Longfellow	80 00
" " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES.	Per M.
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 25
B. C. No. 1	4 00
Sweet Sixteen	3 75
The Holder	3 85
Hyde Park	10 50

OUT TOBACCOS.	per lb
Puritan, tenths, 5 lb. boxes	75
Old Chum, ninths, 5 lb box	70
Old Virgin, 1-10 lbpg, 10 lbbs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	83
Athlete, per lb	1 15

PLUG TOBACCO'S.

Old Chum, plug 4s. Solace 16 lbs.	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12½	68
" " " 7s. R. & R. 14½	58
" " " 7s. Solace 14½	59
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17½	58
O. V. - " 7s. " 17	55½
Derby, - " 12s, " 17½	51
Derby, - " 7s, " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per do

Pails, 2 hoop, clear	No. 1. \$1 70
" " " "	" 1 90
Pails, 2 hoops, clear	No. 2. 1 60
" " " "	" 1 80
" " " painted	" 1 80
Tubs, No. 0.	9 50
" 1.	8 11
" 2.	7 11
" 3.	6 00
Washboards, Globe	\$1 90
" " Water Witch	1 40
" " Northern Queen	2 25
" " Planet	1 70
" " Waverly	1 60
" " X X	1 50
" " X	1 30
" " Single Crescent	1 85
" " Double	2 75
" " Jubilee	2 25
" " Globe Improved	2 00
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

Matches, 5 caselots, single case

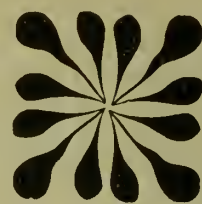
Parlor	1 60
Telephone	3 40
Telegraph	3 60
Safety	4 20
French	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

	per doz
Mops and Handles, comb	1 25
Butter tubs	\$1 60
Butter Bowls, crates ast'd	3 60

YEAST.

	per box
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c.	1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -

CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House

RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

.. Golden Finnan Haddies ..

CANNED

Messrs. Jas. Simpson & Son.

of Hamilton, are Selling Agents for Ontario and Winnipeg.

Mr. Leonard H. Dobbin,

of Montreal, Selling Agent for Montreal and Quebec Cities.

All orders given them will be promptly attended to.

NORTHROP & CO., St. John, N.B.

STAMINAL

is a valuable food and tonic for the warm weather.

It Supplies

the vital principles of Beef and Wheat with Hypophosphites

Apted Bros.

make a



Specialty of

Fine Book

and

Job Printing



54 Yonge St.

Toronto



Crosse &

Blackwell

CELEBRATED FOR

Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



—SOLD BY—

All Grocers in Canada

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

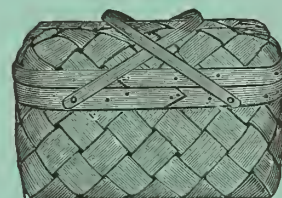
The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.

THOS. C. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



1, 2, 3 bushel grain and root baskets
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

The Wm. CANE & SONS MANUFACTURING Co

OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

ORDER IVORY BAR SOAP

A Customer's Life . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

Compare Any Lamp



With the "PITTSBURGH"

And see the great difference. In every point you will see the vast superiority of . . .

The "PITTSBURGH"

Write
For
Primer

The central draft in one is perfect, the other you will find fault with. See the wick-screw in The "Pittsburgh," see if the other has anything like it. Which is the simpler? The "Pittsburgh," of course. A child can take it apart without any trouble. . . .

GOWANS, KENT & Co.,

TORONTO and WINNIPEG.

Sole
Agents for
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SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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WE HAVE GOOD

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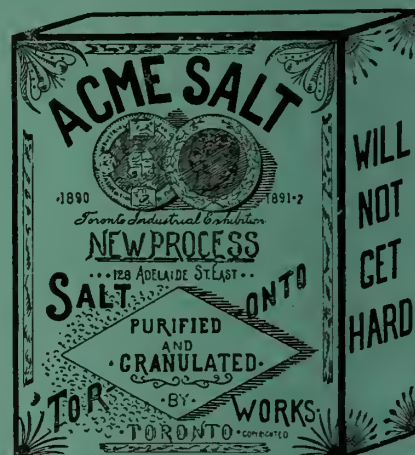
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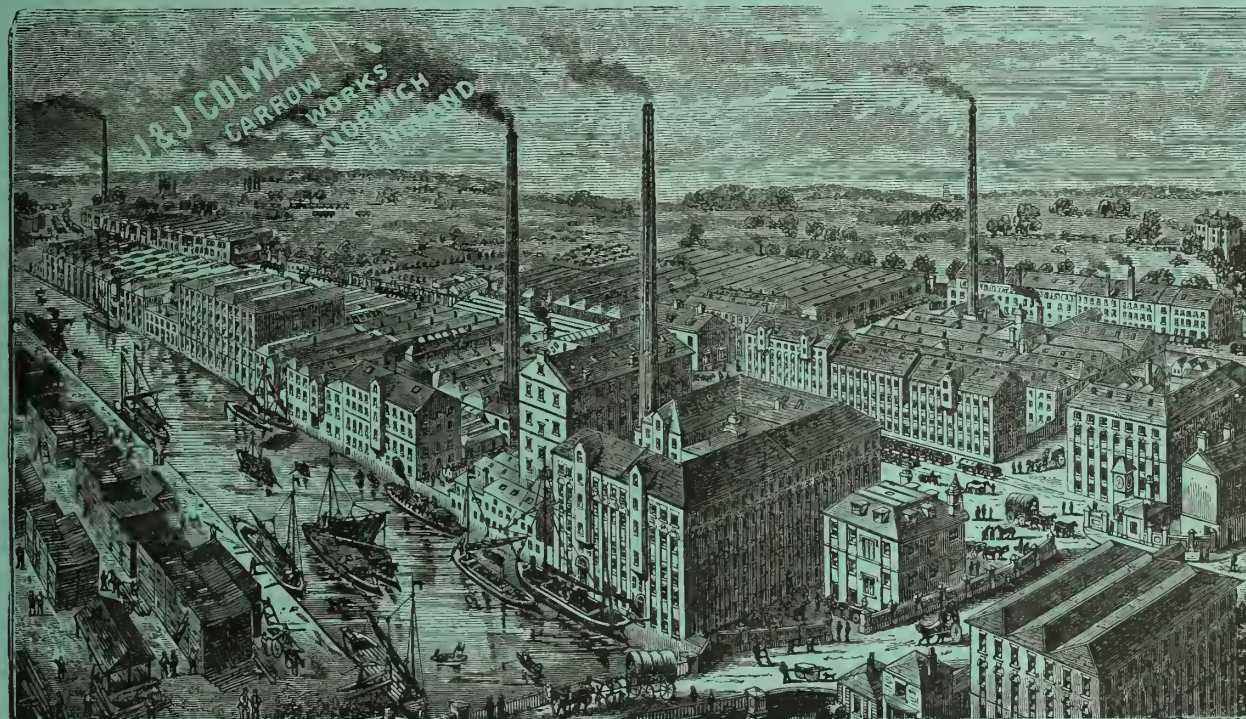
& GENERAL STOREKEEPER

PUBLISHED WEEKLY \$200 PER YEAR

VOL. VII.

TORONTO, JUNE 30, 1893.

No. 26



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REDUCED PRICE

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I will, for 3 months, sell them to retailers at \$2.40 per doz.

These Pickles are equal if not superior to those for which \$3.20 is paid.

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SEND FOR
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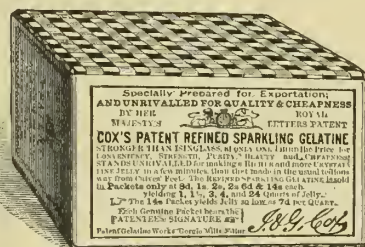
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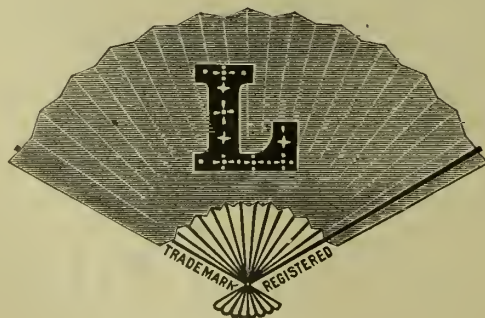
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CLAM
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ROBT. MOORE, Travelling Agent, London, Ont.

THE CANADIAN GROCER & GENERAL STOREKEEPER

PUBLISHED
WEEKLY.
\$200 PER YEAR

Published in the interest of Grocers, Canners, Produce and Provision Dealers
and General Storekeepers.

Vol. VII.

TORONTO, JUNE 30, 1893.

No. 26

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

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The secretary of the Montreal Board of Trade is in receipt of a letter from Richard R. Dobell announcing that he is about to load a small ship for the Cape of Good Hope and will be able to arrange with the captain to send samples of goods should any members of the board so desire. "I am satisfied," he adds, "that a large trade could be done with the Cape in many articles of Canadian produce, but particularly in cheese, agricultural implements and sewing machines." Of all the British possessions of importance, Canada's trade with Africa has been the smallest. The actual trade between Cape Colony and Canada the official returns do not reveal, all the dealings between the Dominion and the British possessions in the Dark Continent being bulked together under the head of imports to or exports from British Africa. The Trade and Navigation returns of last year give \$91,487 as the total value of our trade with the African colonies. Of this \$69,581 were imports and \$21,906 exports. Nearly all the imports consisted of wool, all but \$450 worth being in that article. Our chief article of export to these colonies is agricultural implements, of which last year we sent \$10,655 worth, while African homes were blessed by Canadian musical instruments valued at \$5,025. Doors, sashes

and blinds they took to the value of \$4,132. We sent them material for creating light in the shape of \$1430 worth of lamps and lanterns. Our contribution of mental food was confined to \$198 worth of books. It will be seen that while Canada has already opened up a trade with British Africa in one of the articles—agricultural implements—enumerated by Mr. Dobell in his letter to the secretary of the Montreal Board of Trade, in the other two we last year did nothing. Why we should not in the future does not appear. In cheese particularly the present seems to be opposed for introducing it into Africa. At Chicago it has carried off the honors with flying colors, and far and wide throughout the civilized world will the fact be told. While a thing is being talked about it is a good time to push it. Canadian sewing machines have also a record that should warrant their being introduced to the matrons and seamstresses who stitch and sew in Africa's sunny clime.

* * *

Things unlooked for often arise as the result of a certain action. This is apparent at the moment regarding the direct steamship line between Canada and Australia. When it became known that the line was to be established the discussion in commercial circles turned on the relative value of the trade and what articles of Canadian growth and manufacture would find the readiest sale in the Antipodes. From this it turned on the question of how best to secure the desired extension of trade. A protective tariff obtains to a more or less extent in all the colonies interested, and it is not to be surprised at therefore that there should have arisen in this country a desire for a reciprocal arrangement whereby existing barriers may be lowered a round or so. Already the Toronto, New Westminster, Victoria and Nanaimo boards of trade have pronounced in favor of it, and, with the press of the Coast, are

urging the Dominion Government to move in the matter.

* * *

The different colonies in Australia being separate and independent, have not a uniform tariff, and in order to assist those who may be desirous of opening up trade with Australia the Canadian Department of Trade and Commerce has issued a circular showing the customs tariff rates now in force in New South Wales, Victoria, Queensland and New Zealand. The peculiarity of the different modes of arriving at the value for duty of imported goods is also pointed out. In New South Wales, Western Australia, Queensland and Fiji, the value for duty is the value at the port of shipment. In South Australia and New Zealand it is the value at the port of shipment plus 10 per cent. In Victoria goods subject to ad valorem duty are dutiable at their fair market value at the principal market of the country whence they were exported with 10 per cent. added. In Tasmania imports liable to ad valorem duty are estimated at their value at port of shipment with 12½ per cent. added.

* * *

Our exports to Australia since 1889 have not been satisfactory. Although in 1891 they were a good deal larger than in 1890, yet last year they fell off over \$146,000 compared with 1891, and \$221,687 compared with 1889. The imports on the other hand exhibit an increase, the totals being \$229,464 in 1889, \$205,384 in 1890, \$169,065 in 1891, \$264,783 in 1892. The increase has been confined wholly to wool, in other articles there being a decrease. In fact outside wool our imports from Australia are practically nil. Now, however, with direct steamship communication the possibilities are bright for a larger trade both ways. The Miowera, on her initial trip brought over a number of articles in which it is thought a profitable trade with Canada can be done, notably among them

being oranges and lemons. Notwithstanding that this fruit was hurriedly prepared for shipment it was found to be in excellent condition on arrival. The Commercial referring to a consignment which had arrived at Winnipeg said: "So far as can be judged, by the few samples tested the lemons are superior in size and quality to the California article and at least equal to the highly prized Sicilies. The oranges appear smaller, but are sweeter and less fibrous than the California oranges. Two varieties of apples were included, one a Pearmain and the other apparently a pippin. In texture it is not equal to the eastern apple, and compares with a coast apple in this respect, but has a peculiar luscious flavor that commends it. The pine apples, some of them were imperfect, owing to the packing, but on the whole were sound and of extra quality. The bananas are such as have been always coming via San Francisco, but being imported direct can be sold cheaper without any doubt. So far nothing can be determined regarding the price of these commodities or the rate of freight to overland points, but with favorable rates on the C. P. R., not only British Columbia, but the Territories and the Sound country should be supplied with the above fruits in season, it being presumed that prices will compete with the California products. To ship apples from Australia to Canada, for instance, would look like peddling coals in Newcastle, but Australasia being the antithesis of Canada in many respects, the season for apples there—March, April and May—enables that country to supply us when our own and eastern apples are practically out of the market."

* * *

Favorable is the trade statement for May issued last week by the Dominion Government. It shows that during that month the imports were \$12,149,847, and the exports \$8,277,768. For the corresponding month last year the figures were \$9,424,759 and \$7,170,618. The imports for the 11 months are valued at \$109,462,587, an increase of \$10,161,682; and the exports at \$101,815,370, an increase of \$5,208,959. The duty collected in the 11 months amounts to \$19,307,774, an increase of \$1,789,522 compared with the same period a year ago. A comparison of the present report with that for May, 1892, shows that the imports of grain were in value over 50 per cent. larger, while in flour they were about that much

smaller, although in actual number of barrels the figures were 3,381 and 4,093 respectively. Rice and all other breadstuffs increased from \$16,900 worth to \$86,708, candles from \$2,261 to \$3,694, chicory from \$783 to \$1,214, coffee from the United States from \$2,248 to \$4,791, fish from \$19,341 to \$23,057, dried fruit from \$48,445 to \$52,138, green fruit from \$44,884 to \$61,794, salt (not imported from Great Britain or British possessions or for Gulf fisheries) from \$3,203 to \$6,261, spirits of all kinds from \$63,782 to \$87,559, sugar above 14 D.S. from \$4,973 to \$13,193, molasses from \$53,829 to \$57,795, tobacco and cigars from \$23,985 to \$32,117, tea from U.S. from \$3,632 to \$6,079. Among the decreases were hops from \$11,716 to \$8,397, soap of all kinds from \$20,687 to \$13,019, spices (ground and unground) \$21,129 to \$19,110, starch \$5,759 to \$4,292.

TALKING ABOUT OUR CHEESE.

The success of Canada's cheese exhibit at the World's Fair is being talked of nearly everywhere. Canada has long had a reputation for good cheese, but everybody was surprised at the result of the competition in Chicago. Even the most sanguine of Canadians themselves never dreamed that with 162 cheeses exhibited they could carry off 126 out of a total of 135 medals and diplomas offered as prizes. And we are all looking at Canadian cheese in much the same manner as admirers look upon their champion who in the athletic field has achieved some feat far beyond their expectations—in wonderment. Even our competitors are not backward in adding their meed of praise.

Canada is a great cheese country, and were it not for the fact that we had already selected as our national emblem the beaver we would be attempted to adopt a cheese as such. As it is however we are content to keep the beaver unmolested in its honored position, for were not the characteristics of the beaver—industry and perseverance—the characteristics of the Canadian people we would not have captured so many of the honors at the Columbian Exposition.

Canadian cheese has not attained her present enviable position in the markets of the world without the expenditure of energy. Hard and long was the row she had to hoe. At one time the Provinces brought their cheese from the United States, and although we have not exactly turned the tables we last year got from them less than one-half

the amount they bought from us. During the past thirty odd years the cheese trade of the Dominion has advanced by leaps and bounds. In 1860 we exported \$13,675 worth; \$674,486 in 1870, \$3,893,366 in 1880, \$9,372,212 in 1890, and for the year closing March 31, 1893, \$13,687,851. A peculiarity of the exports of the last named year was that they were in millions of dollars what they were in thousands 33 years before. As is well-known, nearly all the cheese we export goes to Great Britain. The Canadian High Commissioner, in his report prepared in January last, says:—"Canada now occupies the position of sending more cheese to Great Britain than any other country. The total value of the imports for the year just ended having been £5,417,770, of which Canada's share was £2,493,625, as against £1,961,407 from the United States." Judging from the result at Chicago, the Canadian article is still gaining on the American.

The number of cheese factories in Ontario in 1890, the latest data we have to hand, was 817, and in Quebec something like 670. There has, however, been an all-round increase since then. Prof. Robertson has been industriously trying for some time to improve the make of cheese in the Province of Quebec. How well he has succeeded is demonstrated by the fact that that province carried off 52 of the medals awarded at Chicago. To Ontario there fell 69 and to the Maritime Provinces 5. Of the cheese of the make of the present season 20 lots from Quebec won medals as against 1 from Ontario. According to the figures of the year already referred to Ontario manufactured 79,364,713 pounds of cheese from 836,387,516 pounds of milk given by 304,584 cows. The value of the cheese made was \$7,189,957.

The judges were John H. Hodgson of New York and A. F. McLaren of Windsor, Ont., and both were appointed by the Exposition Committee on Awards. They are well known, and as judges of cheese enjoy the highest reputation on the continent. There is no doubt therefore that Canada has won on her merits, and the victory, a knowledge of which has been or is being scattered to all parts of the world has given Canadian cheese the best advertisement it ever got.

In our exuberance over cheese we must not forget that Canadian butter also did surprisingly well. Notwithstanding that we only had 25 exhibitors in this line we won 13 medals, not bad at all for a country whose butter has not had the best of reputations abroad. Out of the thirteen medals awarded twelve went to the Province of Quebec, mostly to the County of Brome. Knowing that she possessed all the natural advantages Canada has of late years been going into butter-making with fresh vigor and she promises to be in butter what she is already in cheese—the producer of the best article in the world.

CANADA AND THE WEST INDIES.

There are expectations in Montreal that still another line of steamers will shortly increase the communication between Canada and the British West Indies. It is the general belief among fruit men in Montreal that the fruit trade of the port has only commenced its development, and that increased facilities of communication between the West Indian fruit centres, as well as those of the Mediterranean, is all that is required to start the ball rolling. Besides the line running from Montreal already, there is a line running to New York controlled by Montreal parties, and if they can secure the requisite governmental support they are willing to bring their steamers round to Montreal. Besides, the Montreal Board of Trade have backed up the representations of Mr. Wm. Vipond that his line at present running should receive a subsidy of some sort. The fruit trade however as a whole are opposed to this because the firm in question are actually sellers of fruit. If they got support therefore from the Government other firms would be discriminated against. The trade however are in favor of a subsidy to any parties who are simply in the carrying business and that alone. The fact that there is money in the venture is attested by the fact that money was made on every single consignment of fruit last year, while the present season so far has been successful also.

CHATS WITH BUSINESS MEN.

"Mark my words, you'll see D. W. Weismiller, of Hensall, sitting in the Ontario Legislature as member for South Huron," said a traveller to me Saturday. "Why do I think so? Well, I'll tell you. He is clever and a jolly good fellow to boot, and what is more, his friends want him to represent them. But what makes me think that it will not be long before he will have M.L.A. tacked on to the end of his name is this: This week I was up through his part of the country, and on all the billboards along the roadways I saw big flaming posters announcing that D. W. Weismiller, the gifted orator of Hensall, was to deliver a lecture on temperance. Now, knowing the circumstances, don't you think that Dave is preparing for the fight?" added the C. T., as with a wink he stuck his thumb into my ribs. "O, yes, Dave's a great boy."

I asked J. H. Devaney on Saturday last how he had found business on his route during the week? "Good—improving rapidly—especially since the Grits formulated their platform—effect on the country wonderfully reassuring," he replied with a laugh. Mr. Devaney, you know, is classified among the good Grits.

The City Travellers' Association of Toronto and the Hamilton Retail Grocers' As-

sociation will hold their annual picnics at Niagara Falls on the same date, July 19, Messrs. Maxwell, Owen, Dack and Macguire, representing the former, and President B. Winniffrith, J. O. Carpenter and W. R. Harvey, representing the latter, were all at the Falls on the same day last week making arrangements. "We're going to have a big time," said one of the Toronto men to me. "The Hamilton people told me that they would have the celebrated 13th Batt. band and at least three thousand people. We are going to have Ghoni's string band and—a big crowd"

* * *

"There," said a friend of mine as he stuck under my nose a rocky-looking substance, similar in appearance to asbestos, "is something that will interest you. What is it? Why, it is a piece of talc—or, to be more technical, a piece of silicate of magnesia. I was over in the States the other day"—and here the nasal twang he had cultivated while there became pronounced—"and I was informed that a new industry had sprung up in northern New York State to grind this into powder for adulterating flour. And there is a sample of the powder," he added as he carefully unfolded a piece of paper containing a powder of almost dazzling whiteness. "It's perfectly uninjurious," he explained. "Will pass through you without doing you the slightest harm. But it's heavier than flour. You can thus see the object they have in mixing it with that article. Is any of it being used in Canada? I think so. At least I have taken the pains to investigate, and I am told that a mill for grinding the silicate is being started in Belleville. There's tricks in every trade but ours," concluded my friend as he carefully stowed the powder in one pocket and the stick of talc in the other.

BYSTANDER.

INTERESTING TEA STORY.

DEAR GROCER,—Facts are stubborn things and inferences are sometimes dangerous; seeing and believing is to know that you are right and not mistaken. Yet there are some persons so peculiarly constituted that they will not believe facts, and although they may be proven and even convicted that they are wrong, yet they will persist in saying and doing just the opposite to their convictions, for sheer cussedness. I suppose it comes from a morbidness of spirit.

I am pleased to read in your last issue (particularly so at this juncture), on page 32, a clipping from "A correspondent of the Ceylon Observer" on Java tea, which bears out my statement conclusively that Java teas are very useful teas, if care is used in selecting them; and here let me say that, in my opinion, it requires no more care or attention to select a sweet Java tea than it does any particular kind of Ceylon or Indian, a Kin-

tuck, Hankow, or Foochow Congou, which may be required, but as in all other teas, so with Java, it does require care and attention in selecting them, and without giving this attention the best of judges sometimes are likely to make serious mistakes. Of course, it must always be allowed that some buyers and sellers of tea know very little about any kind of tea which they may see or have for sale. For instance, some few weeks ago a certain reputable, old established King street grocery firm, who do a large tea business, asked for samples of a low priced Kangra, which were scarce at the time. A certain salesman styling himself a broker (I mean no reflection upon him as such) undertook to find one if it was to be had. He procured a sample from a well known wholesale grocery firm, receiving the sample from one of the principles himself, who gave the broker the cost price of the tea—or supposed cost—and selling price as well. The broker took the sample as a Kangra in good faith and then proceeded to show it to the retail buyer, who accepted it as a Kangra and took a day or two to examine and to liquor it, and at last purchased five packages at his own offer. The tea was delivered and corresponded with sample shown by the broker, and it would have been all right and no doubt satisfactory to all parties concerned, had not an opposition broker, who feeling very jealous and very sore at not getting the order, happened to spy the marks on the packages (because there had been no attempt to disguise them), he with another confrere, told the purchaser that it was not a Kangra at all but an Indian of the poorest kind, which was true, and the packages proved the statement in making known the estate from whence the tea came, but the most funny part of the story is this, the broker who sold the tea had been fooled—badly fooled if he did not get his commission for selling the tea—and the very particular buyer himself got fooled also, and the two assiduous informers included, because not one of the crowd could tell it from a Kangra in leaf and in testing it in liquor. But when it was discovered to be an Indian tea of the Dorha Doon district it was returned to the wholesale firm, who for encouraging such a transaction, I think, should have their name placed on the "list" or "blackboard." This is only one instance of many having occurred in our midst. The inference which may be drawn from this little story I shall leave for your readers to ponder, and in closing let me remark that some dealers have much to learn yet in teas. Yea, we all have much to learn yet about tea, and those who imagine that they possess such superior knowledge and that theirs is the only encyclopedia on tea, I am afraid as they grow older and learn more they will have to confess that after all tea is somewhat of a hidden mystery.

Respectfully yours,

STEPHEN HUSTWITT.

Toronto, June 24, 1893.

THE POWER OF CREDIT.

Although a hundred years ago the meaning of the term credit carried with it but little significance, conditions have gradually grown to be such that now without credit business would practically cease says Ohio Merchant. Contract credit and you diminish trade, for it and it alone is the adhesive material with which commerce is cemented. The humblest tradesman or the broadest speculator feels its power and recognizes its importance. As each year goes by the scope of it widens, and although it started, according to the oldest traditions, in the form of personal accommodations, it now shapes the course of nations.

In mercantile life fully ninety per cent. of the heavy transactions of to-day are made upon some form of credit, and while the individual duration of credits may have shortened somewhat in recent years, the amount of it has been greatly increased. Its advantages over cash transactions are, in one sense, so great, that were it not for this system of extended payment probably not one-half of the present business could be done, while the accumulation of wealth would be rendered many times more difficult.

To the tradesman the condition of his credit, and to what extent it is good, is of the utmost importance, and anything which has a tendency to reflect upon its strength is particularly avoided. It is not a characteristic, but a condition, and there are many elements upon which it rests. Of these honesty and ability rank as foremost, and without these qualifications the obtaining of it is almost impossible. Many tradesmen, although possessing the former, are yet unable to obtain credit because lacking of the latter. The man of good intentions is a most common individual, but good intentions, unless backed by thorough ability, are worthless as an inducement for being allowed time.

To gain the stepping-stone of long extended credit a man must thoroughly understand his business, and in all his operations harmonize honesty and forethought with ability and determination. Smart men are not rare, nor is it at all difficult to discover perfect honesty; hence the combination of these two all-important factors in the large majority of tradesmen, whether large or small, has produced the real basis of credit. The extension of it in this country, which is far in advance of that in some nations, was created, however, by causes born of necessity as much as by an inducement to increase business.

When our cities were yet young the pioneers did not, as a rule, carry much collateral in their belts, and as a consequence the mutual dependence incident to primitive conditions created a common confidence which in a large measure constituted the basis of credit in those early days, which has only increased with successive years. To what extent it will eventually reach is of course only a conjecture, but even at the present

time it is the ruling power in commerce. It never knocks at the door of the indolent, nor lingers in the shadow of indecision, but to the able and progressive it forms the stepping stones to success.

HINTS ON CURING AND SMOKING.

So far as the greater part of the smoked meats in this country are concerned, the process called "washing" is a misnomer and a failure. We doubt very much if one person in a thousand could tell the so-called "washed meat" from unwashed. Possibly it eases the conscience of the smoker to go through the motions; at any rate, it does no serious injury to the meat. Sufficient labor is spent on the process to do good work, but the water is never carried warm enough to cut the briny residue (from the salt), slime and greasy substances adhering to the surface of the meat. To make a strictly first-class article it is necessary that the dirt be removed, and to effect this the water should be kept at a temperature of from 150 to 180 deg., and changed as often as possible. It is also a good plan to use a little soda, borax or boracic acid in the water—it helps to cut the grease and the two latter act as a fly preventative to a certain extent, even though the sweating in the smoke house will partially remove any such application made before smoking. It is customary for the stringers when through with the meat to press it into the wash tub, and as the washers are compelled to immerse their hands and arms in order to get hold of the pieces, they cannot, without great great discomfort, carry the water hot enough to be of any practical use. In the British Islands they keep the water fully up to this temperature—150 to 180 deg.—but the washer holds the meat by the string and alternately dips and scrubs it until thoroughly cleaned. That process would be too slow in this country, and we would advise those who have power to procure a meat washing machine. There are two such machines in use, either of which do better and cheaper work than can be done by hand.

The prettiest and most appetizing meats we have seen are those in the bacon shops of England. The meats, after being carefully washed and the "raggles" trimmed off, are hung in a drying room with a very moderate fire of coke, having a little sulphur on it. The effect of this is to make the fat a chalky white, the skin almost transparent, and give the lean a bright cherry color.

We think there is still a good deal of room for improvement in the handling of smoked meats, and that with these improvements will come a very much increased consumption. Formerly Board of Trade regulations discouraged advances in the line of cutting and curing, as it was no benefit to be better than "regular," but the advent of a few foreign houses with their more careful methods in our domestic smoked meat trade compelled

our home packers to give us an article very much superior to the dirty, hairy, salty, grimy stuff of a few years ago, when it was customary, instead of stringing the side, to make a slit and poke the dirty stick through it. Pork products do not yet hold the position they ought to and can hold if treated carefully and wholesomely, and we hope the competition and emulation of the smokers to obtain a reputation for their "brands" will keep increasing until bacon is as much the rich man's friend as it has hitherto been the friend of the poor man.—National Provisioner.

CANNED GOODS AND CONSUMERS.

It is not the province of the hard-worked grocer to waste time and patience in instructing his patrons regarding the properties of the different classes of goods that he handles, although it has occasionally been suggested by the trade press that he should do so. Life is too short for that, and it would perhaps behoove some dealers to take a preparatory course of education themselves. There ought, however, to be no objection to grocers generally posting their customers as to the qualities and grades of the more staple goods, because unless some such information is given the consumer there may be little chance of the dealer disposing of high grade and most profitable goods. There is one department of the grocery business regarding which much ignorance exists outside of the grocery trade, and that is canned goods. The average housekeeper is entirely unaware of the fact that many different brands, and not only different brands but different grades, are annually packed in this country by the canners, nine out of ten women ordering canned goods from their grocer without mentioning either brand or quality desired. "A can of peas" or "a can of peaches" is the usual form of the order when given by even intelligent women, and as one result of their ignorance of the astonishing variety of grades is that the lowest-priced and commonest goods acquire a larger demand than their merits deserve, it would be to the grocer's interests to enlighten them. If the common goods always gave satisfaction little harm would be done. Unfortunately they often do not do so, but set the consumer dead against everything put up in tins. Owing to the advertisements that are placed in vehicles that reach consumers by several of the more enterprising packers of extra goods, a comparatively few housekeepers may have become familiar with the merits of these brands, but the proportion of such consumers is very small. There are, besides, only relatively small quantities of special brands kept in stock by most grocers, and an education of customers regarding the merits of a single brand, while a good thing for the canner is not desirable for the dealer, who will soon run out of the same. What the grocer should do is to in-

form customers that there are various grades of quality in canned goods as in teas, coffees, etc., and he should offer the goods according to quality, and not according to brand. It might be a good plan for grocers to grade canned goods in their price lists and on their shelves, naming extra goods "first quality," good standards "second quality," and inferior standards "third quality," and keeping each grade in a separate place on the shelves under a prominent label or sign. Respectable jobbing houses afford retailers full information regarding the quality of canned goods, or, if not, the price of the label informs the dealer; but most consumers purchase according to the gaudiness of the color or artistic design of the labels on the cans, while their ignorance of the wide range of quality and price makes them too often the prey of the unscrupulous dealer.—*Merchants' Review.*

THE SMYRNA RAISIN TRADE.

The representative of the French Government at Smyrna, in a recent report to his Government, says that the demand for Smyrna raisins is constantly increasing, and Smyrna, Tchesme, Vourlah, the valleys of Meandre, Caistre, and Hermus are now covered with vineyards. Nearly all the raisins produced are exported, only a small proportion being retained for home consumption. The cultivation of the vine does not present any peculiar features; the soil is of itself productive, and by its natural richness compensates for the absence of intelligent systems of cultivation. It is only of late years that the introduction of certain European systems of cultivation has been effected, and this is due partly to the development of the railways and partly to the initiative of foreign growers, more particularly of a German company owning large vineyards in the province.

The gathering of the grapes commences usually in August, and the drying is effected by spreading them on the ground, where they remain for eight or ten days, and during this period it is of considerable importance that the season should be a dry one, as rain, by the prejudicial effect it exercises upon the grape, is greatly feared; fortunately, however, for the process, the month of August is usually fine and dry. This primitive treatment is the only one to which black raisins are subjected with a view to drying them, but for red raisins it is necessary to take greater precautions, as the latter are more easily spoiled. These are dipped in a composition of water, cinders, potash and oil. Dried raisins, according to quality, nature, and origin, are divided into different classes. The sultanas, which are consumed as table fruits, and used also for confectionery, are chiefly exported to England, America, Austria, and Germany; and these sultanas comprise several varieties, known by the names of the places in which they are produced, as,

forexample, Carabournon, Vourlah, Tchesme, Phoce, and Yerli. Black and red raisins (rosaki) are chiefly sent to France, and used by grocers and distillers, and these again are divided into two classes—large and small fruit.

There are black raisins for eating and for wine-making—for the latter they are much sought after—and the white muscat raisin, which has a good appearance, and of which considerable quantities are sent to Germany for use in making vermouth. The small fruits are comprised under the generic term of Thyra. The Thyra raisins, to use a generic term, compose the bulk of the exports to France, and these are black in color with a slight bluish tint. In connection with the shipment of these raisins no previous manipulation of any complicated character is necessary; they come from the interior in bags, and as they are generally mixed with earth and other foreign bodies, the bags are emptied and carefully examined with a view to removing the exteraneous matter, and also to see if the raisins are of the desired quality. In the latest year for which statistics are available the value of the exports of dried raisins from Smyrna amounted to £708,000; in this amount England was represented to the extent of £300,000; France, £300,000; Austria-Hungary, £40,000; Germany, £20,000; America, £12,000; and Russia, about £8,000.

For some time past a considerable fall in the price of raisins has been observable, and this fall is as much as 40 per cent. in the case of ordinary raisins on the average prices of past years. For raisins of superior quality, which are much in demand, and the prices of which should consequently remain pretty firm, the fall in prices has reached as much as 25 or 30 per cent. Dried raisins have many uses; they are employed as table fruits, in pastry-making, in confectionery, and in the manufacture of wine known as dried raisin wine; they enter into composition of ordinary wines, and in the preparation of fresh grape wine they help to enrich the must, thus fulfilling the duties of sugar. Distillers use them in large quantities, and the white muscat raisin is in great demand in Switzerland and Austria for the making of vermouth, while the sweet wine which is sold under the name of Samos wine is made with the dried raisins of this particular district. The residuum of the manufacture of dried raisin wine—the less—have also their uses, as from these is made a kind of brandy known as mastic, which is much appreciated by the inhabitants of the Smyrna district. In the interior the lees are sometimes used for feeding cattle and poultry. In France they are employed in the manufacture of carbonate of potash, and in the departments of the Miçi, Herault, Gard, and Aude, by introducing thin strips of copper in masses of lees a subacetate of copper is formed, which is used in industry. Vinegar made with less is considered excellent, and, finally, they contain all the elements necessary for making a good manure.—*London Grocer.*

MUSTARD CROP PROSPECTS.

Owing to the dry season the mustard crop prospects are hardly so bright as might be desired, especially upon the heavy lands. Much damage has been done in places by the fly, and in certain districts, our Wisbech correspondent states, there are less than twenty acres of really good cropping where there are usually a hundred. From the marshy parishes in the Fen district better reports come, and it is probable that the seed which is harvested will be of a good quality, as it should be, with the fine bright sunshine which prevails. So far as can be ascertained, white mustard will again be the best crop. It is stated that one large grower of mustard in South Lincolnshire had to plough up some of the brown seedlings in consequence of their unpromising appearance; he has, however, been able to sow a second crop, which looks better. Mustard-growing ought to be profitable, even with drawbacks, which are inevitable in the case of any agricultural crop, and a bright harvest, with absence of windy weather, may put things all right for everyone.—*Grocer.*

GROCERS AND GROCERIES.

It requires a combination of business qualities to make a successful grocer, says Pennsylvania Grocer. He must be a good judge of the commodities which he handles, must have a knowledge of values, and must know the peculiarities of his customers. Possessing these gifts, and paying strict attention to business, his chances for a successful career are good.

There is a sort of fashion in groceries, as in dry goods and other articles. What is popular and active in one place may be dead stock in another. A Liberty street wholesaler said the other day that he had a great run on a certain brand of canned corn in West Virginia, but found very little sale for it in Ohio, where another brand was all the go. Neither of these brands suited the Pennsylvania market. It is the same with almost everything. Flour and coffee are conspicuous examples of this diversity of tastes, as shown by the multitude of brands and blends that are in the market.

The grocer must study and cater to these peculiarities of taste to be successful. He may, by persistent effort, overcome local idiosyncracies; but if he be a wise man, as his calling demands, he will follow the wishes of his customers and keep his own ideas in the background.

The closer the grocer studies these things the better for him. He cannot do as he pleases. He will find it more popular to follow than to lead. If he wants to play the role of a reformer he must work very carefully, or he will arouse such antagonism as will make his position very uncomfortable. He must insinuate his personality into the community. He cannot do it by direct attack. By pursuing this policy he may effect valuable reforms in the tastes and manners of his patrons.

HAMILTON BOARD OF TRADE.

A meeting of the Hamilton Board of Trade was held Monday afternoon to nominate officers. President Lottridge declined re-election. The following nominations were made: President, A. T. Wood, J. M. Lottridge, St. C. Balfour, J. J. Mason, Archdale Wilson, H. N. Kittson and John Milne; vice-president, St. C. Balfour, J. J. Mason, Archdale Wilson, H. F. Gardiner, Alexander Turner and William Young; secretary, C. R. Smith; members of the council for three years, W. H. Classco, J. Hoodless, A. Gartshore, St. C. Balfour, John A. Bruce, W. A. Robinson and A. Wilson; board of arbitration, J. Turnbull, John Calder, F. H. Lambe and Robert Thomson. The election will take place next Monday.

STRAWBERRY CROP RUINED.

An Oakville, Ont., despatch of the 26th inst. says: Farmers in and around Oakville are bewailing themselves this morning, for all their fond hopes of a heavy fruit crop this year have been dispersed at one fell swoop. The storm that struck the strawberry town last evening about 5 o'clock was heavier than any in the memory of the oldest inhabitant, the hailstones came down in a fast and furious manner and completely depleted the trees of their store of young fruit, while the strawberries for the Toronto market will be more conspicuous for their absence than for their flavor during the coming week. The road to the pier and the Lake Shore road near the bridge were both washed out and made quite impassable for vehicles.

CROPS IN MANITOBA.

The Manitoba Government has just issued its first crop bulletin of the season. The subjoined statement gives comparison of acreage with last year:

Acres.	1892.	1893.
Wheat.....	875,990	1,003,640
Oats.....	332,974	388,529
Barley.....	97,644	114,762
Potatoes.....	10,003	12,387
Roots.....	17,498	20,919
Fallowed for crop.....	250,255	274,588
Fall ploughed.....	325,717	473,410

These figures show a considerable increase over last year's average. Taken by districts the southwestern district shows the greatest increase of acreage, due to the impetus given by the extension of branch railroads during the past year there. Potato and root crops are also largely increased over last year. There are nearly 13,000 acres planted with potatoes and 21,000 with root crops. The area under rye is 2,229; under flax, 9,637, and area under corn, peas, etc., 1,059. The total area under all crops is 1,533,262 acres, while that of last year was 1,341,270 acres, showing an increase of 211,992 acres. It is pleasing

to notice that there is a decided increase in the number of acres fallowed, while special attention was given to fall ploughing. So much land being prepared for seed last fall has enabled the farmers to put in seed this spring in a very short period of time. Over 5,000 men are now employed as hired help, and reports indicate that about 2,000 extra men will be required to assist in taking off the harvest. It is expected that these 2,000 men will be obtained from Ontario and Quebec. The wages paid for hired help run from \$15 to \$25 per month with board. The bulletin reports great scarcity of female help, and every inducement will be offered to secure females from the eastern provinces. All reports agree that the crops promise magnificently, and that the growth has been phenomenal. The weather has been particularly favorable, and continues to be.

THE NEW PETROLEUM ACT.

The amendments made to the Petroleum Inspection Act go into effect Saturday next, and meanwhile an order in council has been passed declaring the following as the ports at which tank cars with petroleum for illuminating purposes may be imported, subject to such regulations for the protection of the revenue as the Department of Customs may establish, namely:

Ontario—Toronto, Hamilton, St. Catharines, Whitby, Oshawa, Owen Sound, London, St. Thomas, Stratford, Brantford, Guelph, Galt, Berlin, Sarnia, Cornwall, Prescott, Smith's Falls, Perth, Ottawa, Pembroke, Kingston, Belleville, Port Hope, Peterborough, Brockville, Napanee, Fort Erie, Sault Ste. Marie, Port Stanley, Port Arthur.

Quebec—Montreal, Quebec, St. John's, St. Hyacinthe, Sherbrooke, Sorel, Joliette, Three Rivers, St. Jerome, Coaticook, Stanstead, Fraserville, Rimouski.

New Brunswick—Sussex, St. John, Moncton, Fredericton, Chatham, St. Stephen, Edmundston, Woodstock.

Nova Scotia—Halifax, Truro, Pictou, Yarmouth, Sydney, Lunenburg, Antigonish.

Manitoba and the North-west Territories—Winnipeg, Brandon, Calgary, Lethbridge, Regina.

British Columbia—Vancouver, Kamloops, New Westminster.

His Excellency is further pleased to order that petroleum in packages of 50 gallons or less may be entered at any duly established custom port, and at all such ports when no excise officer is present or available. The duty of inspection shall be performed under the supervision of the Collector of Customs for such port.

The amending Act of last season makes important changes in the tariff of inspection fees. For both Canadian and imported oil the charges are made uniform, which is a large reduction on the American product.

For instance, a package containing from 10 to 50 gallons will only cost 10 cents, instead of 30 cents: a package containing from 5 to 10 gallons, 5 cents instead of 10 cents, and less than 5 gallons 2½ cents in place of 5c. Oils intended solely for use as lubricants and unfit from their properties for illuminating purposes, are exempt from inspection, but the packages in which such oil is contained must be conspicuously marked or branded "non-illuminating."

THE PRUNE CROP OUTLOOK.

The prune crop of Bosnia and Servia presented a rather doubtful appearance early in the season owing to the prevalence of drought in the growing sections, but the weather subsequently improved, and now the reports come of a more encouraging character, with the crop put down as likely to be of an average quantity. These reports of more favorable prospects are confirmed by Messrs. Louis Ritz & Co., Hamburg, and Sig. Singer & Bruder, Budapest, both advising: "Wet weather, and prospects much improved."

From Bordeaux most flattering reports are submitted of the probable yield of French prunes this season. One authority writes:

"At the present time it is impossible to speak with certainty about the coming crop of French prunes, as, with the exception of damage from hailstorms, which might affect the quality without reducing the quantity, this crop has nothing more to fear."

"The maturity of the fruit is nearly a month in advance of the average, and it is anticipated that the markets will be fairly well supplied by the middle of August; goods will thus be ready before they are generally wanted, which circumstance is a great factor in favor of low prices."

"There is already some sellers here of the four sizes for September delivery at 30 francs, but prudent buyers point to 25 francs as being a more reasonable basis."

From another reliable source the following report is received:

"After having sent a representative into the interior for the purpose of forming an opinion on the prospects of the prune crop, we are in position to inform you from our own knowledge that some will turn out very large, there being, with the exception of only a very few small districts which have suffered greatly from vermin, almost as many prunes as leaves on the trees. Owing to the fruit having attained the half of their final size, we are as good as certain that these splendid prospects will not be thwarted, and we reckon that the crop will definitely result as large as we are arguing, especially as the weather continues very favorable."—N. Y. Bulletin.

What is meant by preferred creditors? The ones that don't bother you, usually.—Brooklyn Life.

Now
is
the
Time

When your customers will be asking for Lime Juice, Cordial, Potted Meats, Canned Meats and Fish, Key Sardines, Condensed Milk, Condensed Coffee and Cream, Fancy Canned Goods, and all such seasonable goods.

ARE YOU PREPARED TO MEET THE DEMAND ?



WE CARRY A FULL ASSORTMENT.
WE QUOTE LOW PRICES.
WE KEEP THE BEST GOODS.

WE ARE ANXIOUS TO SELL.

Lucas, Steele & Bristol,

WHOLESALE GROCERS, - - HAMILTON, ONT.

James Turner & Co., Hamilton.

JAPAN

Small wiry leaf, pale drawing.

CONGOU

Heavy-bodied Moeing.

YOUNG HYSON

True Moyune.

THE BEST TEAS TO RETAIL AT 25c. IN CANADA.

Something Special. Send for sample, or better still, send in your orders. You will be more than pleased if you do.

PRICE, 18c.

BALFOUR & CO., Wholesale Grocers, Hamilton

Wholesale Agents for

"St. Olaf"

Pronounced the finest of its kind.

Norway Condensed Milk

"Viking"

Unsweetened — Really Evaporated Cream.

CLOSE PRICES TO THE TRADE.

WRITE US BEFORE PLACING YOUR ORDERS.



We are offering

Special Values in

- - **Indian Pekoe Souchongs**

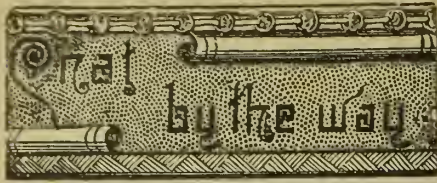
DIRECT SHIPMENTS UNOPENED IN LONDON.

Packed in half-chests from 18c. to 20c.

.. WRITE FOR SAMPLES ..

STEEL, HAYTER & CO., Toronto

Proprietors of the well-known "MONSOON" Brand, Pure Indian Tea.



[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

A peculiarly delicious sauce made in Egypt and served at hotels, is said to be the "essence of grasshopper."

N. E. Galbraith of Hamilton has sold out to M. S. Bradt of Niagara Falls. Mr. Bradt has taken possession.

L. S. Town of Rose, N. Y., informs THE GROCER that the prospect is good for a large apple crop in that state.

The total shipments of cattle from the port of Montreal during the week ending Saturday last were 2,275 head.

Frank Stewart has bought out the business of Mrs. P. J. O'Malley, Newmarket. Mr. Stewart formerly kept a liquor store at Bradford.

Messrs. Jones & Russell have opened out in business at Allenwood, near Elmvale. "Both are young men and I think they will do well," said THE GROCER'S informant.

Maycock & Newman, Essex, have prepared plans for a \$7,000 business block to be erected by Thorne & Campbell, for John Baines, on Sandwich street, opposite Ferry's building.

Out of a total pack of a million cases of canned fruits, put up in California last year, only 2,000 cases were of apples. The industry has evidently room to grow in that Golden State.

The following postoffices were opened in Ontario on June 1: Devon, South Perth; Ellengowan, East Bruce; Jacks' Lake, North Simcoe; Melissa, Muskoka; Pentland, Centre Wellington; Saintsbury, North Middlesex.

A prominent London grocer proposes that a law be passed limiting a grocer's suit for a debt to \$10, which, he says, would compel the grocer to shut down on supplying a debtor before his losses would compel him to shut up.

Since navigation opened large cargoes of hay have been going out of Montreal weekly and the shippers have realized handsome profits. A number of English buyers have been through the country buying up all the hay they could find.

The council of the Montreal Board of Trade has decided to postpone the formal opening of the new building until about September. This action was deemed advisable owing to the unfinished state of the building and the absence of a number of the mem-

bers of the board, who in this warm weather spend their time out of town. The opening will be celebrated by a banquet and other festivities. A large number of delegates will be invited from the various cities in Canada and the United States. It is expected that the Earl of Aberdeen will also attend.

The crop of strawberries in Essex county is an enormous one, and during the past few days they have dropped from 10 to 5 cents a quart. Some think they will go lower in price, but the dealers say not and that the harvest will be over in a few days. They claim that the crop has ripened very rapidly.

The Vermont Maple Sugar Laboratory, closed for the season, has weighed for inspection 4,759,762 pounds. The amount of bounty will be in the vicinity of \$72,500. This covers the product of all the New England States. The Vermont bounty will be close to \$70,000.

The deposits in the postoffice savings banks of the Dominion during May amounted to \$669,710, and the withdrawals to \$546,412. In the Government savings banks the month's deposits amounted to \$289,179 and the withdrawals to \$320,236.

Sea fowls' eggs have one remarkable peculiarity—they are nearly conical in form, broad at the base and sharp at the point, so that they will only roll in a circle. They are laid on the bare edges of high rocks, from which they would almost surely roll off save for this happy provision of nature.

It is officially shown that the total immigration from Japan into the United States from 1861 to 1892, inclusive, has aggregated 5,271. During this time many of these have returned and some have died, so that the present number of Japanese in the United States is quite inconsiderable.

Put pulverized potash, which soon become sticky when exposed to the air, in all the rat holes about the house. The special detestation of a rat is anything which will stick to its silky coat. Some persons find a mixture of equal parts of cayenne pepper and Scotch snuff sprinkled well into the holes still more efficacious.

The growth of the orange industry in Florida has increased from a production of 600,000 boxes in 1885 to 3,900,000 for the season just closed, and according to conservative estimates the coming crop will be fully 5,000,000 boxes, of which over 4,000,000 will be marketed. The average price received by growers the past season was \$1 31 per box.

The catsup business is growing to be an enormous industry in this country, and the use of the piquant sauce as a stimulant is a possibility of the future, judging from the following indorsement from a washerwoman, which the manufacturer of a certain brand declares is the strongest tribute that his product ever received: "Yes, mum, I'm strong, but that tomaterketch-me-up is a help.

After I drink a pint bottle of that stuff I kin do a two days' wash in one."—American Cidermaker.

Russell Sage once kept a grocery store at Troy and invested his surplus funds in a bank, of which in the fullness of time he became a director. It is said that he now has more ready money than any individual in Wall Street, and that he could draw his check for twenty million dollars and get it cashed.—Merchants' Review.

Those who growl about the vacation "fad" forget that it cannot reduce the volume of business. It merely transfers a large portion of summer trade to spring and fall. People must eat, drink and wear clothes wherever they are. The additional luxuries of travel and summer outing provide employment for a host of wage earners that become themselves consumers.—Ex.

A queer story is related of a druggist in Richmond, Va. He will not sell cigars on Sunday, but his stock of chewing tobacco is always open. His explanation for this method is simple. Plug tobacco, he says, is tobacco proper, and is mentioned in the pharmacopœia as a drug and medicine. Cigars are not recognized as such. His motto must be "Medicines Only Sold on Sunday."

The young Boston Clerk who helped himself to his employer's securities very likely was underpaid. But the re-employment of him at an advanced salary, after his confession of his weakness, is something of a novelty in the "fitting of the punishment to the crime." It recognizes one thing, however, and that is the moral responsibility of employers who place large financial trusts in the hands of poorly paid employees.—Ex.

N. Y. Bulletin in reply to a query: The value of unmanufactured corkwood annually imported into the United States is about one million dollars. The value of the annual imports of manufactured corks and cork bark is between a quarter and a half million dollars. The largest imports of unmanufactured corkwood during any one of the last five years was \$1,368,244 in 1892, and the smallest was \$902,047 in 1889. Of manufactured

To Grocers - -

Teas of all kinds, repacked into Half Chests and Catties of all Sizes.

Teas reconstructed, coopered, matted, and caned promptly, and at low prices.

BY _____

BLAIKLOCK BROS.,
17 Common St., MONTREAL.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

SOLE AGENTS FOR

JUST ARRIVED

The Counter Tea Mixer : West India Molasses
Arguimban off Stalk Valencias

No grocer should be without it.

Full Assortment of General Groceries Always on Hand.

ALWAYS keep yourself well stocked with our Extracts, both in the ten cent and best lines. They are good sellers and make you big profits.

THE
SNOW DRIFT CO.
BRANTFORD.



Brantford and Pelee Island } J. S. HAMILTON & CO'Y,
Sole Agents for Canada. BRANTFORD, ONT.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

Curers of the Celebrated C.M.P. Brand of Smoked Meat, Sugar cured extra-flavored Hams and Bacon.

Compressed Corned Beef. Ox and Lunch Tongue
Pure Lard a Specialty.

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

Handled by retailer
as shelf or counter
goods. No waste.
Gives general satis-
faction.

Sells at all seasons.

Will not ferment in
warm weather.



The best and cheapest
Mince Meat on
Earth. Price re-
duced to \$12.00
per gross, net.

J. H. WETHEY, St. Catharines, Ont.

LAWSON BROS.

Manufacturers
of . . .

Rolled Oats, Rolled Wheat, Flake Peas,
Flake Hominy, Flake Barley, Wheatlets,
Etc. Put up in bulk, boxes, barrels, and
packages.

The Best Goods in the Dominion.

259 and 261 King St. W., Toronto, Ont.

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver,
Nickel Steel, and Household Utensils
generally.

Has no equal in the market.

L. E. LAWSON,
261 King St. West - - TORONTO, ONT.

JOHNSTON'S FLUID BEEF

is the virtues of Prime Beef in a con-
centrated and easily-digested form.

Invaluable
As a Strength-giving Food

corks and cork bark the largest importation made in any year within the same period was \$425,942 in 1891, and the smallest was \$255,636 in 1889.

Business men complain of a number of dead beats, chiefly young men, who run up bills here and there and then refuse to pay. Some of them clear out of town and the others who remain brazen it out. It is of little use to invoke the law, as it entails expenses, and a dollar a week is about all that can be collected from them at best by a judgment summons.—Tribune, Deseronto.

The favorite examples of meanings out of joint are Irish bulls (so-called), and their name is legion. "'Tis better to be a coward for five minutes than dead the rest of your life," affirmed an Irishman in the witness-box. A Kerry man who fell down on a mountain walk exclaimed, with satisfaction, "Glory be to God that I wasn't walking back over the mountain a dead man!" And Sheridan Le Fanu has furnished a gem—"The only way to prevent what's past is to put a put a stop to it before it happens." In much the same way an Irish tenant observed that "it was a hard thing for a man to be turned out of the house which his father built and his grandfather was born in."

An Ottawa despatch says: J. B. Spence, of Ceylon, made an arrangement to-day with the local agent of the Rathbun Company for a trial shipment of shooks for the construction of tea boxes. Of all the woods submitted Mr. Spence favored the Douglas fir, of British Columbia, which he considers vastly superior to the wood now obtained from Japan. Shipments of fir box shooks can be made direct from British Columbia to Ceylon, and Mr. Spence believes is that the trade will soon become one of the most important branches of our labor industry. The tea trade of Ceylon will require about 1,000,000 boxes yearly.

Operators in wholesale parcels of staple groceries have, as a rule, been able to carry supplies fairly well during the financial strain, and forced realizing was an exception. Nevertheless, the depressing influence of continuous dull trade could not be entirely avoided, and a gradual shading off of valuation has brought the cost line very low on some of the leading articles below a parity of rates ruling primal markets. There has been no want of appreciation of that fact among the local trade, but difficulties in the way of obtaining assistance for carrying has acted as a restraint upon investment for either regular purposes or in a speculative way. Foreign capital, however, has of late commenced to recognize opportunities, and has made investment in spices, rice and coffee in some cases to be held here for a rise, and in other instances to go forward and seek sale on the markets abroad at an assured margin for profit.—N. Y. Bulletin.

It does not take the average Chinaman long to learn all the ways of the most civil-

ized Caucasian when he gets in contact with them. Not long ago about fifty Chinamen were arrested in New York city and brought before the bar of justice at one of the police courts. The cause of this wholesale arrest was the discovery that many Chinamen were found to have in their possession long strips of brilliant paper covered with the usual hieroglyphics so common on laundry tickets. The strips were supposed by the sleuth-hounds of justice to be some kind of new lottery tickets. The justice before whom the prisoners were brought was unable to decipher this Mongolian hand-writing and was inclined to send them all up for thirty days, when the court interpreter read over the ticket and pronounced it to be a circular of a grocery firm in Mott street, which offered to give a prize of a teapot to the person buying the most goods from the store during the following week. Thus do our Chinamen learn quickly that advertising pays.—Business.

Newly-married commercial's wife: "Promise me, John, that you will not get into any terrible railway accidents, or be burned to death at a hotel. Promise me that, John, or my heart will break." John promised faithfully that he would not.

He: "There isn't enough on this breakfast table to feed a canary bird." She: "I know it, my dear; but there are several things I want you to order in town, and I know you'll forget all about them unless you leave the house hungry."

A certain man's wife heard him in the adjoining pantry making explosive remarks. "What are you doing, my dear?" she asked.

"Opening a can of tomatoes," he answered.

"What are you opening it with?" she asked sweetly.

"With a knife," he replied savagely. "Did you suppose I was opening it with my teeth?"

"No. From the language which you used I thought you were opening it with prayer."

Mr. Billus (looking over the grocer's bill.) Four dollars' worth of strawberries in one week! "Suffering Job, Maria, do you think I'm made of money? Mrs. Billus—Don't agitate yourself, John. You'll shake that \$25 meeschaum out of your pocket.—Chicago Tribune.

The merchants who sell dry goods and what nots in the country stores have some odd experiences. One of them, a live fellow from Delanco, N.J., was buying goods in a Front street wholesale grocery establishment Tuesday, and he told a good many tales of the flow of trade up there. "A bright, healthy and somewhat fleshy woman came into my store t'other day," he said, "and asked for garter elastic. 'How much?' I asked. 'How much will it take?' says she. I was floored. I didn't know what to say to get out of the dilemma. I had to say something in a hurry, and blurt-

ed out: 'How should I know?' 'Why, to be sure,' says she, and I'll be hanged if she didn't measure right there, and she bought a yard and a quarter."—Philadelphia Grocery World.

Since the emancipation of the slaves in Brazil, it has been almost impossible to get the requisite labor done on the plantations, and it is estimated that the government lost about ten million dollars last year through the inability of the planters to gather the coffee berries. It is now proposed to engage about 100,000 Chinamen annually, for a term of years, to work on the plantations, and a Brazilian agent is at present on the way to China for that purpose. The Brazilian government favors the scheme, and will negotiate a treaty to protect the imported laborers. A line of steamers will be established to carry sugar, cocoa and rubber from Rio de Janeiro to Shanghai, and bring back rice, coal and coolies.

A great many storekeepers only advertise when they want to get rid of shopworn, out-of-date or unsaleable stock. They advertise the goods in glowing terms, announce unprecedented bargains and congratulate themselves on their ability when they have emptied their stores of all refuse. The public, however, finds that it has been more or less victimized, thinks that all goods in said stores are of like undesirability, and passes by to rival establishments. The best plan is to advertise for a reputation and not for a store scouring.—Printers' Ink.

During warm weather it is necessary to have green hides salted promptly or they will spoil, but hides can be shipped green in the winter season in a frozen state without salting. To cure a hide properly it is first necessary to trim it by cutting off what does not belong to the hide, such as horns, tail bones and sinews, then spread the hide on the floor and sprinkle salt evenly and freely over the flesh side. In this way, pile one hide on the other, flesh side up, head on head, tail on tail. Stretch out the flanks and legs so as to give the hides a chance to drain. It will take a week or more to cure hides thoroughly.—Ex.

A couple of years ago an Augusta, Me., grocer spoke of the fact that his customers were constantly expressing a desire for old-fashioned cookies and gingerbread. His wife's skill in cooking is noted, and in her spare time she cooked a large batch of these toothsome dainties and persuaded her husband to put them on sale. They instantly want and the demand was for more. Now when she bakes for home use she works as well for the store, and there is a constant demand for her culinary products that is just about four times as great as the supply. In less than two years she has sold about \$600 worth of gingerbread and cookies.—American Grocer.

STRAWBERRIES

We are offering

A Deal in 2lb. Strawberries.

Packed in Heavy Syrup. Quality the Best.

|| This is a Snap Shot,
Only Open for a Few Days. ||

Price \$1.30 . . .
. . . per dozen.

H. P. Eckardt & Co., WHOLESALE GROCERS Toronto

**FOR
COOKING
PURPOSES**



STERILIZED.

It makes the most delicious

**PUDDINGS
CUSTARDS
ICE CREAM**

DELAFIELD, McGOVERN & CO.,
91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

Old Government Java, Arabian Mocha, Plantation Ceylon, Maracaibo and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

We Offer to the Trade :

GREENBANK Double Concentrated Lye; solid and powdered, in tins.

GREENBANK Caustic Soda, in barrels, 98 %.

GREENBANK Chloride of Lime, in metallic tins of $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb.

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS **Montreal**

ARRIVING THIS WEEK :

From the Finest Gardens in Ceylon. . . .

Chests, Choicest Tippy Pekoes.

ALSO

Half Chests, Choicest Pekoe Congous.

Caddies, Choicest Scented Orange Pekoes.

Caddies, Choicest Formosa Oolongs.

REGAN, WHITE & CO. - - - - **Montreal**

CAVERHILL, HUGHES & CO.

IMPORTERS

AND

WHOLESALE GROCERS

309..311 and 313 Commissioner
Cor. St. Peter Street.

MONTREAL

THE FIRMNESS OF SUGAR.

The sugar position continues as interesting as ever. The prospect of a lower range of prices seems to be as distant as early in the spring when the strong upward tendency of the market commenced to make itself felt in a most unmistakable way. In fact, as a leading Montreal wholesale merchant put it to THE GROCER correspondent the other day, circumstances right along have combined to intensify the strength of the market as the season progressed. In the early spring there was a rush of excited buyers who had held off a little longer than they should, and this, coupled with the fact that refiners would only sell a short way ahead, owing to the strong support they had, made buyers even more urgent. Then came reports of a shortage in the Cuban crop, while each day's advices reported increasing firmness in beet. All this had its effect, and finally when the SS. Craig-side with a cargo of sugar for one of the big Montreal refineries went down near Halifax manufacturers at that centre grew even more independent in their views. Besides having the outside support mentioned previously, they knew that the preserving season was coming on and of course this strengthened them still more in the idea that they were entitled to higher values. With all these influences operating there has been a steady upward march in their prices. Last April before the move started refined sugar sold at 4 1-2c., and buyers were under the opinion that they would be able to get all they wanted at that price. That this was a fallacy the present price of the article attests, for today granulated is firm at 5 1-2c. at the refineries, or a full cent above what it was two months ago, and the very inside price on yellows is 4 1-2c., with

bright stock running as high as 5 1-4c., according to grade. Raw sugar has of course been equally firm, and cables this week from across the water state that the price of beet has again advanced, with the prospect of a still further rise owing to the drought and the tendency of the sugar market generally. Consequently nothing is the word in Montreal, while in addition to it all the expectation is that owing to the heavy crop of strawberries and other fruit the low prices will lead to increased preserving by housewives, and so materially add to the consumption of sugar. This fact is making buyers more anxious about supplies and business shows a tendency toward expansion which would be marked only that the cautious course pursued by the refiners acts as a check.

TOO MANY CANNED STRAWBERRIES

"The demand for canned fruits has slackened off so much during the last couple of years," said a handler to THE GROCER Wednesday, "that they have been a drug on the market. Packers, particularly of canned strawberries, have this year had to carry several lots over. The plain fact of the matter is that there is not the outlet for them, the people having to a large extent quit using canned fruit. Even at low prices there is practically no great demand. Now this is a fact, and I know it, for we have had canned strawberries this last two years which we cannot get rid of. One firm on the street, so at least I understand, is even offering the very best quality of strawberries at \$1.30 per dozen which would easily cost the packer \$1.60 to put up. Over in the States for the same class of goods as these the packers get \$2 to \$2.10 a dozen. However, as long as packers continue to put up large lots of these goods they will continue to be sacrificed."

PERSONAL MENTION.

John Northway of J. Northway & Co. Orillia, will start for Europe shortly on his accustomed annual buying trip.

John Sloan of Sloan & Crowther and quarter-master of the Governor-general's Body Guard, is out at camp with that corps at Wells' Hill.

Mr. Dixon, manager for Beatty & Co., St. Mary's, sailed for London, Eng., last week on a buying trip. The firm does a large general jobbing trade, but Mr. Dixon goes to buy dry goods.

Mayor H. Telfer of Telfer Bros., Collingwood, was in Toronto Saturday last with the lacrosse team of that town, which under his captaincy did battle with the Toronto's for the inter-mediate championship.

W. Burgess of Bala, was in Toronto last week. Before returning home he left a large order for fancy groceries which he expects to find customers for in the tourists that will this summer stream into Muskoka.

J. F. Eby of Eby, Blain & Co., who injured his knee about three weeks ago while out riding, was down to business again Tuesday, the first time in over two weeks. He is not yet able to put his foot to the ground.

Mr. Hickey formerly of Wilson & Hickey, Woodstock, is now city traveller for Lucas, Steele & Bristol, of Hamilton. "I think he is going to do well from what I can hear," said a traveller to THE GROCER. "And so he should, for he's a decent fellow."

DRY GOODS.

(From the DRY GOODS REVIEW.)

MONTREAL MARKETS.

Despite the fact that the present is the the interim season between the summer and fall trips, the week has presented a moderate degree of activity in dry goods. Travellers are now out, and, although it is rather early as yet for their report to be a reliable gauge, yet they are encouraging. Buyers, however, show caution, and the trade as a whole doesn't expect them to show their hand very plainly in regard to fall supplies until after the first or second week in July, by which time a pretty fair approximate estimate of what the coming crop possibilities are can be made. It is worthy of note, though, that the city retail trade continues active, and that the demand which we have noted from week to week for all wool challies, prints, etc., is still apparent and not to be ignored. Some good letter orders from the country have been another satisfactory feature. Payments, however, have given considerable reason for complaints which is the most disturbing factor.

There were some handsome lines of shot and tartan silks opened up by Messrs. S. Greenshields & Son last week.

Gault Bros. expect a brisk demand for box cloths and ulsterings this fall, and have been receiving some good lines of them.

Mr. Wm. Agnew, of Wm. Agnew & Co., anticipates a good demand for cashmeres this fall. The firm make a specialty of this line, and fine dress goods.

TORONTO MARKET.

This week has been a fairly brisk one in the dry goods trade. There is no doubt that the volume of trade for June will surpass that of June, 1892, although that was an extra good month. The enquiry for all classes of summer goods has been very lively, and many kinds of stock are being cleared out. If the sorting trade continues for a few days longer wholesalers' stocks will be in excellent condition, as the strong demand during the past three weeks has lightened them at a most surprising rate. The tone of the trade this week is much more refreshing than it has been for several months.

A noticeable feature in the clearing of summer stocks is the fact that it has not been necessary so far to modify prices, except in a very few cases. There has been a marked absence of slaughtering, a feature which must be pleasing to both wholesaler and retailer. The only fault to be found with this trade is that some June sales have been dated October 1st, a foolish and disastrous proceeding.

Mr. J. S. McConnell, wholesale dry goods merchant, of Vancouver, B.C., has been visiting this market. He reports the dry goods trade as being in a very flourishing condition in that city. He also claims that the passenger traffic between Winnipeg and Vancouver is greater than that between Toronto and



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

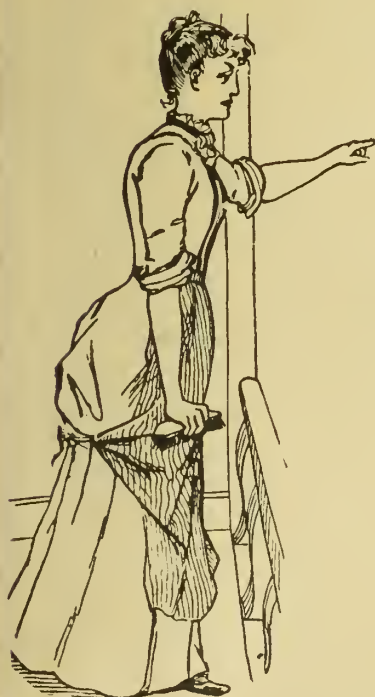
Read this

The Elgin Dairy Report, published at Elgin, N.Y., in their issue of February 15, 1892, has a special article to the butter makers of America advising them against the use of American or domestic salts for butter or cheese. This article applies to Canadian salts as well, and coming from the highest Dairy Authority in America it will pay you to ponder over it, and — profit by it:

HOW SALT AFFECTS BUTTER.

"It is a well established fact that the quality of butter and cheese is either enhanced or destroyed by the influence which pure or impure salt has upon them, and dairymen cannot be too careful in the selection of their salt. Within the last few years several new brands of so-called dairy salt have been forced upon consumers as 'just as good as any salt in the market,' and in some instances the lower price, outward appearance and good looks of these salts have tempted them to give them a trial. When butter is fresh the effect of the salt on its quality is not perceivable, but after a week or two the chemical impurities of the salt begin their work, and the merchants and dealers in cities, who carry large supplies of butter, find their butter rapidly deteriorating in value. The English and other Continental markets are being lost by our exporters as the butter will not stand shipment across the ocean and has to be disposed of on arrival for what it will bring. A canvas recently made among New York butter houses resulted in over one hundred of them expressing themselves unanimously in favor of the English dairy salt as the only safe salt for the dairy, because it imparts keeping quality and flavor and preserves the aroma of the butter."

Write us for prices of Higgin's "Eureka" or Ashton's Salts.



This Woman

Ordered from her grocer,
what experience taught her was the Best Soap, "**THE AMMONIA,**"
but the old story of "something just as good" was told the
boy, But--

"Go right back and bring me

Ammonia Soap"

settles the matter.

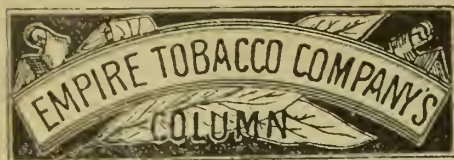
Merchants,

Avoid trouble of this kind—sell Ammonia.



Eby, Blain & Co.

WHOLESALE GROCERS, **TORONTO, ONT.**



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco.



The best grocers all over the Dominion are selling our goods. Send for sample caddies of different brands.

EMPIRE TOBACCO Co.

MONTREAL

Montreal, and that the trains in that district are very crowded. He seems very proud of his province.

John Macdonald & Co. have received a shipment of brush mats in fancy and plain, and in the various sizes.

Wyld, Grasett & Darling have a restock of tan, cardinal and cream hosiery in cotton, fancy lisle and silk. These are very scarce goods.

W. R. Brock & Co., in order to make room for fall goods, have reduced the prices of ladies' blouses. Nearly the whole stock has been placed at a price which enables them to be retailed at 50 cents each.

Gordon, Mackay & Co. show an all-wool blazer flannel in a good assortment of stripes at 12 1-2 cents per yard.

John Macdonald & Co. have just opened a range of 33-inch gingham with and without borders. Oxford shirtings are also to hand. Flannelettes have been re-stocked, and their range is again full. Linen ticking 58 inches wide is in great demand in this house at present.

Gordon, Mackay & Co. are showing a range of stain stripe flannelettes at 8 cents. They call this the best line of flannelettes ever offered in Canada.

Wyld, Grasett & Darling have passed into stock a large range of neckwear in fancy four-in-hands and knots. The designs and patterns are very new. Several cases of black neckwear have been opened up, and their range of price and variety is thus again complete. Several cases of cotton neckwear for immediate delivery are to hand.

Gordon, Mackay & Co. offer a choice lot of art muslins at 4 1-4 cents per yard; a leader to wake up the July curtain trade.

W. R. Brock & Co. are showing their full importation of boating shawls and evening wraps direct from Berlin, Germany. Besides a large range of fancy knit and canvas shawls, their lines of honey-comb in all colors to retail at 50c., 75c., \$1, \$1.50 and \$2 are exceptionally good value. Their shawl called "Dollar," to retail at that price, is far better value in style, weight, size and finish than the same line last year.

Gordon, Mackay & Co. have two special lines of English plate prints which they are clearing at 6 1-2 and 8 cents, the latter 32 inch and standard quality.

W. R. Brock & Co., having had immense success this past season with cotton ribbed underwear, have been induced to make still greater efforts for fall in this class of goods. They particularly wish the trade to examine their large range, which is good value all through, especially their numbers, "Lowline," to retail at 15 cents; "Startler," extra heavy weight, shaped, at 25 cents; "Ohmy," a buttoned-front line, at 50 cents; and "Ida" and "I.X.L." at 75 cents. All these varieties have long sleeves and are extra large sizes.

Gordon, Mackay & Co. have recently received 3,000 pieces of job Victoria lawn (bleachers' damages) which they offer in ten-piece lots at 6 1-2 and 10 cents per yard. They guarantee the value of this purchase.

W. R. Brock & Co. have just passed into stock in their British woollen department, new things in neat effects in blue shades in small stripes, suitable either for suitings or trouserings. In their Canadian woollen department they have stocked all the shades in

three quarter worsteds. These are in large demand at present for bicycle uniforms.

Caldecott, Burton & Spence have received a special line of velveteens in black only; price 37 1-2 cents. They claim that this line is extra value, and are sending out samples to those asking for them.

John Macdonald & Co. have a delivery of the celebrated Titania dress shields, covered both sides. In their haberdashery department this week has seen the following lines re-stocked, and ranges are now complete in: Beads, whalebones, beltings, velvet bindings, leather-stitched braid, agate buttons, pearl buttons, millinery and tailoring buckles, Japanese tooth brushes, black silk and chenille cords, Featherbone, Thomson's, Brush's, and other corsets, dressing, pocket and fine combs; elastic; H. B. and skein embroidery cotton; Daisy and cretonne fringe; bone case, seam binding and galloons; lace pins; hat and hair pins; brooches and sundry jewellery; silk dress laces; boot laces; purses; pompons; thimbles; yardsticks and tape-measures; trimmings, and a complete stock of Berlin and other finishing wools.

A VERY BAD CUSTOM.

The custom of a large number of people when they visit grocery stores of nibbling this, that and the other thing, while giving and waiting for their orders to be filled, cannot be discontinued too soon, says Pennsylvania Grocer. It is not only in bad taste to say the least, but is an imposition upon the grocer. He sells on a very small margin of profit, and cannot afford to "throw in" a handful of crackers, a bunch of raisins or an apple.

This custom, in another form, has been carried to such an extent in New Orleans as to excite a combined movement among the grocers to put it down. Customers had become so bold that they were not content with little pilferings from the boxes and baskets within their reach, but demanded something extra with every purchase. For instance, with 10 cents worth of crackers the grocer was expected to add enough butter to eat them with; with a loaf of bread he was expected to give a slice of cheese and so on. This was called "lagniappe," which is synonymous with extortion, for extortion it was, pure and simple. The system finally reached such proportions that the grocers in the quarter where it was practiced combined to suppress it. The result is not known here, but it is earnestly hoped the effort has been successful.

Pittsburg grocers, both wholesalers and retailers, are troubled with the same class of people that afflict their brothers in New Orleans, but they have not yet screwed their courage up to the point of making a forcible resistance. But they may be compelled to do so. A retailer in a nearby town, who was troubled with a customer of this kind made him pay for what he had taken. A few more examples of this kind would soon break up the custom.

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS

WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first class Canned Goods Agency.

**FOR DAIRY . . .
— BUTTER
OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**
WINNIPEG — MANITOBA

BUCHANAN & GORDON,
Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville Ont.
JOHN DEWAR & SONS, Tullymet Distillery Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.

EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE.

The British Columbia Fruit Canning and
Coffee Co'y, Ltd.

VANCOUVER, B.C.

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 35c., " "
" 3 at 30c., " "

Their Flavoring Extracts are of the choicest quality.

CARD'S CELEBRATED Canadian Tomato Chutnee.

IMPARTS A

Delicious flavor to Hot and Cold Meats,
Gravies, Soups, Curries, Etc.

As used on the table of the late Sir John A. Macdonald, (Erasmith, Albany Club, Queen's Hotel, Walker House, Toronto, etc.

On sale by all Wholesale Grocers.

PREPARED ONLY BY

M. P. CARD,
GUELPH, ONT.

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, - TORONTO

All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc

PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried
Apples, Finnan Haddies, Dried Cod Fish, bought
or sold on commission. Agents for all lines of
Canned Corned Beef. Egg Carriers supplied.

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

Full lines of Superior Cured Hams, Break-
fast Bacon, New Special Rolls,
Beef Hams, Long Clear Bacon,
Butter, Cheese, Lard, Eggs,
Etc.

Write for Price List.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

PUT TEXAS BALSAM IN STOCK.

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO.

— DEALER IN:—

Bananas, Pine Apples, California, Messina
and Valencia Oranges, Lemons
dates, Figs, Fresh Fish, etc.

Orders Solicited.

GEORGE MCWILLIAM.

FRANK EVERIST.

MCWILLIAM & EVERIST

Fruit and Commission Merchants

25 and 27 Church street,

TORONTO, ONT.

We are receiving direct shipments every week
of BANANAS, TOMATOES, POTATOES, CAB-
BAGE, Etc. in their season, also all kinds of
small fruits. A full line of Lemons and Oranges
now in stock.

All orders will receive our best attention.

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

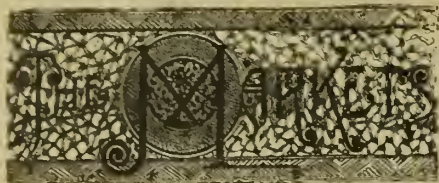
WRITE FOR PRICES.

McLAREN'S



Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

The Best Grocers Make
a point of Keeping it al-
ways in Stock.



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, June 29, 1893.
GROCERIES.

A fairly good seasonable trade is being done, but taking it all round there is not so much activity as a week ago. This applies to all lines. The situation however seems to be gradually improving as far as soundness is concerned; the prospects for good cereal and fruit crops are becoming more assured, and merchants, both wholesale and retail, continue to move cautiously. Payments too are well up to the average. The easier feeling in sugars in New York has naturally affected this market some, although seemingly not enough to materially effect its strength. A little more enquiry is reported for Japans, but other kinds of teas are quiet. First samples of Indian teas have arrived. There are a few Valencia raisins moving but otherwise the dried fruit market is quiet. Nothing particularly new has developed in the canned goods trade except it be that the feeling is a little better.

COFFEE.

There has been no material change during the week. The movement here has been confined to a few bags here and there. The New York market has been quiet and featureless, the financial conditions have checked business. We quote as before: Rio, 19½ to 21½c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 21 to 22c.; Java, 30 to 32c.; Mocha, 26 to 27c.

DRIED FRUIT.

Stocks of Valencia raisins here are getting into smaller compass all the time, but the volume of business is scarcely up to the average. The idea for off stalk is still 4 to 4½c. a pound for seconds, 5¼ to 6c for fine; layers, ordinary selects, 6¾c.; fancy selects, 7 to 7½c. according to quality. Demand is fair for Sultana raisins at 5½ to 7c. There are very few currants moving but the market is devoid of any special feature; ordinary fruit sells at 5½ to 6c. and good at 6 to 6¼c. Prunes quiet with 7¼ to 8c. as the idea in cases. Dates dull and unchanged at 5 to 5½c.

NUTS.

Trade continues seasonably quiet. Ivica and Fornigetta almonds and Chilis walnuts are out of the market. Marbots walnuts are quoted 1c. lower at 11½ to 12c. Pecans are quoted higher at 13½ to 16c. We quote: Brazil nuts 11 to 11½c. a pound; Sicily shelled almonds, 32 to 35c. a pound; unshelled, 16 to 17c.; peanuts, 13 to 14c for roasted and 11 to 12½c. for green; cocoa nuts, \$5 to \$5.50 per sack.

RICE AND SPICES.

There is a fair trade doing in rice, particularly in low grades running from 3½c. up.

There is a little doing in old spices for pickling, but trade generally in this line is quiet and unchanged. Whole ginger is quoted at 20 to 25c.; pure white pepper at 20 to 28c., and pure black at 14 to 16c.

SUGAR.

The demand has fallen off somewhat and, comparatively speaking, there is more doing in carlots than in five and ten barrel lots. There is still, however, a good many sugars moving, but although not to the extent anticipated. The feeling is easier outside, centrifugals having dropped from 11-16 to ¼c. in New York, but this is held to be merely a move on the part of the Trust to bring the price of raws to a point nearer their views. At any rate the Canadian refiners are as firm as ever, to outward appearances at any rate, and will neither shade prices nor make contracts. Among jobbers, however, there is not that same unanimity of opinion as a few days ago regarding the possibility of further advances in prices. At the same time, however, prices are still firmly held and there is no immediate prospect of a change either one way or the other. Granulated is still held at 5½ to 5¾c., and the idea for yellows is 4½ to 5¼c.; a dark yellow is being offered by a couple of houses at 4¾ to 4½c. Rawes are quoted at 3¼ to 3¾c.

Willett & Gray, New York, in their Weekly Sugar Statistical, says: Rawes and refined unchanged. Receipts, 17,313 tons. Meltings, 25,000 tons. Total stock in four ports, 81,027 tons; against 88,714 tons last week and 185,744 tons last year. By cable: Stock in Havana and Matanzas, 135,000 tons, against 144,000 tons last week and 185,734 tons last year. The six principal ports of Cuba give for the week: Receipts, 4,000 tons; exports, 10,000 tons; stock, 214,000 tons, against 220,000 tons last week and 264,835 tons last year. Total stock in all the principal countries, 991,827 tons, against 1,327,150 tons at same dates last year. Afloat to the United States from all countries estimated, 70,000 tons, against 80,000 tons last year.

Rawes—Since the business reported last week there has been another very quiet state of the markets while waiting for a renewal of the demand. Every day during the week centrifugals to a moderate extent were for sale at 4½c. and buyers bid 1-16c. less, with occasional sales of other grades at quotations, and at the close the position is unchanged, but with buyers showing rather more indifference owing to various temporary causes. A sale of molasses sugar to-day shows ¼c. decline from last sales, and a similar reaction may be expected in centrifugals. This reaction may prove only temporary, being caused by special circumstances and not by any change in the general situation.

Refined—It is evident from reports from all over the country that grocers are selling all the sugar they can and buying as little as possible, thus the consumers are drawing largely upon what is called the "invisible stocks," which we estimate to be not less than 60,000 tons refined at this time more than the average.

SYRUPS AND MOLASSES.

Syrups remain much as before—dull and unchanged at from 2¼c. up. Molasses is without special feature, with 32 to 40c. as the idea for Port Rico and New Orleans brands.

TEAS.

New season's crop of Japan teas continue to come in in better supply, and they are in

consequence commanding more attention. In other kinds of teas the market is absolutely dull. The first samples of new season's Indian teas have been offered for sale on this market simultaneously with their being shown on the London market. This is unusual. The Indian market has opened a little lower than last year. We quote: Japans (1892-3)—Low grade and common, 15 to 18c.; medium, 18 to 20c.; fine, 20 to 25c.; new Japans, 30 to 32c. for medium and 32 to 35c. for fine. Blacks—Low grades congous, 14½ to 16½c.; medium, 18 to 23c.; fine, 30 to 45c.; fancy, 60 to 70c.

BUTTER AND CHEESE.

The market has developed more strength during the week and we now quote higher prices. Good dairy butter is scarce, holders waiting for higher prices, while demand is good. For good tubs and pails 14 to 15c. is the idea, while a fine dairy would probably fetch 1c. more than the outside figure quoted. Much the same applies to large rolls. Dairy pound rolls are wanted at from 15 to 17c. Creamery butter is in plentiful supply, but there is not much doing in it, people preferring the dairy article at 3 or 4c. a pound less. We quote creamery tubs at 20c. and pound prints at 20 to 22c.

There is a fair local demand for cheese at easier and lower prices than a week ago, namely 9½ to 10c. a pound.

COUNTRY PRODUCE.

BEANS—Continue quiet with offerings a little more liberal. Prices are unchanged, jobbers paying \$1.30 to \$1.35 and selling at \$1.40 to \$1.50.

DRIED APPLES—There have been more enquiries for car lots, but it does not seem to have led to any business. Ordinarily the price jobbers are willing to pay is 4c., and they are selling lots at 4½c., but for small lots they want 4¾ to 5c. There are some car lots being held here at 5c., and holders say they will carry them over rather than accept a lower figure.

EVAPORATED APPLES—The market is pretty well cleaned out of evaporated apples, and there are none offering. Jobbers are getting 9c.

EGGS—Supply and demand are about equal. The buying continues of a hand-to-mouth character, and prices are steady at 11½ to 12c.

HONEY—Remains as before, with trade dull at 5 to 8c. for extracted, the outside figure being for white.

POULTRY—A few spring chickens and ducks have been arriving this week, for which jobbers have been getting 60 to 70c. for the former and 65 to 80c. for the latter.

POTATOES—The market is sick. Carloads of new potatoes from the States are beginning to arrive on track here and they are selling at \$3.50 to \$3.75 per barrel. Old potatoes are nominally worth 75c. per bag on

(Continued on page 20.)

ARE YOU BUYING—
LEMONS, ORANGES,
BANANAS, MELONS.
CLEMES BROS.

Phone. 1768

TORONTO



KENT Pickles . .

Are honestly put up from the best materials procurable. They will benefit your trade, as, where once introduced they will be asked for again.

PACKED ONLY IN

20 oz. Bottles
and 5 gal. Pails.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

is so popular that **UNSCRUPULOUS** packers have adopted it. To prevent the public from being imposed on we have in addition lithographed the word "**BOULTER**" across the face of each label in a distinctive color. Look out for the word "**BOULTER**" if you want first class "canned goods."

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

CANNED
Lobsters
Direct from Packers—1893 Pack.
Wholesale houses only, supplied.
L. H. DOBBIN, - MONTREAL.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

T. A. LYTLE & CO.,
Vinegar and Pickle Manufacturers,
TORONTO.

CALL FOR

Lakeport PRESERVING CO'S Canned Goods

And get the best goods on the market. They have no equal for excellence in Flavor and Pack.

PACKING HOUSES:
LAKEPORT AND TRENTON, ONT.

BANANAS

2 and 3 Cars arriving
weekly and Fine
Rooms for Ripening

A Trial Order Solicited

Dixon Bros., Hamilton

MAPLE PRODUCTS

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn
UNBLEACHED



DAILEY'S

Boy
Brand
Tomatoes



Please try them.
Can be obtained at
all Leading Whole-
sale Houses.
**Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.**

Keep your
EYE
on the



and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



DELHI CANNING CO.

CANNED GOODS.

TORONTO.

Nothing particularly new has developed during the week, although if anything there is a slightly better feeling regarding prices. Demand for tomatoes continues good, and there seems to be nothing obtainable on the street under 85c. Peas are in fair demand and stocks ample; prices range from 80c. up. With most houses, however, 85c. is the lowest figure, and the goods quoted below that are for brands not so well known. Corn is gradually working into smaller compass, and some houses have been completely cleaned out, and to supply their customers have found it necessary to purchase of fellow jobbers; 85 to 90c. is the idea, although there are less known brands that can be obtained at 80c. Peaches are selling fairly well at \$2.10 to \$2.25 for 2's and \$3 to \$3.25 for 3's. The market is almost cleaned out of 2's and 3's. There is not much call for plumbs at the moment, and stocks are ample; \$1.45 to \$1.55 is still the idea. Gallon apples are in good demand at \$2 to \$2.25; 3's are quoted at from 85c. to \$1. We quote pumpkins lower at 90c. to \$1 for 3's. Raspberries are higher at \$1.90 to \$2.10 for 2's. Strawberries show a decline of 15c. to \$2 to \$2.10 for choice 2's. Demand for salmon is increasing while stocks are gradually getting into smaller compass. Prices are firm. We quote first-class stock at from \$1.50 to \$1.75 for talls and \$1.70 to \$1.80 for flats; second-class stock in talls can be got at \$1.40 to \$1.45. Lobsters is in fairly good demand at \$1.90 to \$2.10 for talls and \$2.50 to \$2.70 for flats. A good seasonable trade is being done in canned meats.

MONTREAL.

A very fair demand is noted for canned fruits, peaches being in very good enquiry. The supply of fruits is not large at present, and prices are steady in consequence. A moderate enquiry is noted for meats, but vegetables are generally lower in price, tomatoes being weak in tone owing to heavier receipts.

MARKETS—Continued

track, and bags out of store are quoted at 75 to 85c., but sellers are willing to take almost any price they can get.

ONIONS—There is no change, Egyptians selling at \$2.50 to \$2.75 per bag and Bermudas at \$2.50 per crate.

HOPS—Market unsettled. Some small lots of Canadian have been moving at 17 to

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A Good Soap For All Uses.

The St. Croix Soap Mfg. Co.,

Branches :

St. Stephen, N.B.,

MONTREAL : 17 St. Nicholas St.

TORONTO : Wright & Copp, 40 Wellington St. East.

WINNIPEG : E. W. Ashley.

18c., but large lots could be probably got 2c. less.

HOGS AND PROVISIONS.

The market for dressed hogs is dull, the hot weather naturally checking the demand. Prices are, however, if anything a little better than a week ago. Demand continues good for smoked meats at steady and unchanged prices.

BACON—Long clear, 10½ to 11c. Smoked backs 12½c., bellies, 13½ to 14c. rolls 10½ to 10¾c.

HAMS—In good demand and firm at 13 to 13½c. for smoked.

LARD—Pure Canadian is 13c. in tubs, 13¼c. in pails and 12¾c. in tierces. Compound 10 to 10½c.

BARREL PORK—Canadian heavy mess \$21, Canadian short cut \$22.

DRESSED MEATS—Beef fores are 5 to 5½c., hindquarters 9½ to 10c., mutton 7 to 9c., lamb 15 to 17c.

GREEN FRUIT.

Trade has been exceptionally brisk this week, people getting ready for the holiday. Strawberries are receiving the most attention at the moment, but there is a big demand for lemons at higher prices. Oranges have also been in good request. Bananas are firmer, and they are selling freely at quotations. Watermelons are beginning to arrive, and they are selling freely at 40 to 50c. each. There is a plentiful supply of California fruit on the market, but they are not receiving much attention. This market is cleaned out of apples. We quote : Oranges—Messinas, ½ boxes of 80's \$2.25

to \$2.50; ½ boxes of 100's. \$2.50 to \$2.75; lemons, \$4.50 to \$5.25; bananas, \$1.50 to \$2; pineapples, extras, 17c., No. 1 15c., No. 2 12½c., No. 3 10c.; apples, \$2.00 to \$2.50 for ordinary stock and \$3.00 to \$4.00 for choice to fancy; strawberries, 4 to 9c.; tomatoes \$1.00 to \$2.00 per crate; peas, \$1.10 to \$1.25 per bag; cucumbers, \$1 to \$1.25 per basket, and 75 to \$1 per dozen for St. Louis; beans, \$2.25 to \$2.50 per crate; cabbage, \$2.50 to \$3 per crate. California fruit—Apricots \$2.75 to \$3, peaches \$2.50 to \$2.75, cherries \$1.75 to \$2

FISH.

Trade in fish continues good at unchanged prices. We quote : Fresh sea salmon, 15c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 5 to 6c.; perch, \$2 to \$3 per 100 as to size; blue back herring, \$2 to \$3 per hundred; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; shad, \$3 a dozen; salmon trout and white fish, 7 to 7½c.; eels, 6 to 8c. a lb.

HIDES, SKINS, TALLOW, WOOL.

HIDES—Market demoralized. There is no enquiry, and while 5¼c. is being asked for good buff selections, less would probably be taken.

SKINS—Calfskins are dull and unchanged at 7c. for No. 1 and 5c. for No. 2. Lamb skins are quoted as before at 35c. and pelts at 20c., while wool skins are nominal at \$1.25 to \$1.50.

SYMINGTON'S

COFFEE
ESSENCES

.. UNEQUALLED ..

ASK FOR THEM

WHOLESALE AGENTS

STANWAY & BAYLEY

.. TORONTO ..

HILLS & UNDERWOOD'S
ENGLISH
MALT VINEGAR.

S.A. VanDam & Co.

37 Old Corn Exchange, Manchester, and
23 Mathew Street, Liverpool, England.

SOLICIT CONSIGNMENTS OF

Bacon, Butter, Lard, Eggs,
Cheese, and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES."--Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
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C. C. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamless Lobster

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

WOODEN WARE,
WILLOW WARE,
BROOMS, BRUSHES,
PAPER AND TWINE,
GROCERS' SUNDRIES,
ETC., ETC.

WALTER WOODS & Co.

Manufacturers, Importers.

AND . . .

Wholesale Dealers . . .

74, 76, 78
McNAB ST. Hamilton, Ont.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties
High Class, English Made,
"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

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BELLEVILLE CANNING CO.

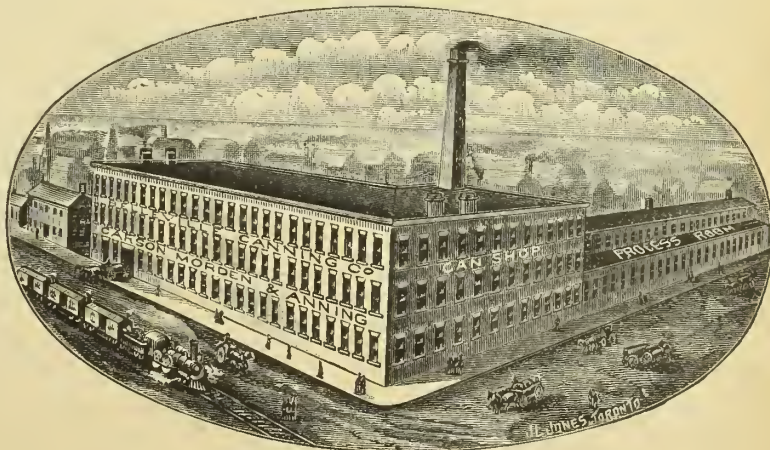
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

The superiority of this Brand has been shown by the demand we have had and the number of Repeat orders. We intend exercising greater care than formerly in order that we may maintain the standard of quality. It is our intention to double our output this season, and would respectfully ask the trade to enquire for

.. THE QUEEN BRAND ..

Every Can Guaranteed.



Largest Factory in Canada, situated at Belleville, Ont., Canada.

MARKETS—Continued.

TALLOW—Quiet; jobbers are paying $5\frac{1}{4}$ c. for rendered and selling at 6c.; rough, unchanged at 2c.

WOOL—Easier. Dealers are paying 17c. for new washed fleece wool, 18 to 19c. for fine, and pure Southdown 20 to 24c., rejections 12 to 13c., unwashed 9 to 10c. The mills are still well employed, but while they are free purchasers in the country they are not taking much wool from dealers.

MARKET NOTES.

Hires' root beer is quoted 25c. a dozen higher at \$2 25.

Parlor matches are quoted 15c. higher at \$1.75 to \$1.80.

Davidson & Hay have their second shipment of Robert's jellies and creams.

Davidson & Hay are now handling golden cottolene in pails, tubs and three pound tins.

H. P. Eckardt & Co. are offering canned strawberries at \$1 30 per dozen for best quality.

New Shell Castile soap, 3 lb. bars, is offering at reasonable figure by Lucas, Steele & Bristol.

Eby, Blain & Co. are in receipt of a consignment of "cotton bale" brand shrimps in pound tins.

Davidson & Hay have a shipment of Morton's fresh herrings and sprats, in tins, to arrive in a few days.

Warren Bros. & Boomer are offering a special line of salmon in flat tins below the ordinary market value.

Davidson & Hay have found it necessary to re-order Hires' root beer, the sales having exceeded their anticipations.

Eby, Blain & Co. have received a shipment of boneless smoked dry herrings with all objectionable parts removed.

Advance samples of the first shipments of new season's Indian teas, from Calcutta, are in the hands of Steel, Hayter & Co.

Another consignment of Blue Mountain coffee has been received by Balfour & Co., Hamilton. They claim it pleases everyone.

T. Kinnear & Co. are offering canned goods at reasonable prices, particularly such seasonable lines as chicken, ham, tongue, cornbeef.

Dawson & Co. this week received a car of extra fine watermelons. It is said to be the finest that has reached this market for years.

The boneless herrings Lucas, Steele & Bristol are offering to the trade are meeting ready sale. They are packed two dozen boxes in a case and retail two boxes for 25c.

James Turner & Co. are scoring a great trade in quarter dollar teas. Their travellers have only had samples of these special lines for a week, but they are meeting with wonderful results. All buyers are glad to pay the price, 18c.

Dawson & Co. wish to say that they are sold out of the cheap lemons advertised, and as prices have advanced all round they can-

not replace to sell at price advertised, but are in a position to fill orders as low as any house in the trade.

Balfour & Co., Hamilton, have now in store new season's Japans. They have also extra values in Darjeelings and Ceylons at close prices.

J. Beeton, grocer, King and Sackville streets, has moved to more spacious premises at Power and King streets, previously occupied by J. Murphy. Increasing business necessitated the removal.

Frank Magor & Co., 16 St. John street, Montreal, are handling an assortment of night lights, made by the Clark's Pyramid & Fairy Light Co., London, England. These goods are in great demand among the people going to sea-side resorts for the summer months.

"Our advertisement in last week's GROCER regarding Valencia raisins," says H. P. Eckardt & Co., "has brought in a large number of orders, and although we have been sending out such big quantities we are still in a position to fill all orders that may be sent in."

Davidson & Hay, Eby, Blain & Co., Eckardt & Co., and Sloan & Crowther have all placed orders with Wright & Copp for Pettijohn's California Breakfast Food. Though only a short time on this market it is taking very well. Being made of select and pure Sonora white wheat freed from hulls, bran and other foreign substances, the rolled flakes of the true grain are rich in phosphate matter and nutriment so valuable to the weak and nervous.

Henry Michie, of Fergus, lately senior partner of William Hay, Kincardine, has retired, the change going into effect June 1. The business will be carried on as previously under the style of William Hay, merchant, by William Hay alone.

The Pettejohn California Breakfast Food Co., of Minneapolis, have sent their representatives Messrs. Byron and Arthur Easterbrook to assist their agents Messrs. Wright & Copp, to introduce their California Breakfast Food. They are distributing sample packages in the various grocery stores and private houses, and are meeting with great success. They are to visit Hamilton and London, when Toronto is completed, and no doubt will be well received.

MONTREAL MARKETS.

MONTREAL, June 29, 1893.

GROCERIES.

With the exception of an evident desire on the part of buyers to place their orders for sugar the grocery market here during the past week has not been active, especially as the prospect of two holidays this week has interfered with business. Despite the quietness, however, there are several interesting features to the situation. Prominent in this way is the marked firmness of sugar,

(Continued on page 24)

FLOUR AND FEED.

TORONTO.

Dullness continues to rule in the flour market. There have been sales during the week of straight roller at \$3 west, \$2.81 to \$3.15 Toronto freights. Manitoba flour is easier. Oats are in fair demand and higher, and the same remarks apply to mill feed.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$4.20 to \$4.25; strong bakers' \$3.75 to \$3.90; white wheat patents, \$3.50 to \$3.90; straight roller, \$3.15 to \$3.20, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.15 to \$3.40.

Car prices are: Toronto freights—Manitoba patents, \$4.00 to \$4.15; Manitoba strong bakers', \$3.70 to \$3.85; Ontario patents, \$3.50 to \$3.60; straight roller, \$2.85 to \$3.10; extra, \$2.65 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

MEAL—Oatmeal is \$4.10. to \$4.30 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$13.00, do (on track) \$11.50 to \$12.00, shorts (ton lots) \$15, ditto (on track) \$12.50 to \$13; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 38½ to 39c. on track.

HAY—Baled timothy quiet and unchanged. We quote \$10 to \$10.50.

STRAW—Demand poor and prices unchanged at \$5.50 to \$6.

MONTREAL.

There has been a fair demand for export enquiry for flour during the week, and quite a few good sized lots have been put through on this account. In a local way the demand is good, also, patents going out well, while low grades are in fair demand. We quote:—Winter wheat, \$3.90 to \$4.10; Manitoba patents, best brands, \$4.10 to \$4.15; straight rollers, \$3.30 to \$3.35; extra, \$3 to \$3.15; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.65 to \$3.80; Manitoba strong bakers', best brands, \$3.85 to \$3.90.

ST. JOHN, N.B.

Flour—Market dull with a downward tendency. Dealers all seem stocked and some have given low prices to make sales. Manitoba, \$4.95 to \$5.00; Ontario high grade, \$4.15 to \$4.25; medium patents, \$3.85 to \$4.00.

Oatmeal—A fair inquiry and prices steady at \$4.40 to \$4.50.

Cornmeal—Is reported lower, though prices quoted are unchanged at \$2.65 to \$2.75.

Feed—Somewhat easier at \$21 to \$22.

BUSINESS CHANCES.

Advertisements inserted under this heading two cents per word each insertion.

AN OPPORTUNITY—A FIRST CLASS GROCERY business for sale in the city of Toronto. Last year's business \$30,000; ill health only cause for parting with it; finest stand and premises; for rent, good house over store; all heated with hot water system; advertiser owns property and will sell only to first-class live man; money required, between four and five thousand; closest scrutiny desired. Address A. B. C., care John I. Davidson, Esq., 36 Yonge St., Toronto.

The Western Milling Company

(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

High Grade Flours,
Hungarian Patent,
and Strong Bakers.

We also handle Hard Wheat Oats, and
other kinds of feed.

We would solicit the patronage of the
Millers' of the Eastern Provinces, wanting
Manitoba Hard Wheat. All orders en-
trusted to us will be carefully and promptly
filled.

Correspondence Solicited.

OATMEAL

**Dominion Mills,
LONDON.**

**Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS PINHEAD & STANDARD MEALS
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots

WALTER THOMSON, London and Mitchell.

**Embro
Oatmeal
Mills**

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices
of Oatmeal or Oathulls in carloads or less quan-
tities, write or wire, and will reply promptly
Can ship via Canadian Pacific or Grand Trunk
Railways.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE
CONFECTION in the market, try BALALICO-
RICE. We are Headquarters for Fine Choco-
lates, Creams, Swiss Fruits and One Cent Goods,
Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,**- - TORONTO.**

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to
those suffering from Colds, Hoarseness,
Sore Throat, etc., and are invaluable to
Orators and Vocalists. R. & T. W
stamped on each drop. Try them.

COX'S GELATINEAlways
Trustworthy.

ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,

Toronto, St. John, N. B., and Montreal.

Established in Paris, 1770. 40 Prize Medals

THREE LEADING FACTORIES—

Paris, London, Strasbourg

**Compagnie
Francaise**

Purveyors by Special Appointment to
H. R. H. the Princess of Wales.

SUPERIOR CHOCOLATE
(Yellow Wrapper.)

PURE COCOA POWDER,
½-lb. and 1-lb. Tins.

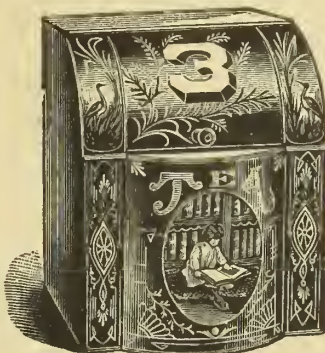
CHOCOLATE WAFERS,
A delicious eating Chocolate.

HIGH LIFE BONBONS,
The most tasteful Dessert Sweetmeat.

BEST QUALITY

**MARMALADE, JAMS,
JELLIES, ETC.**

We are now taking orders for the celebrated Marmalade, etc., manufactured by
Messrs. Chas. Southwell & Co., London England. Handsomely put up in 1 lb.
glass jars, and the quality superior to anything ever brought into Canada.

CANDIED PEELS—for the Fall Trade—CITRON, LEMON, ORANGE.Write for Price Lists and
Samples to - - -**FRANK MAGOR & Co., 16 St. John St., Montreal.**

**WE MAKE THE
FINEST TEA CADDIES IN CANADA**

Spice, Baking Powder, Tobacco Tins and
TIN SIGNS, Lithographed or Japanned.

In 3 and 5 lb. Lithographed Tea Caddies we can make an
original design for each customer.

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London Toronto Montreal. Winnipeg.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly at-
tended to.

102 ADELAIDE ST. WEST - - - TORONTO.**EPPS'S COCOA**

¼ lb. packets, 14 lb. boxes secured in tin.
Special Agent for the Dominion:

C. E. Colson, Montreal

MONTREAL Markets Continued.

which gives indications of going even higher. Tea on the other hand shows a disposition the other way, and sales of new crop have been made at comparatively low figures, while a broker here is authority for the statement that direct cables from China have offered black teas at very low c.i.f. prices in Montreal, lower, in fact, than ever before. In other lines there is nothing special to mention, as business has been very dull. Syrups are a slow sale and molasses are quiet. Spices remain about as they were, and the same is to remark about coffees. Payments still give some cause of complaint, this being the most unfavorable feature, for the general expectation seems to be for a good trade during the balance of the summer and fall.

SUGAR.

The sugar market holds steady both for raws and refined. Refiners have moved some round lots of stock, but on the whole the market is quiet and quoted firm at 5 1-2c. for granulated and 4 1-2 to 5 1-4c. for yellows, according to grade. The demand on preserving account is beginning to make itself felt, but the refiners are not inclined to book any heavy orders at present prices.

SYRUPS AND MOLASSES.

Syrups are a slow sale on the basis of 2 to 2 1-4c. per lb. in the wood for Canadian, while American has been placed at 18 1-2 to 19c. per gallon here.

The molasses market does not show any change. The latest quotation from the Island is 12c., which is equal to about 30c. on spot. The combine is still asking 33 to 34c., but jobbers outside of it are cutting on these prices.

TEAS.

The tea market is quiet. A few lots of new crop Japans have sold at 22c. The first arrivals show poor quality in leaf and are poor in cuts as compared with last year. A small business is reported in blacks, one lot of congous, about 400 packages, changing hands at about 12c.

COFFEES, ETC.

There is no change in coffee, which rules quiet and unchanged. We quote: Jamaica, 19 to 20c.; Maracaibo, 20 1-2 to 22c.; Rio, 19 to 21c.; Java, 24 to 28c., and Mocha, 25 to 28c.

Spices show no change, Jamaica ginger selling at 16 to 18c. for common, and 20 to 24c. for the finer grades. Black pepper rules at 8 to 9c., pimento at 6 1-2c., and nutmegs at 50 to 52 1-2c.

RICE.

There has been a good demand for rice, with prices steady. Millers' quotations for straight lots are as follows: Ordinary, \$3.85 to \$4; Japans, \$4 to \$4.50; Patnas and Carolinas, \$4.50 to \$6.50.

DRIED FRUIT.

The market for dried fruit has been fairly active, and importers have been moving several good-sized lots of off-stalk Valencias at 3 1-4c. for round lots, values for jobbing quantities showing, of course, a proportionate advance on this price. Currants are quiet at 5 to 6c.

GREEN FRUIT.

Green fruit has furnished a steady business during the week with prices much the same. Oranges have been in good demand at \$2.75 to \$4, and half-boxes \$1.65 to \$1.90. Lemons rule rather firm as a large lot was taken off this market by an American buyer during the week, and we quote \$3.50 to \$4 for

choice and \$2.75 to \$3 for good sound stock.

Pineapples are scarce and firm at 12 to 20c.

Bananas are in good demand at 75c. to \$1.50 per bunch.

Strawberries are a glut on the market and sold on Monday and Tuesday as low as 1 1-2c. a box. All the warehouses and markets are literally choked up with them.

BEANS.

Beans are unchanged, Western hand-picked moving at \$1.60 to \$1.65, and ordinary at \$1.25 to \$1.50.

HONEY.

There is no change in honey, extracted selling at 6 to 8c., and comb stock 9 to 13c.

HOPS.

Hops rule dull and easy. Good to choice stock has been moved in a small way at 17c., and poorer qualities at 14 to 15c.

POTATOES.

The feeling in potatoes is firm, car lots being offered on track at 80 to 90c. for medium.

PROVISIONS.

The provision market is slow. Lard and smoked meats are moving slowly, and pork is neglected. Canadian short cut, per bbl., \$21 to \$22; mess pork, Western, new, per bbl., \$22.50 to \$23; hams, city cured, per lb, 12 1-2 to 13 1-4; lard, Canadian, in pails, 12 to 12 1-4c.; bacon, per lb., 11 1-2 to 12 1-2c.; lard, common refined, per lb., 10 to 10 1-2c.

EGGS.

The egg market is rather dull and quiet, while receipts are not large. We quote prices steady at 11 to 12c.

CHEESE AND BUTTER.

If anyone expected a change in the disposition of the cheese market last week they were disappointed. The tone as shown by the business transacted was steady, and the way prices have been put up and maintained since the middle of the week forces the conclusion that the buying that has been done in the country cannot be purely speculative. The alternative is that it is due either to purchases on short account or for orders, and there is probably a little of both. We noted some time ago when the June deal first commenced, that these were shorts, and the course of the market since bears this out. It is held, however, that all the buying was not due to this reason, and as the firm of shippers who did a lot of it, besides contracting for a heavy stock of the make in the Belleville district are not generally reported to be in the short side, this contention is probably correct. The problem then is: Is it speculation or sales for future delivery? If the former, the prices are high; rather too high in fact, and on this account the argument that there are some good bona fide orders behind all this purchasing is equally acceptable. Besides this, we are now in the last week of June with the time fast approaching for the delivery of some of those 43s. sales, which fact no doubt has a good deal to do also with the high prices. As we noted last week, the prospect presented by the immediate future to the shippers who figured on this basis, is not exactly pleasant, and if it is true, as contended, that several of them have yet some covering to do before they are protected, the circumstance may act as a sustaining factor to prices. On the other hand it is claimed that for several of these short sales the seller has the whole month of July to fill in. Where circumstances

of this sort apply there is more breathing time with a possibility of pulling out, but we apprehend that they rule only in the minority of cases. The cable is down on colored, which is an indication that the ratio between it and white is changing on the other side. In fact the majority expected it to do so before, and it is likely that white will be on a par with colored here shortly, if not above it, for the factories are turning more of it out than usual on account of the premium it has brought. Finest colored, 9 1-2c.; finest white, 9 1-4 to 9 3-8c.; fine goods, 8 7-8 to 9c.; under grades, 8 1-2 to 8 3-4c.; cable, white, 45s. 6d.; cable, colored, 48s.

The butter market is, if anything, a shade firmer. Further advices confirm the information we gave last week, and cite more free purchasing both of Townships and creamery in the country, and the fact has led to a material stiffening in holders' views. We understand that 20c. and over has been paid for the June make of one or two creameries, and 17c. for several good lots of Townships. These prices are equivalent to a 1-4 to 1-2c. more on spot in each case. In spite of the fact, however, the spot basis has not advanced to an equal extent, and 20c. is an outside price so far as actual spot transactions in creamery can be cited, while for Townships 17 to 18c. is the best that has been made, and that only in a picking up way, and not in the case of a straight lot. For Western goods 15 1-2 to 16c. has been asked, but buyers are not disposed to operate freely at these prices. In spite of these figures low offers are still being made over the cable to British buyers at figures which allow no margin at all considering first cost. No doubt the Britishers have booked quite a few of these tempting offers, and, if mail advices from Britain are correct, there is a strong inference that there is a pretty large short interest in June creamery as well as in June cheese. From present appearances also it looks as though they would have an equally uncomfortable time in filling their shorts; in fact, we know that sales have actually been made between dealers here, which, on the present basis of cost in the country, stand to lose the seller quite a good sum of money. This state of affairs, both in the case of cheese and butter, is only another exemplification of the harm that speculation does at times in interfering with strictly legitimate trading. It is benefiting the factorymen and farmer, however, and if it is at the expense of some of the shippers here they have only themselves to blame. Creamery, 19 1-2 to 20c.; Townships, 17 to 18c.; Western dairy, 15 to 15 1-2c.

MONTREAL TRADE NOTES.

Full sized boxes of oranges are very scarce on this market.

American buyers took some 6,000 boxes of lemons off this market last week.

Direct cables from China offer first crop black teas laid down in Montreal at 12c. c.i.f.

Advices from Hiogo and Yokohama, Japan, say that the total settlements to the 1st of June were 10,000 piculs more than at the same date last year.

Several round lots of American syrup have been turned over here to Western buyers on the basis of 18 1-2 to 19c.

Several cargo lots of Barbadoes molasses have been broken up by importers here at 30 to 30 1-2c. during the week, and we understand that one deal-

If you are open to purchase

Job Lots

Call and see us. Great inducements offered to clear out remnants.

New Goods Opening Daily

JAMES A. SKINNER & CO.

Importers of Crockery, China, Glassware, Lamp Goods, Etc.

54 and 56 Wellington Street West. **TORONTO**

Branch in Vancouver, B.C.

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..

in 3 lb. Tins

Quality Guaranteed,
at **80c.** per doz.

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Saul Street, Montreal.

CHEESE ..



WE have a few very fine September Cheddar's and Stilton's which are just coming into prime condition. For first-class trade there are none better. Send for quotations.

F. W. FEARMAN,
HAMILTON, ONT.

J. W. LANG & CO.

Tea, Sugar .
Syrup . . .
Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
TORONTO

Seasonable Goods

Canned Salmon—"Brittania" talls and "Clover Leaf" flats, also full lines of Aylmer Canning Co's Meats, Chicken, Turkey, Duck, Lunch Tongue and Pigs Feet.

SLOAN & CROWTHER,

WHOLESALE GROCERS,

19 Front St. E., Toronto.

Canned Salmon

CHEAPEST GOODS OFFERING.

Immediate delivery.

Special quotations for round lots.

WARREN BROS. & BOOMER,

35 and 37
Front St. East, **TORONTO**

First Arrival.

New Season's Japan Tea, 1893 4

NOW IN STORE.

Style and Quality Superb.



May 29th, 1893.

Smith and
Keighley

9 Front St. E., Toronto.

JUST TO HAND.

DIRECT IMPORTATIONS FAMOUS

"Crescent" BRAND

Currants

Best Value in the Market.

PERKINS, INCE & Co.,

41-43 Front Street East, Toronto.

JOHN BURGESS & SON
SAUCE

AND

PICKLE

MANUFACTURERS,

107 STRAND

Corner of the Savoy
Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.

Lord Byron's "Beppo," VIII.

SEELY'S Flavoring Extracts



have stood critical test for 31 years.

Their—

Purity, Strength
and Rich Flavor

have made them the

**STANDARD GOODS
OF AMERICA.**

The most attractive line
in the market.

Send for our Illustrated
Price List.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

Victoria Tea.

Just to hand, large consignment of this special blend. CEYLON TEA in 1 lb. and ½ lb. packages.

T. KINNEAR & CO.,

WHOLESALE GROCERS,

49 Front St. E., **TORONTO.**

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

MONTREAL Markets continued

er is offering at even a lower figure than this.

Practically all the currants on the market are controlled by a well-known wholesale grocer, and he is doing all the business in them for the Province of Quebec at least.

Advices to brokers here say that there are very large stocks of old currants still held in first hands in London and New York.

The Retail Grocers' Association is making great preparations for its annual picnic, which takes place on August 19 to Highgate Springs. This is always one of the events of the season, and an enjoyable time is sure to be had.

Dealers here expect to have some definite information concerning the run of salmon on the Fraser river by the end of the present week. The run usually commences on the 28th.

It is reported that Fred. White, one of the partners in the firm of Regan, White & Co., at present in difficulties, has been offered an important position by Jno. Duncan & Co., which he will likely accept if it is finally decided to wind up the estate.

The Regan-White matter has not yet been settled, but a meeting is to be held this week, when a final decision will be arrived at. It is understood that two offers have been made by the firm, first 50c. and 5c. on the dollar, and latterly 60c., but that two of the largest creditors refuse to accept. In the case of one of these their decision is attributed to some personal difficulty between them and the debtors, and the general impression seems to be among the trade that the estate will be wound up. The meeting above referred to will decide the matter.

ONTARIO BANK.

The annual general meeting of the stockholders of this institution was held in its banking house in Toronto on Tuesday, the 20th day of June, 1893. Among those present were:

W. R. Miller (Montreal), Sir W. P. Howland, C.B., K.C.M.G., Judge Dennistoun, W. Glenney (Oshawa), Donald MacKay, C. S. Gzowski, jr., C. E. Hooper, Hon. J. C. Aikins, A. M. Smith, G. M. Rose, J. K. Macdonald, W. W. Keighley, E. B. Freeland, and others.

On motion Sir W. P. Howland, C.B., K.C.M.G., was called to the chair, and Mr. Holland was requested to act as secretary.

Messrs. J. K. Macdonald and C. S. Gzowski, jr., were appointed to act as scrutineers.

At the request of the chairman the secretary read the following report:

The directors beg to submit to the shareholders the thirty-sixth annual report and statement of the affairs of the bank for the year ending 31st May, 1893.

The net profits, after deducting charges of management, interest accrued upon deposits, and making provision for bad and doubtful debts, were..... \$130,303 51
Profit and Loss (brought forward from 31st May, 1892)..... 15,001 96

\$145,305 47

Which have been appropriated as follows:

Div. No. 70, 3½ per cent., paid 1st Dec. 1892..... \$52,500 00
Div. No. 71, 3½ per cent., payable 1st June, 1893..... 52,500 00
Added to Rest..... 30,000 00
135,000 000

Balance of profits carried forward..... \$ 10,305 47

The business of the Bank for the past year has been satisfactory, and as detailed in the balance sheet herewith shows substantial gains in every department. During the early months money was abundant at low rates and moderate in demand, followed later by a severe stringency in the neighboring Republic, entailing unusual responsibilities and anxiety upon those entrusted with the conduct of monetary institutions. Although Canada has not so far been affected to any material extent, the close relations existing between the countries will, for some time at least, call for caution until their business and currency are placed upon a more satisfactory basis.

In Ontario and Quebec the crops were disappointing, the yield falling short of what was expected, while the prices realized were lower than for many years, the effect of which has been to limit the means of the agricultural community, and trade has been somewhat restricted in consequence. It is gratifying, however, to know that the mercantile community has in the meantime pursued a conservative policy, and affairs generally are now on a sounder footing than for years.

The lumber trade, in which a large proportion of the bank's means is interested, was, as anticipated in the last report, very profitable. Prices were remunerative and the demand steady. The cut this year is even larger, and from present indications we have every reason to anticipate as successful a season as the past.

The usual inspection of the branches were continued during the year, and your Directors have to express their satisfaction at the manner in which the officers of the bank have discharged their duties. Respectfully submitted,
W. P. HOWLAND,
President.

GENERAL STATEMENT.

LIABILITIES.	
Capital stock paid up.....	\$1,500,000 00
Rest.....	345,000 00
Balance of profits carried forward.....	10,305 47
Dividends unclaimed.....	587 50
Dividend No. 71, payable 1st June, 1893....	52,500 00
Reserved for interest due depositors, exchange, etc....	57,146 55
Rebate on bills discounted....	30,000 00
	\$1,995,539 52
Notes in circulation.....	908,898 00
Deposits not bearing interest....	1,266,274 49
Deposits bearing interest.....	4,457,372 26
Balance due banks in Canada.....	25,347 83
	6,657 892 58
	\$8,653,432 10

ASSETS.

Gold and Silver Coin.....	\$ 177,016 84
Government Demand Notes...	500,098 00
Notes of and Cheques on other Banks..	250,991 19
Balances due from other Banks in Canada.....	151,077 46
Balances due from Banks in United States.....	121,858 64
Balances due from Banks in Great Britain.....	24,898 41
Deposit with Government for Security of Note Circulation ..	50,676 10
Government Securities and Municipal and other Debentures.....	385,981 44
Loans at Call on Collaterals....	555,478 64
	\$2,218,076 72
Bills Discounted and Loans....	6,090,401 78
Overdue Debts (estimated loss provided for)...	61,303 27
Real estate.....	103,653 15
Mortgages.....	12,800 00
Bank Premises and Furniture..	165,832 93
Other Assets....	1,364 25
	6,435,355 38
	\$8,653,432 10

C. HOLLAND,
General Manager.

Ontario Bank, Toronto, 31st May, 1893.

After explanations with reference to the position and business of the Bank during the year, Sir W. P. Howland moved, seconded by Mr. A. M. Smith that the report be adopted, which was duly carried.

The usual resolutions thanking the President and Directors were then passed.

The scrutineers appointed at the meeting subsequently reported the following gentlemen duly elected as directors for the ensuing year, viz.: Sir W. P. Howland, C.B., K.C.M.G., Donald Mackay, A. M. Smith, G. M. Rose, Hon. C. F. Fraser, G. R. Cockburn, M.P., and Hon. J. C. Aikins. The new board met the same afternoon, when Sir W. P. Howland was elected President, and A. M. Smith, Esq., Vice-President, by unanimous votes.

C. HOLLAND,
General Manager.

Toronto, June 20, 1893.

M. Brulle communicates to the Paris Academy of Sciences a ready plan that he has discovered for testing whether or no butter be adulterated with oleomargarine or any animal fat. It depends upon the fact that butter, when thus adulterated, hardens when heated with nitric acid, the degree of hardening being in proportion to the quantity of the adulterant present. We know of a simpler plan, says a contemporary, the condition being that there should be mice in the cupboard. Of two portions of butter on the same shelf, one being pure and the other adulterated, the mice will devour the former, leaving the latter untouched.

A . . .
Few . . .
Reasons
Why . .



Spanish Blacking

EXCELS ALL OTHERS

It contains more oil and keeps the leather softer and more pliable than any other.
It gives a beautiful bright polish, and holds the polish longer than any other.
It does not burn or injure the leather.
It gives a quicker polish than any other.
It resists dampness from the foot.
It does not rub off on the clothing.
It is the handsomest put up blacking in the world.
It will never get hard or dry up, it will keep for years in any climate.
It is altogether the best polishing blacking made or sold in Canada, and we challenge the makers of the world to produce a blacking to equal it.

The F. F. Dalley Co.
of Hamilton, Limited.



You Can't Beat It



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

THE HAMILTON COFFEE
AND SPICE CO. . . .
HAMILTON, ONT.



COFFEE AND SPICE MACHINERY

We have removed to our new shops at Thirteenth and Henderson streets, Jersey City, where we have greater facilities for manufacturing to meet the increasing demand for our machinery.

Our offices and salesrooms are at
Room 201, Havemeyer Building,
Cor. Church & Cortland Sts.,
NEW YORK

The Hungerford
Co.

LIGHTBOUND, RALSTON & CO.

Wholesale Grocers,

MONTREAL.

AGENTS FOR CANADA FOR THE BEST
COCOA IN THE WORLD.

SCHWEITZER'S COCOATINA

1-2 lb. tins \$2.25 per doz.

1 lb. tins \$4.00 per doz.

THE INDIGO TRADE.

The next indigo auctions in London have been fixed to commence on the 10th proximo, and that the "prompt" should be on the 6th October next. The declarations announced amounted to 6,700 chests. This quantity consists of 1,525 chests of Bengal and Oude descriptions, 3,720 chests of Kurpah, 190 chests of Madras, 200 chests of Manilla, and 1,065 chests of Bombay figs, etc. It is not expected that this quantity will be greatly augmented by further declarations, and it is unlikely that more than 7,500 chests will be catalogued. The total declarations in the corresponding period in 1892 were 3,050 chests, and in 1891 they were 7,300 chests. Stocks in warehouses at present are 13,976 chests; in 1892 they were 9,733 chests, and 14,752 chests in 1891. A very large proportion of the present stock—variously estimated at from 30 to 50 per cent. of the total consists of low and more or less adulterated indigo. When considering the statistical position of the article this fact must not be lost sight of, as it has never before occurred in the history of the trade. It is true that spurious indigo has before now (notably fifteen or sixteen years ago) found its way to this market, but the quantity then sent was infinitesimal compared with that at present in stock.

VARIETIES OF PEPPER.

The following brief description of different varieties of pepper is from the Merchants' Review:

Capsicum or Red Pepper.—The variety of capsicum usually found in commerce is in large withered and dark red pods, always broken and the pulp dried up. It comes principally from the East Indies, where it is a native, in bales of between two and three hundred weight. In taste it is very fiery and acrimonious. Its principal use is to make cayenne pepper; also for all kinds of pickling, and it is one of the necessary ingredients of the different piquant table sauces, besides being largely used in curry powder. The plant has been acclimatized in some of our Southern States, and a superior quality of the article is produced in Louisiana. Various species are imported, often as pickles in vinegar. The plant has a branchy stem, rising about two feet high. The leaves are long, narrow, and of a dark green color. White flowers bloom in June and July, and are succeeded by pods, varying in shape and color, some being long, others short, some round, and others again heart-shaped, while the color is either red or yellow.

Cherry Pepper.—This is a native of the West Indies. It is very similar in appearance to the East Indian species, and is only distinguished by the different

shape of the pods, which are sometimes in the form of a cherry, sometimes heart shaped, bell shaped, or angular. Their color is the same as that of capsicum. Both of these peppers are annuals.

Bell Pepper.—The bell pepper is a biennial, a native of the East Indian Archipelago: it produces larger pods than either of the above mentioned varieties. It may be transplanted with safety into our northern climate in summer, and set out in the open garden, but it requires a place in the hot house in the winter season. The green pods of all these varieties are used for pickling. Those of the last are generally preferred, being not only larger, but having the skin more pulpy and tender.

Bird Pepper.—There are many species of this genus, differing from each other in bearing fruit, varying in size, shape and color; but they have all in a certain degree the same pungent qualities, the smallest possessing them with the greatest intensity. They are natives of most of the tropical regions, but are most abundant and most used in the Western hemisphere. Those grown on the southeast coast of Africa, especially Natal, are considered the finest, richest in flavor and most pungent. They are cut up and pounded by the natives and mixed with a little salt, then packed in air-tight tins of about sixty pounds each, and in that shape are exported. The true Natal cayenne is comparatively scarce. In the West Indies, and in some parts of South America this kind of pepper forms either solid, or when reduced to powder, an ingredient of almost every dish. A mixture of sliced cucumber, shallots, or onions cut very fine, a little lime juice and Madeira wine, with a few pods of bird pepper, well mashed and mixed with the liquor, is reckoned an unfailing stimulant to the appetite in the West Indies, and is called mandram.

Long Pepper.—A native of Bengal, Malabar and Java. The roots are perennial; the stems are shrubby, round, smooth, branched, slender and climbing, but do not rise to any considerable height. The leaves differ much in size and form; they are commonly heart-shaped, pointed, entirely smooth, nerved, of a dark green color, and stand alternately upon foot-stalks. The flowers are small and produced in short dense terminal spikes, which are nearly cylindrical. The berries or grains are very small and lodged in a pulpy matter, like those of the black pepper, and in appearance greatly resemble the seed of the common chick weed. They are at first green, and become a dark red or gray black as they ripen. Their odor is faintly aromatic, but in taste they are exceedingly hot. This pepper is most pungent when gathered in its unripe state just before full maturity; it is afterwards dried in the sun and becomes of a dark gray color. It is used principally in its crude state as a flavoring for pickles, and has great

preservative qualities. It is said that any kind of pickles whose vinegar has been boiled with a quantity of long pepper will be better preserved and retain their crispness longer than those pickles in the ordinary manner without its use.

Guinea Pepper.—This pepper consists of two species of ammomum, found principally on the west coast of Africa, particularly Sierra Leone, from which place it is generally imported into Europe. There is scarcely any sale for it in this country, it being so comparatively little known. It is also cultivated in the northern part of the East Indies, where it is extensively used as an ingredient of curry powder. It is a powerful stimulant and a cordial, and is generally used for the same purposes as cardamoms.

SHE MADE MEN WEARY.

The grocer's new boy threw his delivery basket down in the corner with an injured air and remarked that the woman who had just moved into No. 37, around the corner, was a regular crank.

"How do you mean?" asked the grocer.

"First thing she asked me," said the boy, "was whether we had any nice fresh eggs. They must be very, very fresh, she said, because she wanted 'em to put in cake."

"I told her eggs were doubtful this hot weather, but we had some very, very fresh egg plants, and how would they do?"

"She said they wouldn't do at all; and then she asked me if we had any corn that was as green as I was, and the ears as well developed as mine."

"I said 'yes'm.'"

"Well," she says, "I want some for dinner, so bring half a dozen as soon as you can."

"As soon as we can?" says I. "Do you want it canned?"

"She said she did not want it canned. Then she began to ask about water-melons. Did we have some that was ripe? I told her 'yes'm.'"

"Was they on ice?"

"No'm, they was on the sidewalk."

"Would you put half of one on ice and bring it around at 6 o'clock?"

"We would."

"Would you have the seeds taken out?"

"With pleasure."

"All right. Did we keep vichy water in syphons?"

"Yes'm."

"Was that on ice?"

"No. But I told her we'd put half a syphon on ice and bring it around at 6 o'clock with the bubbles taken out if she'd say the word."

"Then she said she guessed everything we had around here was nice and fresh, but there was such a thing as being too fresh, and she believed she'd try the other store, so I needn't bother. Yes, sir, that woman was a crank."

"Eddie," said the grocery man, as he slowly rolled the white paper around a pound of cheese, "my nephew will be here next week from Germany, and I am going to give him your job. Meanwhile I'll try to get along without any little boy!"

"You'll have to," said Eddie, "cause I'm goin' to leave."—Ex.

THOUGH HUNGRY

AS A

Pettijohn's
California

BREAKFAST FOOD

. . . . WILL SATISFY YOU.

Nourishing, Palatable, Delicate
It has no equal as a Breakfast Food.

It is particularly well adapted for Spring and Summer use. It is recommended by the leading medical experts as the most nourishing food ever offered to the public. It is far more delicate and wholesome than oat meal. Wheat is the natural food for man. Oats is the natural food for horses and mules. Recommended by all who try it. Put up in two pound packages, 3 Doz. in Case.

For Sale by Wholesale Grocers.

WRIGHT & COPP, Dominion Agents, Toronto

Will supply samples on application.

Snider's

Home-made

Tomato Catsup

A wonderful production from a home receipt. It is beyond competition wherever introduced.



Sniders' Home-Made Soups

Pronounced at various expositions, food exhibits, etc., as the best.

FOR

The Cruise. The Camp. The Home.

All wholesale grocers sell them.
Write us for samples.

WRIGHT & COPP, Dominion Agents, TORONTO.



A Popular Table Luxury,

A Culinary Article,

AND

A Perfect Infant Food.

COMPLETELY STERILIZED

FOR SALE BY ALL WHOLESALE GROCERS

.. PREPARED BY ..

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL
U. S. A.

WRIGHT & COPP, Toronto

.. SEE THEM ..

Batty's

.. WE SELL THEM ..

Pickles

. . . ETC. . . .

Sauces

TORONTO:

EBY, BLAIN & Co.
H. P. ECKARDT & Co.
PERKINS, INCE & Co.
SLOAN & CROWTHER.
WARREN BROS. & BOOMER.

MONTREAL:

CAVERHILL, ROSE, HUGHES
& Co.
HUDON, HEBERT & Co.

HAMILTON:

JAS. TURNER & Co.

KINGSTON: A. GUNN & Co.



WRIGHT & COPP, Dominion Agents, TORONTO

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., June 29, 1893.

That trade seems less brisk than usual is the opinion expressed pretty freely among dealers, though no particular reason is given why there should be a falling off in the volume of business. We hear complaints that it is very difficult to collect accounts.

Sugar—Another upward movement in sugar this week is reported at the refineries and dealers have to advance accordingly. Granulated is selling at $5\frac{1}{2}$ to $5\frac{3}{4}$ c., extra C $4\frac{3}{4}$ to $4\frac{1}{2}$ c., yellows \$4.30 to $4\frac{1}{2}$ c.

Rice—The market seems well stocked with

very little selling and prices depend upon quality. We quote $3\frac{1}{4}$ to $3\frac{3}{4}$ c.

Dried Fruit—Off-stalk Valencias are quoted at 5 to $5\frac{1}{2}$ c., layers 6 to $6\frac{1}{2}$ c., prunes 7 to $7\frac{1}{2}$ c., dates $4\frac{1}{2}$ to 5c.

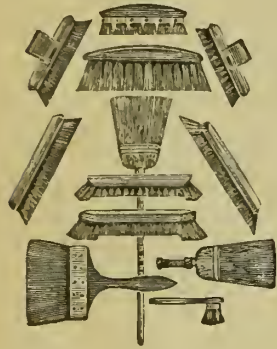
Butter—There is a fair demand with prices steady at 16 to 19c.

Cheese—The market is some easier and while plenty are offering, stocks do not get large; prices are $10\frac{1}{4}$ to 11c.

Eggs—Market steady at 9 to 10c.

Beans—Dull at \$1.60 to \$1.70.

"There are geniuses in trade, as well as in war or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.



The Windsor Patent Brush Co. Ltd.

WINDSOR, ONT.

Make a Full Line of Saleable

BRUSHES, WHISKS AND BROOMS

For the General Trade.



GET THE BEST—IT PAYS.

CENTRAL Business College.

TORONTO AND STRATFORD.

\$40 Was invested by Mr. D. McGregor, of Clinton, Ont., in securing a commercial and chorthand education at our school three years ago. He is now employed in the Chicago and Rock Island Railway Offices, Chicago, at a salary of \$1,000 per annum. Our graduates are always successful. Our schools are the largest, best equipped, most popular, and best business colleges in Canada. Catalogues Free. Location of Toronto School, Cor. Yonge and Gerrard.

SHAW & ELLIOTT, Principals.

MUNN'S FAMOUS BONELESS CODFISH.

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs, and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S BONELESS CODFISH.

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

STEWART, MUNN & CO., Montreal.

..MOLASSES..

We make low prices. Delivered, freight and duty paid per Imperial gallon to any point in Canada.

Samples upon application. . .

N. W. Taussig & Co.

96 Wall Street, NEW YORK

Cable Address,

"Taussig, New York."

Atlantic Sugar House, BROOKLYN.

CANADIAN AGENTS:

R. S. McINDOE,
Toronto.JAS. SIMPSON & SON,
Hamilton.L. H. DOBBIN,
Montreal.J. WINFIELD,
Quebec.M. F. EAGAR,
Halifax.

TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J. O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHROP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.,



TANGLEFOOT

Is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

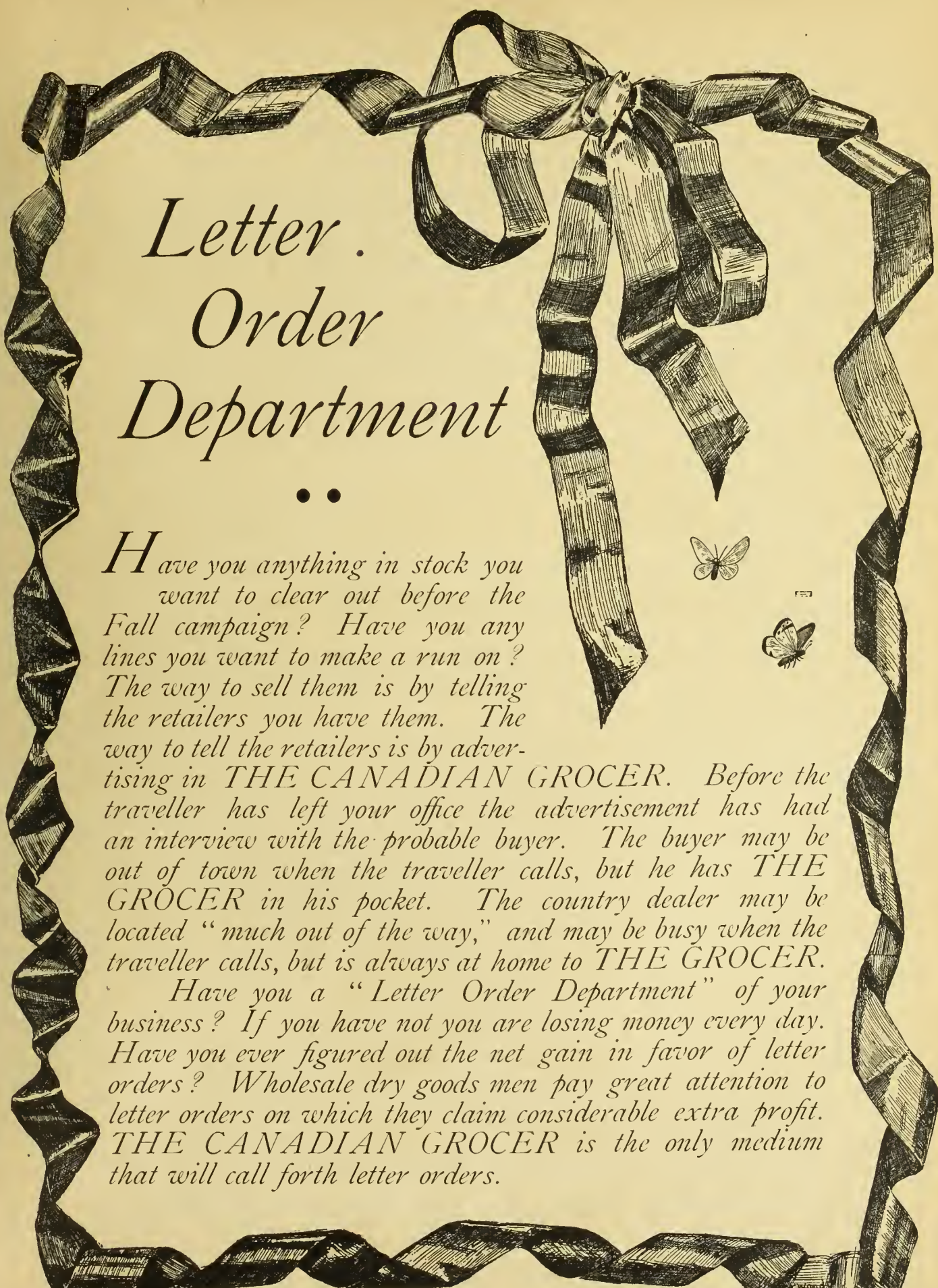
H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.



Letter. Order Department

• •

Have you anything in stock you want to clear out before the Fall campaign? Have you any lines you want to make a run on? The way to sell them is by telling the retailers you have them. The way to tell the retailers is by advertising in THE CANADIAN GROCER. Before the traveller has left your office the advertisement has had an interview with the probable buyer. The buyer may be out of town when the traveller calls, but he has THE GROCER in his pocket. The country dealer may be located "much out of the way," and may be busy when the traveller calls, but is always at home to THE GROCER.

Have you a "Letter Order Department" of your business? If you have not you are losing money every day. Have you ever figured out the net gain in favor of letter orders? Wholesale dry goods men pay great attention to letter orders on which they claim considerable extra profit. THE CANADIAN GROCER is the only medium that will call forth letter orders.

BUSINESS CHANGES.

SALES MADE AND PENDING.

D. L. Winter, hotelkeeper and cigar manufacturer, Paris, is advertising hotel for sale.

The stock of N. Wilson & Co. was sold Monday in London to J. H. Slater, at 50 cents on the dollar.

The stock of P. Therein, Jr., general merchant, St. Antoine Abbe, Que., has been sold at 65c. or the dollar.

The stock of J. P. McCuaig, general merchant, Dalhousie Station, Que., has been sold at 67½c. on the dollar.

The effects of the French Co operative Co., general store, Northfield, B.C., are advertised for sale by tender.

The general stock of Antoine Lachamhe and L. H. Bauchard, St. Etienne de Bolton, Que., is to be sold to-day (Friday).

PARTNERSHIPS FORMED AND DISSOLVED.

The Patte & Perley Orchard Co., Ottawa, are applying for incorporation.

Southcott & Toon, grocers, London, have dissolved. F. C. Toon continues.

The Plantagenet Springs Hotel and Land Co. (Ltd.) is applying for incorporation.

The International Produce and Manufacturing Exchange Co., of Montreal, are applying for incorporation.

N. Rankin, grocer, St. John, N. B., has formed a co-partnership with James Moulson as Rankin & Moulson.

Cecil P. Newman has been registered proprietor of the firm of Newman Co., vinegar manufacturers, Montreal.

A. Fluet and M. Jordan have been registered to carry on business as grocers under the firm name of Fluet & Jordan, Montreal.

A number of Montrealers are seeking incorporation as the International Produce and Manufacturing Exchange Company, with a capital of \$200,000.

P. C. Blouin and P. Blouin have formed a partnership to carry on business as general merchants, under the style of P. C. Blouin & Frere, St. Jean D'Orleans, Que.

Jean Baptiste Vanier and Treffe Montpetit have been registered as partners to carry on business in Montreal as grocers under the firm name of Vanier & Montpetit.

J. M. Dufresne, J. B. A. Mongenais and F. X. St. Charles have been registered to do business as grocers in St. Lawrence street, Montreal, under the style of Dufresne, Mongenais & St. Charles.

CHANGES.

Mrs. A. W. King, confectionery, Hensall, Ont., has sold out to A. Kruspe.

James Barr hotelkeeper, Glenboro' Man., has sold out to Charles Shields.

J. C. Richardson & Co., general merchants, Beeton, have sold out to F. T. Andrews.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. A. Sproule, grocer, Halifax, N. S., has assigned.

Robellard & Fluet, grocers, Montreal, have dissolved.

Martin Tobin, grocer and butcher, Waterford, has assigned to Peter Maybee.

Fred. Babister, pork and provisions, Toronto, has assigned to G. M. Gardener.

Joseph Little & Co., flour, feed, coal and wood, Toronto, have assigned to J. R. E. Winters.

Irvine & Co., boots and shoes, Toronto Junction, is offering to compromise at 50 cents on the dollar.

The dullness of trade has proved too much for Joseph McClintock, a Toronto grocer, and he has assigned to Richard Lane.

H. T. White, grocer, St. John, N. B., has assigned and is away. Francis & Vaughan, boot and shoe dealers of the same place have suspended payment.

M. E. Gouertin and F. L. Bourgeois have been registered as partners to carry on business in St. Hyacinthe, Que., as general merchants under the style of S. Bourgeois & Co.

DEATHS.

Alex. Forsyth, grocer, Dartmouth, N.S., is dead.

James Lyon, hotelkeeper, Kentville, N. S., is dead.

J. W. Proctor, general merchant, Ottawa, is dead.

Ross Hammond, general merchant, Lockport, N.S., is dead.

George Leslie, sr, nurseryman, Toronto, is dead. Deceased was in his 90th year.

FIRES.

H. W. Wilson & Co.'s store, Sparks street, Ottawa, was damaged to the extent of \$5,000 by fire Monday. The loss is covered by insurance.

WHERE TASTE RESIDES.

Strictly speaking, with the tip of the tongue you cannot really taste at all. If you put a drop of oil of bitter almonds on that part of the mouth you will find that it produces no effect of any sort. You only taste it when it begins slowly to diffuse itself and reaches the true tasting region in the middle distance.

But if you put a little mustard or cayenne on the same part you will find that it bites you immediately—the experiment should be tried sparingly—while if you put it lower down in the mouth you will swallow it almost without noticing the pungency of the stimulant.

The reason is that the tip of the tongue is supplied only with the nerves of touch, not nerves of taste proper. They belong to a totally different main branch, and they go to a different centre in the brain, together with the very similar threads which supply the nerves of smell for mustard or pepper.

That is why the smell and taste of these pungent substances are so much alike, as everybody must have noticed, a good sniff at a mustard pot producing almost the same irritating effects as an incautious dose.—Cincinnati Tribune.

SPECULATION IN CLOVES.

Cloves have for many years been a favorite article with speculators, but of late, principally owing to the large accumulations of stock in the warehouses, they have been severely left alone. Left to the purely legitimate demand, Zanzibar cloves fell last year to about the lowest price on record, viz., 2 3-4d. per lb. The lowness of the price induced speculation, and a small syndicate was formed to buy up the article. Operations were conducted on a large scale, and considerable quantities changed hands at continually rising prices. During April and part of May Zanzibar cloves for June-August deliveries were quoted 4 1-16d. per lb. The present spot quotation for this description is 3 5-8d. to 3 1-2d. per lb. It should be mentioned that Zanzibar cloves are practically the clove market, although there are both Amboyna and Penang sorts to be had in comparatively small quantities. The present stock of Zanzibar cloves in the warehouses is 48,481 packages, against 35,000 at the corresponding period of 1892. The deliveries for the first twenty-one weeks of this year amount to 7,483 packages, against 8,289 packages during the same time last year. It will thus be seen that the consumption has sensibly fallen off in consequence of enhanced prices, and that the present stock is equal to about three years' requirements, according to the published deliveries to date. Recent advices received from Zanzibar state that the next crop promised to be large, but owing to the lateness of the rains, fears were entertained that they might have a damaging rather than a favorable effect. Clove cultivation in Zanzibar appears to suffer considerably from insufficiency of available labor, especially since slavery has been more or less abolished. It is stated on reliable authority that large estates are falling out of cultivation, although this may be caused as much by the low prices so long current as by want of laborers. However, the fact remains that the Zanzibar clove crop of 1892 has fallen short of that of 1891 by some 50,000 frasilas (a frasila equals about 85 lbs.), while that of 1890 was upwards of 100,000 frasilas better than that of 1891. The present quotation for Amboyna cloves is 4 1-2 to 5 3-4d. per lb., and for Penang 6d. to 1s. per lb. It will, therefore, be seen at once that Zanzibars at 3 3-8 to 3 1-2d. per lb. are sure to be most in favor with consumers.—Manchester Guardian.

Woods, Travis & Co., of New Westminster, are about to ship a large consignment to China of B. C. dried halibut and salmon. "They hope," says an exchange, "to develop in course of time a very large and valuable trade."

Thousands of Retailers . .



and Consumers are reached daily and weekly by our Advertisements in the leading newspapers of the Dominion, and are thus being constantly reminded that our

Matches Wooden Ware Wash Boards Indurated Ware &c., &c.,

Are the **Standard** goods, and the best in the market. It pays to handle **Eddy's** goods.

BRANCHES AND AGENCIES at Toronto, Montreal, Winnipeg, Halifax, St. John, Quebec, Hamilton, Kingston, and Victoria, B. C.

THE **E. B. EDDY CO.**

Mammoth Works - - - **Hull, Canada.**

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

BOOT PREPARATIONS SOLD EVERYWHERE.			
			
MELTONIAN BLACKING (As used in the Royal Household) Renders the Boots soft, durable and waterproof.	MELTONIAN CREAM (white or black) For Renovating all kinds of Glace Kid Boots and Shoes.	ROYAL LUTETIAN CREAM The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.	NONPAREIL DE GUICHE Parisian Polish For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

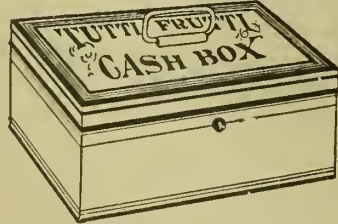
Watch Coupons

Are in every box of Somerville's "Mexican Fruit" and "Pepsin" Chewing Gums.

Get a Box and see particulars. It will pay you.
Be sure and ask for Somerville's Gums.

G. R. SOMERVILLE, London, Canada.





Ask your
Wholesaler

For one or send for circular.

ADAMS & SONS' CO., 11 and 13 Jarvis St. Toronto, Ont.

MILK GRANULES

is the solids of pure Cow's Milk so treated that when dissolved in the requisite quantity of water it yields a product that is

The perfect equivalent of
MOTHER'S MILK.



Mantels, Grates and Tiles, Office and Store Fittings and Furnishings.



GROCCERS'
AND
BUTCHERS'
REFRIGERATORS

Manufactured by

KNOWLES & NOTT, Brantford, Ont.
Send for Catalogue.

By Royal Warrant, Manufacturers
To Her Majesty, The Queen.
THE "MOST POPULAR" BLACK LEAD.
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY
NIXEY'S SPECIALITIES OF STERLING VALUE.

**Nixey's
Black NO DUST
Lead**

Hundreds of Testimonials from all parts, including
Her Majesty's, Royal Buckingham Palace.
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH
FOR STOVES & GRATES,
ALWAYS USE
W. G. NIXEY'S
**"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.**

Always Bright & Beautiful.
In Large Packets 1d. & 2d. each.
Use only for Laundry Purposes, producing the best results.

**NIXEY'S
"SOHO SQUARE" BLUE**
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRED.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
19, SOHO SQUARE, LONDON, ENGLAND.

For KNIVES, FORKS, BRASS and
STEEL WORK, Etc., Etc.
Won't Wear the Blades
like others.
6d. and 1s. Tins.



**NIXEY'S
"CERVUS" KNIFE POLISH.**

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:
Canadian representatives:—Mr. W. Matthews, 7
Richmond St. East, Toronto. Mr. Charles
Gyde, 33 St. Nicholas St., Montreal.

UNPRECEDENTED SUCCESS

GOLD MEDALS AWARDED

BY HER MAJESTY'S



ROYAL LETTERS PATENT

(Established 1852) **EBENR. ROBERTS** (Established 1852)

This illustration is a fac simile of packet.

ROYAL TABLE CREAMS, AND INVALID AND TABLE JELLIES,

Made in Variety of Flavors and Colours and sold in Pint and Quart Sizes.

These Creams and Jellies are used at some of the best Hotels and Restaurants throughout the United Kingdom; they are also to be found on the tables of some of the largest Steamers afloat. For the Dinner and Supper Table they are indispensable, and no Pic-nic Hamper is complete without them



The above illustration is a fac-simile of tin.

Are You a Buyer of English Confectionery? If so, you cannot do better than buy **EBENR. ROBERTS'.**

It has a world wide reputation, and is shipped largely to almost every corner of the globe. If you have never stocked it, go in for it at once. It sells rapidly and you will be pleased with your increased trade.

Agent: C. E. Colson, Montreal.

EBENR. ROBERTS, London, England.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 29, 1893.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

PURE GOLD.	per doz
5 lb. cans, 1 doz. in case.	19 80
4 lb. cans 1 doz. in case.	16 00
2 1/2 lb. cans, 1 and 2 doz in case.	10 50
16 oz. cans, 1, 2 and 4 doz. in case.	4 60
12 oz. cans, 2 and 4 doz. in case.	3 70
8 oz. cans, 2 and 4 doz. in case.	2 40
6 oz. cans, 2 and 4 doz. in case.	1 90
4 oz. cans, 4 and 6 doz in case.	1 25

Dunn's No. 1, in tins.	2 00
" " 2	75
Cook's Gem, in 1 lb pkgs.	\$1 75
" " 7 oz pkgs.	85
" " 2 oz	40
" " 5 lb tins.	65
" " bulk, per lb.	12

Empire, 5 dozen 4 oz cans.	Per doz \$0 75
" " 4 " "	1 15
" " 2 " 16 " "	2 00
" " 1/2 " 5 lb cans	9 00
bulk, per lb.	15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes.	\$2 40
" " 10, in 4 doz boxes.	2 10
" " 2, in 6 " "	80
" " 12, in 6 " "	70
" " 3, in 4 " "	45
Pound tins, 3 oz in case.	3 00
12 oz tins, 3 oz in case.	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	1 30
Ocean Wave, No. 1, 2 " "	1 90
Ocean Wave, 1 lb, 2 " "	2 20
Ocean Wave, 5 lb, 1/2 " "	9 60

DIAMOND BAKING POWDER.

1/2 lb. tins, 4 doz cases.	0 67 1/2
1 lb. " 3 " "	1 17
1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT AND CONFECTORY CO.

Abernethy	8 1/2
Arrowroot	\$0 10 1/2
Butter	0 6
" 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2
Digestive	0 08
Daisy Wafer	0 16
Garibaldi	0 09
Gingerbread	0 10
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	0 10

Pic Nic	0 09 1/2
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 10
Ted	0 10
Tid Bits	0 09
Variety	0 12
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1 " "	1 10
Spanish, No. 3.	4 50
" " 5.	8 00
" " 10.	9 00
Japanese, No. 3.	4 50
" " 5.	7 50
Jaquot's French No. 2.	3 00
" " 3.	4 50
" " 4.	6 00
" " 5.	9 00
" 1-gross Cabinets, asst.	7 50
Egyptian, No. 1.	9 00
" " 2.	4 50

P. G. FRENCH DRESSING (LADIES.) For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box.	per doz \$2 00
No. 4.	1 25

P. G. FRENCH BLACKING.

No. 4.	per gross \$4 00
No. 6.	4 50
No. 8.	7 25
No. 10.	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 5
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00

Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	1 50
6 1/2 lb. in large 1/2 d. pkts, 1 gross	4s 3d 1 50
13 lb. in large 1/2 d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box.	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz.; or 1/4 gro., 4 oz.	

F. F. DALLEY & CO.

Silver Star Stove Paste	per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Reckitt's Pure Blue, per gross	10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

CHAS. BOECKH & SONS. per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.

Apples, 3's.	per doz \$0 95 \$1 00
" " galls.	2 10 2 20
Blackberries, 2's.	2 00 2 25
Blueberries, 2's.	1 00 1 10
Beans, 2's.	0 90 1 10



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured
Exclusively by

YOUNG & SMYLYE,

Where did you see this advertisement?

BROOKLYN, NEW YORK.

Prices Current Continued—

Corn, 2's.....	0 90	1 00
" Epicure.....	1 15	
" Special Brands.....	1 40	1 50
Cherries, red pitted, 2's.....	2 10	
Peas, 2's.....	0 90	1 00
" Sifted select.....	1 40	
Pears, Bartlett, 2's.....	1 75	
" Sugar, 2's.....	1 50	
Pineapple, 2's.....	2 25	2 40
Peaches, 2's.....	3 25	
" 3's.....	3 25	
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 50	1 60
" Lombard.....	1 50	1 60
" Dawson Blue.....	0 90	1 00
Pumpkins, 3's.....	3 00	3 25
" gallons.....	1 90	2 10
Raspberries, 2's.....	2 00	2 10
Strawberries, choice 2's.....	1 65	1 75
Succotash, 2's.....	0 85	1 00
Tomatoes, 3's.....	1 50	1 60
"Thistle" Finnan Laddies.....	2 75	3 00
Lobster, Clover Leaf.....	2 20	2 40
" Star (flat).....	2 60	2 70
" Impr'l Crown flat.....	1 90	2 00
" tall.....	1 80	2 00
" Other brands.....	1 10	1 35
Mackerel.....	1 45	1 60
Salmon, talls.....	1 70	1 80
Sardines Albert, 1/2's tins.....	13	
" 1/4's.....	20	
" Sportsmen, 1/2's genu- ine French high grade, key opener.....	12 1/2	13
Sardines, key opener, 1/2's.....	10 1/2	
" Martiny, 1/2's.....	10 10 1/2	
" 1/4's.....	17 1/2	18
" Other brands, 9 1/2.....	11 16 1/2	
" P & C, 1/2's tins.....	23 25	
" 1/4's.....	33 36	
Sardines Amer, 1/2's.....	6 1/2	8
" 1/4's.....	9 11	
" Mustard, 1/2 size, cases 50 tins, per 100.....	11	00

CANNED MEATS.

CANADIAN)		
Comp. Corn Beef 1 lb cans.....	\$1 65	\$1 70
" 2.....	2 70	2 80
" 4.....	4 80	5 00
" 6.....	8 75	9 00
" 14.....	17 50	18 50
Minced Collops, 2 lb cans.....	2 60	
Roast Beef.....	1 50	
" 2.....	2 60	2 75
" 4.....	4 75	
Par Ox Tongue, 2 1/2.....	9 50	
Ox Tongue.....	7 85	8 00
Unct Tongue.....	3 25	
" 2.....	6 75	
English Brawn.....	2 75	2 80
Camb. Sausage.....	2 50	
" 2.....	4 00	
Soups, assorted.....	1 25	
Soups & Bouilli.....	2 25	
" 6.....	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 60	
Potted Ham, Tongue or Beef, 6 oz cans.....	1 35	
Devilled Tongue or Ham, 1/2 lb cans.....	1 40	
Devilled Chicken or Turkey, 1/2 lb cans.....	2 25	

Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 25

CHEWING GUM.

ADAMS & SONS CO.

To Retailers		
Tutti Frutti, 36 5c bars.....	\$1 20	
Pepsin Tutti Frutti, 235c. packets	0 75	
Orange Blossom.....	150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo.....	180 pieces...	1 30
(with brilliant stone ring)		
Sappota.....	150 pieces.....	0 90
Sweet Fern.....	230 ".....	0 75
Red Rose.....	115 pieces.....	0 75
Magic Trick.....	115 ".....	0 75
Oolah.....	115 ".....	0 75
Puzzle Gum.....	115 pieces.....	0 75
Bo-Kay.....	150 ".....	0 90
Mexican Fruit, 36 5c. bars.....	1 20	
Flirtation Gum (115 pieces).....	0 65	
Automatic.....		
Tutti Frutti Girl.....	800 pieces.....	6 00
Sign Box (new).....		
Tutti Frutti cash box 800.....	6 00	

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars ..	0 70
Sweet Sugar Cane, 150 pieces ..	1 00
Celery, 100 " ..	0 70
Lalla Rookh (all flavors) 100 " ..	0 70
Jingle Bell, 150 " ..	1 00
Cracker, 144 " ..	1 00
O-Dont-O, 144 " ..	1 00
Little Jap, 100 " ..	0 70
Dude Prize, 144 " ..	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Per lb		
Chocolate—		
French, 1/2's.....	6 and 12 lbs.	0 30
Caracas, 1/2's.....	6 and 12 lbs.	0 35
Premium, 1/2's.....	6 and 12 lbs.	0 30
Sante, 1/2's.....	6 and 12 lbs.	0 26
Diamond, 1/2's.....	6 and 12 lbs.	0 22
Sticks, gross boxes, each.....		0 00
Cocoa, Homopap, 1/2's, 8 & 14 lbs 30		
" Pearl.....		25
" London Pearl 12 & 18.....		22
" Rock.....		30
" Bulk, in bxs.....		18

EPP'S.		
Cocoa—		
Case of 112 lbs each.....	per lb	0 35
Smaller quantities.....		0 37 1/2

BENSCH'S ROYAL DUTCH COCOA.

Boxes each 1 lb		
1/2 lb. cans, per doz.....		\$2 40
1/4 " " ".....		4 50
1 " " ".....		8 50

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—		
Carracas, 1/2's, 6 lb. boxes.....	per lb	0 40
Vanilla, 1/2's.....		0 40
" Gold Medal" Sweet, 6 lb bxs.....		0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....		0 40
" Fry's " Diamond 1/2's, 6 lb bxs.....		0 26
" Fry's " Monogram, 1/2's, 6 lb bxs.....		0 26
Cocoa—	per doz	
Concentrated, 1/2's, 1 doz in box.....		2 40
" 1/2's.....		4 50
" 1 lb.....		8 75
Homopap, 1/2's, 14 lb boxes.....		0 34
" 1/2's, 12 lb boxes.....		0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb \$0 30
Mott's Prepared Cocoa.....	28
Mott's Homopap's Cocoa (1/2's)	32
Mott's Breakfast Cocoa.....	45
Mott's Breakf. Cocoa (in tins)	30
Mott's No. 1 Chocolate.....	28
Mott's Breakfast Chocolate.....	28
Mott's Caracas Chocolate.....	23
Mott's Diamond Chocolate.....	18
Mott's French-Can Chocolate	26-27
Mott's Navy or Cooking Choc	35
Mott's Cocoa Nibbs.....	5
Mott's Cocoa Shells.....	23-24
Mott's Vanilla Chocolate stick 72 & 24	
Mott's Confection Chocolate.....	23-24
Mott's Sweet Choc. Liquors 21c-31	

OWAN COCOA AND CHOCOLATE CO.

Cocoas—		
Hygienic Cocoa in 1 lb. tins, 12		
24 and 36 lbs in box.....	7 25	
Hygienic Cocoa in 1/2 lb tins, 12		
24 and 36 lbs in box.....	3 75	
Hygienic Cocoa in 1/4 lb tins, 12		
24 and 36 lbs in box.....	2 25	
Cocoa Essence, pkgs, 2 and 4 doz		
in box.....	1 40	
Iceland Moss, in 1/2 lb pkgs, 6 and		
12 lb boxes.....	0 35	
London Pearl, in 1/2 lb pkgs, 6 and		
12 lb boxes.....	0 30	
Soluble (bulk) No. 1 in 10 to 30		
lb boxes.....	0 21	
Soluble (bulk) No. 2, in 10 to		
30 lb boxes.....	0 19	
Soluble (bulk) No. 2 in 5 to 10		
lb tins.....	0 21	
Nibs, any quantity.....	30-35	
Shells, any quantity.....	0 05	
Chocolates—		
Queen's Dessert, 1/2 and 1/4 in 6 and		
12 lb boxes.....	0 40	
Diamond, 1/2's, 6 and 12 lb boxes.		
8s.....	0 25	
Mexican Vanilla, 1/2 and 1/4 in 6		
and 12 lb boxes.....	0 35	
Sweet Ceylon, 1/2 and 1/4 in 6 and		
12 lb boxes.....	0 25	
Chocolat Parisien, 5c. cakes, in		
6 lb boxes.....	0 30	
Royal Navy, 1/2 and 1/4, in 6 and		
12 lb boxes.....	0 30	
Pure Caracas (plain) 1/2 and 1/4 in		
12 lb boxes.....	0 40	
Confectioners' in 10 lb cakes.....	25-35	
Powder, in 15 and 30 lb boxes.....	0 25	
Creams, in 3 lb boxes.....	0 28	
Icing, 1 lb pkgs, per doz.....	2 25	
" 1/2 lb.....	1 25	
Padding, 1 lb pkgs, per doz.....	2 25	

WALTER, BAKER & CO'S

Chocolate—		
Pre'm No. 1, bxs 12 & 25 lbs each		45
Baker's Vanilla in bxs 12 lbs each		55
Caracas Sweet bxs 6 lbs each, 12		
bxs in case.....		40
Best Sweet in bxs, 6 lbs. each, 12		
boxes in case.....		30
Vanilla Tablets, 416 in box, 24 bxs		
in case, per box.....		4 00
German Sweet Chocolate—		
Grocers' Style, in cases 12 boxes,		
12 lbs each.....		30
Grocers' Style, in cases 24 boxes, 6		
lbs each.....		30
48 Fingers to the lb., in cases 12 bxs		
12 lbs each.....		30
48 Fingers to the lb., in cases 24 bxs		
6 lbs each.....		30
8 Cakes to the lb., in cases, 24 bxs.		
6 lbs. each.....		32
Soluble Chocolate—		
In canisters, 1 lb., 4 lb., and 10 lb.		56
Cocoa—		
Pure Prepared, bxs, 12 lbs each		42
Cracked, in bxs, 12 lbs., each, 1/2 lb.		
papers.....		35
Cracked, in bags, 6, 10 and 25 lbs.		
each.....		30
Breakfast Cocoa—		
In bxs 6 & 12 lbs., each, 1/2 lb., tins		48
In boxes, 12 lbs., each, 1 lb tins,		
decorated canisters.....		50
Cocoa Shells, 12's and 25's.....		10
Broma—		
In boxes, 12 lbs., each, 1 lb. tins.....		45

MENIER FABRICANT DE CHOCOLAT.

Paris et Noisiel.			
	Per 120 lb.	Per 12 lb.	
	case lot.	box.	per lb.
Yellow wrapper.....	\$0 34	\$0 36	
Chamois.....	0 43	0 48	
Pink.....	0 50	0 56	
Blue.....	0 58	0 66	
Green.....	0 50	0 56	
Lilac.....	0 58	0 66	
Bronze.....	0 65	0 74	
White Glace.....	0 73	0 83	
Premium.....	0 38	0 42	

Fancy Chocolates.

Fingers—			
40 in a box.....	per box	\$0 36	\$0 40
20 ".....			
Croquettes—			
Yellow wrap.....		2 70	3 00
Pink.....		3 75	4 20
Green.....			
Croquettes are packed 12 lb. pack-			
ages in a box, and 8 boxes in a case.			
Pastilles—			
Yellow wrapper per lb.....		\$0 40	\$0 45
Pink.....		0 55	0 60
Green.....			
Each case contains 54 1 lb packages or			
108 1/2 lb packages.			



Highland Brand
Evaporated
Cream, per
case..... 7 25
4 doz 1 lb tins.

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
CUSTOMERS SATISFACTION.

ORIGINAL

JELLY WAFERS

Have the original and do not try to sell any others. The best selling Biscuit made in Canada. Price down. Send in for Sample.

Toronto Biscuit & Confectionery Co., 7 Front St. East, Toronto

Prices current, continued—

CLOTHES PINS.

5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 00

OHAS. BOECKH & SONS, per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 " "	1 25
" 4 " cotton bags	0 90

COFFEE.

GREEN	c per lb
Mocha	28, 33
Old Government Java	25, 35
Rio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
TODHUNTER, MITCHELL & Co.'s	
Excelsior Blend	34
Our Own	30
Jersey	28
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 03 0 03½
Borax	0 12 0 14
Camphor	0 80 0 85
Carbolic Acid	0 30 0 50
Castor Oil	0 07½ 0 08
Cream Tartar	0 28 0 30
Epsom Salts	0 02½ 0 02½
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" boxes	0 15 0 16
Gentian	0 10 0 13
Glycerine, per lb	0 17 0 20
Hellebore	0 16 0 17
Iodine	0 50 0 60
Insect Powder	0 30 0 35
Saltpetre	0 08½ 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 00 1 25
Madder	0 12½

DURABLE PAILS AND TUBS

WM. OANE & SONS, MANUFACTURING CO
NEWMARKET.

	Per doz.
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz	\$0 75
" " " 1½ oz.	1 25
" " " 2½ oz.	1 75
" " " 3½ oz.	2 00
(SEELY'S FLAVORING) per doz	
Concentrated, 2 oz. full measure	1 75
" 4 oz.	3 00
In Lemon, Vanilla and Assorted	
Flavors. Less 10 per cent. discount	
in gross quantities or more	

FLUID BEEF.

JOHNSTON'S, MONTREAL per doz	
Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.	c. per lb
Currents, Provincial, bbls.	5½
" " " bbls	5½ 6
" Filiatras, bbls	5½
" " bbls	5½ 6
Currents, Patras, bbls	6½ 6½
" " bbls	6½ 6½
" " cases	7 7½
" Vostizzas, cases	7½ 9
" " cases	7½ 10
" 5-crown Excelsior (cases)	8 8½
" " cases	8½ 8½
" " case	5½ 5½
Dates, Persian, boxes	10 10½
Figs, Elemes, 14oz., per box	10 11
" 10 lb boxes	14 14½
" 30 lb bxs. 7 crown	
Gold medal washed Turkey, bgs abt 6 lbs., finest grade grown	10½
Prunes, Bosnia, casks	7½ 9
" " cases, new	4½ 5½
Raisins, Valencia, offstalk	4½ 5½
" old	6½ 6½
Selected	6½ 7
Layers	6½ 7
Raisins, Sultanias	6½ 10
" Eleme	
Malaga	
London layers	2 25
Loose muscatels, Califor	1 60 1 70
Imperial cabinets	3 50 3 60
Connoisseur clusters	4 50
Extra dessert	4 50
" qrs.	
Royal clusters	
Fancy Vega boxes	3 40 3 50
Black baskets	
" qrs	
Blue	
Fine Dehesas	3 00 3 50
" qrs	2 75 3 00
Lemons	3 00 3 50
Oranges, Jamaica	2 75 3 00
" Valencias	4 50
" Floridas	3 00 3 50
" Seedlings	
" Navels	
DOMESTIC	
Apples, Dried, per lb	0 05
do Evaporated	0 09 0 09

FISH.

Oysters, per gallon	1 25
" select, per gallon	1 75
Pickled	
Pike	0 06
White fish	0 07 0 07½
Manitoba White fish	0 07½
Salmon Trout	0 7½
Lake herring	3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	
Shore herring	
Salmon trout, per ½ bbl	
White Fish, ½ bbl	
Dried Fish:	
Codfish, per quintal	
" cases	
Boneless fish	per lb
Boneless cod	
Smoked Fish:	
Finnan Haddies, per lb	0 07½ 0 08½
Flourers	1 00 2 25
Digby herring	0 12 0 15
Sea Fish: Haddock per lb	0 05 0 05½
" Cod	0 05 0 07
R.C. salmon	0 13
Market Cod	0 05
Frozen Sea Herrings	2 65 3 00



FLY PAPER.

TANGLEFOOT.	
Tanglefoot, 1 box double sheets and 2 holders	60
Tanglefoot 1 case (ten boxes)	\$5 25

GRAIN.

Wheat, White	0 65 0 68
" Red Winter	0 62 0 63
" Goose	0 61 0 62
Wheat, Spring, No 2	0 62 0 63
" Man Hard No 1	0 85 0 86
" " No 2	0 83 0 84
" " 3	0 74 0 76
Oats, No 2, per 34 lbs	37 38
Barley, No 1, per 48 lbs	43 44
" No 2 extra	39½ 40
" No 3	36 37
Rye	53 55
Peas	57 57½
Corn	

HAY & STRAW.

Hay, Pressed, "on track	9 50 10 00
Straw Pressed, "	5 50 6 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 30
HORSE NAILS:	
" C" 60 and 5 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 65
SCREWS: Wood—	
Flat head iron 7½ p.c. dis	
Round " 7½ p.c. dis	
Flat head brass 75 p.c. dis	
Round head brass 70 p.c.	
WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 11½
" Sisal	0 09½
" New Zealand	0 08½
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 12½ per cent.	
HINGES: Heavy T and strap	0 04½ 0 05
" Screw, hook & strap	0 03½ 0 04½
WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 4½
No. 1	4½
No. 2	4½
No. 3	4

TURPENTINE Selected packages, per gal	0 52 0 53
LINSEED OIL per gal, raw	0 60 0 62
Boiled, per gal	0 63 0 65
GLUE: Common, per lb	0 10 0 11

INDURATED FIBRE WARE.

1 pail, 6 qt	\$4 0
Star Standard, 12 qt	4 5
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	15 50
Tubs, No. 1	13 25
" 2	11 00
" 3	3 40
Nests of 3	10 00
Keelers No. 1	9 00
" 2	8 00
" 3	7 00
" 4	3 25
Milk pans	3 25
Wash Basins, flat bottoms	3 50
" round	3 75
Handy dish	18 00
Water Closet Tanks	

JAMS AND JELLIES.

DELHI CANNING CO	
Jams assorted, extra fine, 1's	2 25
Jellies, extra fine 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz.	
6d.....London 5s., Canada, \$2 00	
"Cervus" boxes of 1 doz.	
1s.....London 10s., Canada, \$4 00	

LICORICE.

YOUNG & SMYLYE'S LIST.	
5 lb boxes, wood or sticks, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
"Ringed" 5 lb boxes, per lb	0 40
"Acme" Pellets, 5 lb cans, per can	2 00
"Acme" Pellets, Fancy boxes (30s) per box	1 50
"Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
Purity Licorice, 200 sticks	1 45
" 100 "	0 72½
Imitation Calabria, 5 lb bxs	
p lb	0 25

MINCE MEAT.

J. H. WETHEY'S—ST. CATHARINES	
Condensed, per gross, net	\$12 00

MUSTARD.

ELLIS & REIGHLEY'S.	cts
Durham, Fine, in ½ and 1 lb tins	
" per lb	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex. Sup., in bulk, per lb	30
" Superior in bulk, p. lb	20
" Fine,	15

Prices current, continued.

CHERRY'S IRISH

Pure in 1 lb. tins.....	0 40
Pure in 1 lb. tins.....	0 42
Pure in 1 lb. tins.....	0 44

NUTS.

per lb

Almonds, Ivica.....	16 16½
" Tarragona.....	13 14
" Fornigetta.....	11 12½
Almonds, Shelled Valencias.....	28 32
" " Jordan.....	45 50
" " Canary.....	28 30
Brazil.....	5 14½
Cocoanuts.....	5 6
Pecans, Sicily.....	10½
Peanuts, roasted.....	13 14
" green.....	11 12½
Walnuts, Grenoble.....	15 16
" Bordeaux.....	10 11
" Naples, cases.....	11½ 12
" Marbots.....	11½ 12

PETROLEUM.

5 to 10 bbl lots, Toronto...	Imp. gal
Canadian.....	0 13 \$0 13½
Carbon Safety.....	0 17½ 0 18
Canadian Water White.....	0 19
Amer'n Water White.....	0 21 0 22
Photogene.....	0 25
For prices at Petrolia, see Market Report.)	

PICKLES, SAUCES, SOUPS.

THE T. A. SNIDER PRESERVE CO.,

CINCINNATI.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup.....	pts 6 00
" " ".....	pts 3 50
" " ".....	pts 2 00
" Chili Sauce.....	pts 4 50
" " ".....	pts 3 25
Snider's Soups (in 3 lb cans).	
Tomato.....	3 50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn.....	4 50

Chicken Gumbo, Oyster Tail, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle, Consomme, Bouillon, Pea Assorted.....	4 25
Worcester Sauce, ½ pts.....	\$3 60 \$3 75
Pickles, all kinds, pints.....	3 25
Harvey Sauce-genuine—half, pts.....	3 25
Mushroom Catsup ".....	2 25
Anchovy Sauce ".....	3 25

PRODUCE.

DAIRY.

Per lb

Butter, creamery, tubs.....	\$0 20 \$0 21
" dairy, tubs, choice.....	0 15 0 17
" " medium.....	0 14 0 15
" low grades to com.....	
Butter, pound rolls.....	3 15 0 17
" large rolls.....	0 14 0 15
" store crocks.....	
Cheese.....	0 03½ 0 10

COUNTRY

Eggs, fresh, per doz.....	0 11½ 0 12
" limed.....	
Beans.....	1 30 1 45
Onions, per bag.....	2 50 2 75
Potatoes, per bag.....	95 1 00
Hops, 1891 crop.....	0 13 0 15
" 1892.....	0 17 0 20
Honey, extracted.....	0 05 0 08
" section.....	0 10 0 15

PROVISIONS.

Bacon, long clear, p lb.....	0 10½ 0 11
Pork, mess, p. bbl.....	0 21
" short cut.....	21 00 21 50
Hams, smoked, per lb.....	13 0 13½
" pickled.....	0 12
Bellies.....	0 13½
Rolls.....	0 10½ 0 11½
Backs.....	0 13
Lard, pure, per lb.....	0 12½ 0 13
Compound.....	0 10 0 10½
Tallow, refined, per lb.....	0 05½ 0 06
" rough.....	0 02

RICE, ETC.	Per lb
Rice, Aracan.....	3½ 3½
" Patna.....	4½ 4½
" Japan.....	5 5
" extra Burmah.....	3½ 4
" Java extra.....	6½ 6½
" Genuine Carolina.....	9½ 10
Grand Duke.....	6½ 6½
Sago.....	4½ 5½
Tapioca.....	5 5½
Goathead (finest imported).....	6½ 6½

ROOT BEER.

Hire's (Liquid) per doz.....	\$2 25
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SPICES.

Per lb.

GROUND	Per lb.
Pepper, black, pure.....	\$0 14 \$0 16
" fine to superior.....	10 15
" white, pure.....	20 28
" fine to choice.....	20 25
Ginger, Jamaica, pure.....	25 27
" African.....	16 18
Jassia, fine to pure.....	18 25
Cloves.....	14 25
Allspice, choice to pure.....	12 15
Cayenne.....	30 35
Nutmegs.....	75 1 20
Mace.....	1 00 1 25
Mixed Spice, choice to pure.....	30 35
Cream of Tartar, fine to pure.....	25 32

STARCH.

BRITISH AMERICA STARCH CO
BRANTFORD.

1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5½
Ditto..... brls, 175 ".....	5
Ditto..... kegs, 100 ".....	5
Canada Laundry, boxes, 40 lbs.....	4½
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7½
Lily White Gloss, kegs, 100 lbs.....	6½
1 lb. fancy cartoons, cases, 36 lbs.....	7
6 lb. draw-lid bxs, 8 in c'te, 48 lbs.....	7
Brantford Gold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7½
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7
KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's.....	8
36-lb " 3 lb. packages.....	8
12-lb " ".....	8½
38 to 45-lb boxes.....	8

Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack'g's.....	9
40-lb " 1 lb. package.....	9½
40-lb " ½ lb. ".....	10
40-lb " assorted ½ and 1 lbs.....	9½
6-lb " sliding covers.....	9½
38 to 45 lb boxes.....	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages.....	8½
20-lb " ".....	8½

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7½
Durham corn starch.....	7

Laundry Starches—

No. 1, White, 4 lb. Cartons.....	5½
" " Bbls.....	5
" " Kegs.....	5
Canada Laundry.....	4½
Ivory Gloss, six 6 lb. boxes, sliding covers.....	7
Ivory Gloss, fancy picture, 1 lb packs.....	7½
Patent Starch, fancy picture, 1 lb. cartons.....	7½
Ivory Starch in cases of 40 packages.....	\$3 00

SUGAR.

c. per lb

Granulated.....	5½ 5½
Paris Lump, bbls and 100 lb. bxs.....	6½
" " 50 lb. boxes.....	6½
Extra Ground, bbls Icing.....	6½
" " less than a bbl.....	
Powdered, bbls.....	6 6½
" less than a bbl.....	
Extra bright refined.....	5½
Bright Yellow.....	4½ 5
Medium ".....	4½ 4½
Brown.....	4½ 4½
Dark yellow.....	4½

SALT.

Bbl salt, car lots.....	1 00
Coarse, car lots, F.O.B.....	0 65
" small lots.....	0 85 0 90
Dairy, car lots, F.O.B.....	1 00
" small lots.....	1 25
" quarter-sacks.....	0 40 0 45
Common, fine car lots.....	0 75
" small lots.....	0 95 1 00
Rock salt, per ton.....	13 00
Liverpool coarse.....	0 75 0 80

OVER
100 TONS

OF THE FINEST SELECTED

Lemon
Orange
Citron
PEELS

IN COURSE OF MANUFACTURE
FOR FALL TRADE.

THE

Pure Gold Mfg. Co.

31 and 33 FRONT STREET EAST,
TORONTO.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

(Others so-called are imitations of our brand.)

Pure Starch.

Kingsford's

Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

FOR COOKING

ST. LAWRENCE

CORN STARCH.

Prices current, continued—

HIGGINS' EUREKA SALT.

F.o.b. Montreal—	Per Sack.
Full sacks, 22½ lbs.	\$ 2 30
Quarter sacks, 56 lbs	0 58
Sacks con'g 16-14 lb. p'kts.	2 75
F.o.b. Toronto—	
Full sacks, 22½ lbs.	2 60
Quarter sacks, 56 lbs.	0 67½
Sacks con'g 16-14 lb. p'kts.	3 00

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.
D.....	2½
M.....	2½
B.....	2½
V.B.....	2½
E.V.B.....	2½
E. Superior.....	2½
XX.....	2½
XXX.....	2½
Crown.....	3 ¾

MOLASSES.	Per gal.
Trinidad, in puncheons....	0 32 0 35
" " bbls.....	0 36 0 37
" " ½ bbls.....	0 40 0 40
New Orleans, in bbls.....	0 30 0 52
Porto Rico, hdds.....	0 38 0 40
" " barrels.....	0 42 0 44
" " ½ barrels.....	0 44 0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb 6
Do. 2, 6-16 and 3 lb bars	5½
John A. cake, wax W. per doz	42
Mayflower, cake, " "	42
Gem, 3 lb bars per lb.....	5
" 13 oz. 1 and 2 lb. bars	5½
Queen's Laundry, per bar.....	7
Pride of Kitchen, per box.....	2 75
Sunshine, boxes, 100 tablets	6 50
" 50 " "	3 40

	Per lb
Eclipse " "	0 05½
Ruby, 10 oz.....	0 42
Monster, 8 oz.....	0 30
Detroit, 14 oz.....	0 48
Lily White.....	0 90
Everyday.....	0 80
Queen City, 14 oz.....	0 72

	Per box
Mottled in 5 box lots, 100 bars	5 25
" " 60 bars.....	3 20
Electric.....	2 50
Hard Water Electric.....	2 50
Royal Laundry.....	3 10
Octagon.....	4 50

	Per doz
Royal Magnum.....	0 30
" 25 doz per box.....	0 25
Anchor, Assorted.....	0 45
" Castile.....	0 50
Morse's Assorted.....	0 50
Morse's Roso.....	0 50
" Windsor.....	0 50
" Castile.....	0 50
Bouquet, paper and wood.....	0 80
Prize Magnum, White Castile	0 72
" " Honey.....	0 72
" " Glycerine.....	0 72
" " Oatmeal.....	0 72
	Per box
Sweet Briar.....	0 72
Extra Perfume.....	0 85
Old Brown Windsor Squares	0 30
White Lavender.....	1 00

	Per doz
White Castile Bars.....	0 85
White Oatmeal.....	0 85
Persian Bouquet, paper.....	2 50
Oriental.....	0 45
Pure Coconut, 3 doz. bxs, wood	0 50
Heliotrope paper.....	1 50
Carnation.....	0 60
Rose Bouquet.....	0 60
Cocoa Castile.....	0 50
Arcadian.....	0 45
New Arcadian, per gross.....	5 00
Ocean Bouquet.....	0 45
Barber's Bar, per lb.....	0 25
Pure Bath.....	1 00
Magnolia.....	1 20
Oatmeal.....	0 65
Unscented Glycerine.....	0 90
Grey Oatmeal.....	0 60
Plain Honey.....	0 75
Plain Glycerine.....	0 75
Plain Windsor.....	0 75
Fine Bouquet.....	1 00
Morse's Toilet Balls.....	0 90
Turkish Bath.....	0 60
Infants' Delight.....	1 20
Surprise (10 cakes).....	5 00
Sunlight.....	3 50

TEAS.

CHINA GREENS

	per lb
Gunpowder—	
Cases, extra firsts.....	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts...	42 50
Cases, small leaf, firsts.....	35 40
Half chests, ordinary firsts	22 38
" " seconds.....	17 19
" " thirds.....	15 17
" " common.....	13 14

PING SUEYS.

Young Hyson—	
Half chests, firsts.....	28 32
" " seconds.....	16 19
Half Boxes, firsts.....	28 32
" " seconds.....	16 19

JAPAN.

Half Chests—	
Finest May pickings.....	38 40
Choice.....	32 36
Finest.....	28 30
Fine.....	25 27
Good medium.....	22 24
Medium.....	19 20
Good common.....	16 18
Common.....	13½ 15
Nagasaki, ½ chests Pekoe.....	16 22
" " Oolong.....	14 15
" " Gunpowder.....	16 19
" " Siftings.....	7½ 11

Congou—	
Half Chests Kaisow, Mon-	
ing, Pakling.....	12 60
Caddies, Pakling, Kaisow...	18 50

INDIAN.

Darjeelings.....	35 55
Assam Pekoes.....	20 40
Pekoe Souchong.....	18 30

CEYLON.

Broken Pekoes.....	35 42
Pekoes.....	20 40
Pekoe Souchong.....	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's.....	67c
Ingots, rough and ready, 8's.....	64
Laurel, 3's.....	57
Brier, 7's.....	55

Index, 7's.....	50
Honeysuckle, 8's.....	58
Napoleon, 8's.....	54
Royal Arms, 12's.....	65
Victoria, 12's.....	53
Brunette, 12's.....	50½
Prince of Wales, in caddies.....	51½
" " in 40 lb boxes.....	51
Bright Smoking Plug Myrtle, T &	
B, 3's.....	60
Lily, 7's.....	55
Diamond Solace, 12's.....	50
Mvrtle Cut Smoking, 1 lb tins.....	70
½ lb pg, 6 lb boxes.....	70
oz pg, 5 lb boxes.....	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5	
lbs.....	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases.....	70

PLUG SMOKING.

Golden Plug.....	56
Uncle John, 3 x 6, 3s. caddies	
16½ lbs.....	54
Gem, 3 x 6, 3s. caddies 16½ lbs...	53
St. Lawrence, 2 x 3, 7s. caddies	
about 17 lbs.....	51
Banner, 2 x 3, 7s. caddies about	
17 lbs.....	48
Sterling, 2 x 3, 7s. caddies about	
17 lbs.....	46
Louise Solace, 12s. caddies about	
16 lbs.....	46
Florence Solace, 12s. caddies	
about 17 lbs.....	42
Hawthorne, 8s. butts 23 lbs.....	47
Something Good, 6s. butts 21 lbs	46½

FANCY SWEET CHEWING

Good Luck, spun roll, 16 boxes	
4 lbs.....	65
Empire, 3 x 6, 4s. spaced 8s. bxs	
4 lbs.....	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 14½ oz. Spaced 6s.	
Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies	
about 20½ lbs.....	50
Currency, 3 x 3, 7s. Rough and	
ready. Caddies about 21 lbs.	49
Kentucky, 1½ x 3, 13s. Caddies	
about 21 lbs.....	50
Kentucky, 1½ x 3, 7s. Caddies	
about 21½ lbs.....	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about	
22 lbs.....	47
Morning Star, 12s. Butts about	
22½ lbs.....	43½
Montreal Twist, 12s. Caddies	
about 23 lbs.....	44
Anchor Twist, 12s. Caddies about	
23 lbs.....	42½

CIGARS—S. DAVIS & SONS, Montreal.

Sizes	Per M
Madre E' Hijo, Lord Landsdowne	\$60 00
" " Panetelas.....	60 00
" " Bouquet.....	60 00
" " Perfectos.....	85 00
" " Longfellow.....	85 00
" " Reina Victoria.....	80 00
" " Pins.....	55 00
El Padre, Reina Victoria.....	55 00
" " Reina Vict., Especial.....	50 00
" " Conchas de Regalia.....	50 00
" " Bouquet.....	56 00
" " Pins.....	50 00
" " Longfellow.....	80 00
" " Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
Queens.....	29 00

Cigarettes, all Tobacco—

Cable.....	7 00
El Padre.....	1 00
Mauricio.....	15 00

DOMINION CUT TOBACCO WORKS, MON-

TREAL.	Per M.
CIGARETTES.	
Athlete.....	\$7 50
Puritan.....	6 25
Sultana.....	5 75
Derby.....	4 25
B. C. No. 1.....	4 00
Sweet Sixteen.....	3 75
The Holder.....	3 85
Hyde Park.....	10 50

CUT TOBACCOS.	per lb
Puritan, tenths, 5 lb. boxes.....	75
Old Chum, ninths, 5 lb box.....	70
Old Virgin, 1-10 lbpkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes.	73

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes.....	83
Puritan, 1-10, 5 lb boxes.....	83
Athlete, per lb.....	1 15

PLUG TOBACCO'S.	
Old Chum, plug 4s. Solace 16 lbs.	68
" " " 8s. " 16	68
" " " 8s. R. & R. 12½	68
" " " chew 7s. R. & R. 14½	58
" " " 7s. Solace 14½	58
" " " 8s. R. & R. 16	58
" " " 8s. Solace 15	58
O. V. - plug 8s. Twist 16	58
O. V. - " 3s. Solace 17½	58
O. V. - " 7s. " 17	55½
Derby, - " 12s. " 17½	51
Derby, - " 7s. " 17	51
Athlete, - " 5s. Twist 9	74

WOODENWARE. per doz

Pails, 2 hoop, clear.....No. 1...	\$1 70
" " " " " " " " " " " "	1 90
Pails, 2 hoops, clear.....No. 2...	1 60
" " " " " " " " " " " "	1 80
" " " " " " " " " " " "	1 80
Tubs, No. 0.....	9 50
" " " " " " " " " " " "	7 00
" " " " " " " " " " " "	6 00
Washboards, Globe.....	\$1 90
" " Water Witch.....	1 40
" " Northern Queen.....	2 25
" " Planet.....	1 70
" " Waverly.....	1 60
" " X X.....	1 50
" " X.....	1 30
" " Single Crescent.....	1 85
" " Double.....	2 75
" " Jubilee.....	2 25
" " Globe Improved.....	2 00
" " Quick and Easy.....	1 80
" " World.....	1 75
" " Rattler.....	1 30

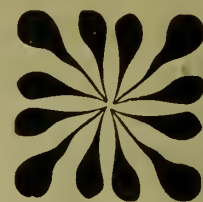
per case.

Matches, 5 case lots. single case	
Parlor.....	1 75
Telephone.....	3 40
Telegraph.....	3 60
Safety.....	4 20
French.....	3 60
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases.....	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases.....	3 40
per doz	
Mops and Handles, comb	1 25
Butter tubs.....	\$1 60
Butter Bowls, crates ast'd	3 60

YEAST.

BARM MFG. co.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c. " "	1 00

The St. Lawrence Sugar Refining Co's



GRANULATED
and YELLOWS
and SYRUPS ..

... ARE PURE ...

No Blueing

Material whatsoever is used in the
manufacture of Our Granulated

THE CANADA SUGAR REFINING CO'Y [LIMITED],
MONTREAL.

Manufacturers of Refined Sugars of the well-known Brand

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the Newest
and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

Travellers' Guide.

- The Alberta Hotel -
CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial Men. Large sample rooms.

H. A. PERLEY, Prop.

The Hilliard House
RAT PORTAGE, ONT.

Strictly first-class. The favorite commercial house along the line of C. P. R.

LOUIS HILLIARD, Prop.

.. Golden Finnan Haddies ..
CANNED

Messrs. Jas. Simpson & Son.
of Hamilton, are Selling Agents for
Ontario and Winnipeg.

Mr. Leonard H. Dobbin,
of Montreal, Selling Agent for
Montreal and Quebec Cities.

All orders given them will be
promptly attended to.

NORTHROP & CO., St. John, N.B.

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the
preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

STAMINAL

is a valuable food and tonic for
the warm weather.

It Supplies
the vital principles of Beef and
Wheat with Hypophosphites



Apted Bros.



54 Yonge St.

TORONTO



N. B.—The old STANDARD BRAND of
HORSESHOE CANNED SALMON still
takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
W. S. Goodhugh & Co., Montreal
Tees & Persse, Winnipeg.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT. TREASURER.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

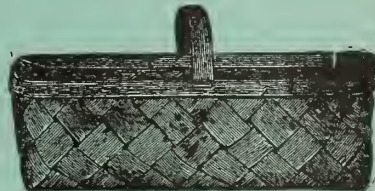
Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and,
financially, the strongest organization of its
kind—working in one interest and under one
management—with wider ramifications, with
more capital invested in the business, and it
expends more money every year for the collection
and dissemination of information than any
similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.
THOS. C. IRVING, Superintendent.

**THE
Oakville Basket Co.,**

MANUFACTURERS OF



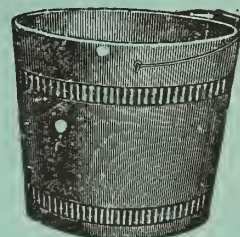
1, 2, 3 bushel grain and root baskets
1, 2, 3 satchel lunch baskets.
1, 2, 3 clothes baskets.
1, 2, 3, 4 market baskets.
Butcher and Crockery baskets.
Fruit package of all descriptions.

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

The Wm. CANE & SONS MANUFACTURING Co
OF NEWMARKET, ONT.,

The goods are hooped with Corrugated Steel
Hoops, sunk in grooves in the staves and cannot
possibly fall off. The hoops expand and contract
with the wood. BEST GOODS MADE.

Represented by

Chas. Boeckh & Sons, Toronto,

H. A. Nelson & Sons, Montreal.

**ORDER
IVORY BAR
SOAP**

A Customer's Life . . .

Should be taken care of, so do not allow them wear it out upon a poor, ordinary Washboard when you can offer them

The Northern Queen . . .

For a few cents, Only have them try the board and your reputation is made. Manufactured only by

TAYLOR, SCOTT & Co.,
TORONTO

You Would Be **Greatly Surprised**

IF YOU GOT . .



As much light from one lamp as you get from the half-dozen you now have. Such will be the case if you use

The "PITTSBURGH"

MADE IN . .
Hanging
Vase
Piano
Banquet

The "Pittsburgh" burner is made in two sizes. The small size is 80 candle power while The Mammoth Hanging Lamp is 300 candle power, lighting a room 40 ft. square, brilliantly. Write for Primer.

GOWANS, KENT & Co.,

Sole Agents for Canada

TORONTO and WINNIPEG.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN **CLEAR JELLY MARMALADES**

"Scotch Home Made," } Made from Seville Oranges.
"Perfection."

"Lemon Jelly Marmalade," "Messina Lemons."
PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc. etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing, Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

LEMONS } If you want Lemons, write us.

WE HAVE GOOD

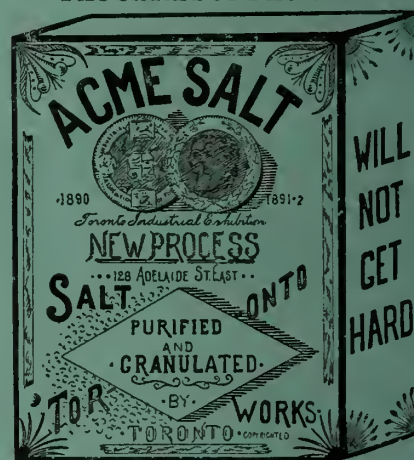
Ordinary Lemons, \$2.50 to \$3.00 per box.
Choice " 3.00 to 3.50 "
Fancy " 3.75 to 4.25 "

All good value. Oranges, Bananas, Pineapples, Cocoanuts, and all goods in our line at right prices.

DAWSON & Co.,

Fruit, Produce and Commission Merchants
32 West Market St., Toronto.

FAC SIMILE OF PACKAGE.



Oakey's

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS,
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, &c.,

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 18 St. Alexis St., MONTREAL. sp

HYDE PARK, ATHLETE, PURITAN, DERBY, SWEET SIXTEEN CIGARETTES.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT SMOKING TOBACCO.